

University of North Carolina at Charlotte

Real Estate Seminar | MSRE 6101 | Spring 2021

Instructor: Daniel Wright

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Office: Friday 147A, office hours by appointment

Class: Virtual

Credit Hours: 1

Course Description

Designed to provide students with exposure to emerging trends in the real estate industry and provide important tools necessary for success as a real estate professional.

Course Objectives

- 1) Provide **training** opportunities in the areas of Argus and Excel
- 2) Provide **learning** opportunities from industry professionals
- 3) Provide **networking** opportunities with industry professionals, alumni, and current students

Course Structure and Outline

Class sessions are formally scheduled for Monday afternoons at UNC Charlotte's Center City Building from 4:00-5:00PM. However, the nature of the course is such that we won't normally meet during the scheduled time but will have classes as shown below.

NOTE: Everything is currently scheduled to be virtual. If there is a change that will allow us to meet with larger groups later in the semester, we will adjust.

Date	Time	Event	Purpose	Location	Sponsor
2/19	12:00pm – 1:00pm	Seminar Series	Learning/ Networking	Zoom	CREW
2/TBD	9:00am – 4:00pm 9:00am – 12:00pm	Negotiations	Training	Virtual	CKCRE
3/TBD	9:00am – 4:00pm 9:00am – 12:00pm	Communications	Training	Zoom	CKCRE
3/19	11:30pm – 1:00pm	Seminar Series: CREFutures	Learning/ Networking	Zoom	Alumni Board
4/16	12:00pm – 1:00pm	Seminar Series	Learning/ Networking	Zoom	NAIOP
TBD	TWO Industry Events: Choose any two industry events to attend virtually or in person (ULI, NAIOP, CREW, IREM, CCIM, ICSC, BOMA, NAR, Corenet, Others) and write a 500-word paper for each on what was learned at the event (not just a recap)				
TBD	Book Review: Read (and/or listen to) one of the following books: <u>The Real Estate Game</u> by William Poorvu, <u>Making It in Real Estate 2nd Edition</u> by John McNellis, or <u>Stupid Real Estate</u> by Will Speary and write a 1,000-word paper on what you learned from the book and how you might approach real estate differently. These books were chosen because they are interesting and easy to read, yet have very practical insights.				

Attendance

- Attendance to **ALL** Professional Development Trainings (Negotiations and Communications) is required to pass the course (unless a training has been completed in a previous semester).
- Make-up: a student may improve one grade due to an absence from an event (doesn't include trainings which are mandatory) or incomplete paper by writing a 3,000-word paper on the real estate topic of his/her choice and include three sources from academic journals. This paper is due prior to the last day of classes or no credit will be given.

Grading

A | Attendance to ALL events + papers

B | Attendance to Negotiations and Communications trainings + other events - one paper or one seminar series

C | Attendance to Negotiations and Communications trainings + other events - two papers/seminar series

U | Absence from Negotiations and Communications trainings or missing three papers/seminar series

About this Syllabus

This syllabus is our class contract. It clearly states the requirements this class places on both student and instructor, and the instructor will not change the conditions of this contract during the class. This is done to insure fairness and consistency among all members of the class. By staying in this class, the student accepts the conditions of this contract and agrees not to ask the instructor for exceptions to the syllabus.

Diversity

The Belk College of Business strives to create an inclusive academic climate in which the dignity of all individuals is respected and maintained. Therefore, we celebrate diversity that includes, but is not limited to ability/disability, age, culture, ethnicity, gender, language, race, religion, sexual orientation, and socio-economic status.

Disability Services

If you have a disability that qualifies you for academic accommodations, please provide a letter of accommodation from Disability Services (phone 704-687-4355, 230 Fretwell Building) at the beginning of the semester.

Electronics

The events will be virtual. Participation is highly encouraged during the Q&A period of the events.

Title IX Reporting Obligations

UNC Charlotte is committed to providing an environment free of all forms of discrimination and sexual harassment, including sexual assault, domestic violence, dating violence, and stalking. If you (or someone you know) has experienced or experiences any of these incidents, know that you are not alone. UNC Charlotte has staff members trained to support you in navigating campus life, accessing health and counseling services, providing academic and housing accommodations, helping with legal protective orders, and more.

Please be aware that many UNC Charlotte employees, including all faculty members, are considered Responsible Employees who are required to relay any information or reports of sexual misconduct they receive to the Title IX Coordinator. **This means that if you tell me about a situation involving sexual harassment, sexual assault, dating violence, domestic violence, or stalking, I must report the information to the Title IX Coordinator.** Although I have to report the situation, you will still have options about how your case will be handled, including whether or not you wish to pursue a formal complaint. Our goal is to make sure you are aware of the range of options available to you and have access to the resources you need.

If you wish to speak to someone confidentially, you can contact any of the following on-campus resources, who are not required to report the incident to the Title IX Coordinator: (1) University Counseling Center (counselingcenter.uncc.edu, 7-0311); (2) Student Health Center (studenthealth.uncc.edu, 7-7400); or (3) Center for Wellness Promotion (wellness.uncc.edu, 7-7407). Additional information about your options is also available at titleix.uncc.edu under the "Students" tab.