

REAL ESTATE OPTION

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

The Nebraska State Real Estate Commission requires a criminal background check for all applicants for the Nebraska sales agent test. **See page 89 for Business required program of study.**

FRESHMAN YEAR

First Semester

Course	Credits
BSAD 1070 Business Math.....	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 1200 Introduction to Electronic Commerce.....	3
BSAD 1620 Real Estate Finance*.....	3
BSAD 2160 Customer Service and Business Etiquette.....	3
BSAD 2510 Organizational Behavior.....	2
MATH1100 Foundations of Math.....	3
SPCH 1010 Fundamentals of Communication or SPCH 1110 Public Speaking.....	3
	17

Required Summer Coop

Course	Credits
BSAD 1300 Cooperative Internship I.....	3

SOPHOMORE YEAR

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
BSAD 2750 Applied Business Projects.....	2
PSYC 1810 Introduction to Psychology or AGRI 1420 Interpersonal Skills.....	3
Approved Elective**.....	3
	17

Total Credit Hours

67

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

** Approved electives for business students are: ACCT 1210 Accounting II, BSAD 1200 Introduction to Electronic Commerce, BSAD 1600 Real Estate Principles and Practices, BSAD 1620 Real Estate Finance, BSAD 2030 Business Statistics, BSAD 2130 Salesmanship, BSAD 2140 Principles of Banking, BSAD 2180 Advertising, BSAD 2230 Retail Merchandising, BSAD 2240 Principles of Insurance, BSAD 2250 International Business, BSAD 2350 Security & Loss Prevention, BSAD 2600 Real Estate Appraisal, BSAD 2710 Business Law II, ENTR 1050 Introduction to Entrepreneurship, ENTR 1060 Opportunity Analysis, ENTR 2090 Entrepreneurship Business Plan, FREN 1200 Elementary French or SPAN 1200 Elementary Spanish, GEOG 1020 World Geography, INFO 2100 Spreadsheet Applications, SOCI 2150 Issues of Unity & Diversity.

*** 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. Individuals with a criminal record may not be eligible to sit for the real estate sales agent test.