

Business Management

Real Estate Option

Students who choose the real estate option of the business management program receive comprehensive instruction in business along with the necessary classes for application to write the Nebraska State Real Estate Examination. Upon completion of the state licensing, students will be prepared to enter a real estate sales career.

Required Program of Study for Associate of Applied Science Degree (2 years)

<i>Freshman Year</i>

FIRST SEMESTER	
Course	Credits
BSAD 1070 Math & Machines	3
BSAD 1600 Real Estate Principles and Practices	3
BSAD 2540 Principles of Management	3
ENGL 1010 English Composition I	3
INFO 1100 Microcomputer Applications or OFFT 1500 Microsoft Office	3
	15

SECOND SEMESTER	
Course	Credits
BSAD 1620 Real Estate Finance*	3
BSAD 2160 Customer Service and Business Etiquette	3
BSAD 2510 Organizational Behavior	2
INFO 1700 Introduction to Internet	1
MATH 1045 Applied Mathematics I**	3
SPCH 1010 Fundamentals of Communication or SPCH 1110 Public Speaking	3
	15

SUMMER	
Course	Credits
BSAD 1300 Cooperative Internship I	3

<i>Sophomore Year</i>

FIRST SEMESTER	
Course	Credits
BSAD 2050 Business Communications	3
BSAD 2520 Principles of Marketing	3
BSAD 2600 Real Estate Law*	3
BSAD 2700 Business Law I	3
ECON 1040 Personal Finance or ECON 2110 Macroeconomics	3
	15

SECOND SEMESTER	
Course	Credits
ACCT 1200 Accounting I***	3
BSAD 2130 Salesmanship	3
BSAD 2620 Real Estate Appraisal*	3
AGRI 1420 Interpersonal Skills	3
PSYC 1810 Introduction to Psychology	3
	15

*Two of these classes are required. (Classes are offered every other semester, during the assigned spring or fall semester.)

**These are minimum requirements. Students are encouraged to take higher level courses according to individual skill.

*** Students with no accounting experience are encouraged to take ACCT 1060 Basic Accounting Procedures prior to Accounting I.

NOTE: The associate of applied science degree is suggested for those seeking employment upon graduation and feel quite sure that they will not continue their education toward a bachelors degree. Students interested in continuing their education at a four-year college or university should enroll in the business administration program.