

RE C281: WORK BASED LEARNING

Item	Value
Top Code	051100 - Real Estate
Units	1 Total Units
Hours	90 Total Hours (Other Hours 90)
Total Outside of Class Hours	0
Course Credit Status	Credit: Degree Applicable (D)
Material Fee	No
Basic Skills	Not Basic Skills (N)
Repeatable	No
Open Entry/Open Exit	No
Grading Policy	Standard Letter (S), • Pass/No Pass (B)

Course Description

To enhance each Work Based Learning participant's opportunity for success in the fields of Real Estate by bridging the gap between educational theory and on-the-job practices through individualized performance objectives related to the student's career or occupational goal in Real Estate. **PREREQUISITE:** Be employed or volunteer in the field of Real Estate for 5 hours per week per 1 unit of Work Based Learning. **COREQUISITE:** Be enrolled in a total of 7 units including Work Based Learning. Transfer Credit: CSU.

Course Level Student Learning Outcome(s)

1. Apply and build on theoretical and practical education in the performance of work tasks in chosen field.
2. Based on self-evaluation and supervisor feedback, develop appropriate professional development and career advancement goals.

Course Objectives

- 1. Perform ROUTINE DUTIES with increased efficiency.
- 2. Demonstrate PROBLEM SOLVING skills by identifying a problem and finding successful solution.
- 3. Develop PERSONAL IMPROVEMENT plan in professional development to include communication skills, personal attitudes and strengths.

Lecture Content

Student Orientation Faculty/Student Contact: Telephone/Screening Faculty/Student Meeting Application Interview Draft Performance Objectives On-Site Visit with Employer/Supervisor Employer Orientation Benefits to Students Benefits to Employer Review of Performance Objectives Employer Input Student Input Faculty Input Review of Performance Objectives Evaluation Criteria and Evaluation Procedure Identification of Specific Criteria and Documentation for Successful Completion of Performance Objectives Explanation and Review for End of the Semester Evaluation Procedure Student Follow-Up and Retention Telephone Follow-up with Student Mail Follow-up with Student End of the Semester Evaluation Letter to the Student Letter and Performance Objectives to the Employer Performance Objectives

Returned by Employer Faculty Review Student Performance Objectives and Supporting Documentation, Assign Grade, and Verify Units of Credit

Method(s) of Instruction

- Work Experience (20)

Instructional Techniques

Work-Based Learning is a non-traditional delivery system that incorporates work into the curriculum. This program provides a cooperative effort for the college, its staff, the work supervisor, and the student to establish and accomplish learning objectives toward the student's career goals. Objectives will be created by the student in conjunction with his/her supervisor and WBL instructor.

Reading Assignments

Required manuals, documents, license agreements and industry updates.

Writing Assignments

Written assignments, projects and/or skills demonstrations related to industry requirements.

Out-of-class Assignments

Cooperative effort for the student and work supervisor to establish and accomplish learning objectives toward the student's career goals. These will be related to the student's routine duties, on the job problem solving, personal improvement, and career advancement assignments.

Demonstration of Critical Thinking

Projects will be completed to demonstrate competencies in the workplace in relation to industry standards in the areas of real estate salesperson, brokering and lending. Written assignments, projects and skills demonstration related to WBL workbook supplements.

Required Writing, Problem Solving, Skills Demonstration

Situational workplace demonstration concerning industry requirements in real estate salesperson, brokering and lending. Written assignments, projects and skills demonstration related to WBL workbook supplements. Primary/secondary research, presentation, organization, and online data search/manipulation may be included.

Eligible Disciplines

Real estate: Any bachelor's degree and two years of professional experience, or any associate degree and six years of professional experience.

Other Resources

1. Work Based Learning Student Handbook Current Edition (Revised Annually). Any manuals reference materials, job-site documents related to the successful completions of student's job-oriented learning. 2. Coastline Library