Unit Plan Narrative

Unit: Real Estate

Division or Area to Which You Report: Applied Technology and Business

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NOTE: If an item does not apply to your unit, you need not answer it. If you are doing program review, attach the paperwork from your program review materials and DO NOT answer items 1 through 6 below.

1. Mission of this Unit:

The Mission and goal is to provide student-learning opportunities related to skills and knowledge required by the real estate career field.

2. Description of the Unit:
   a. Over the past year we have been able to hold our student enrollments at a reasonable level in spite of the tremendous negative climate for the real estate industry in the United States in general and California in particular. This has been made possible through the efforts of our faculty by rising to the challenge and being flexible by adapting to teaching times and sections that appeal to our student population. In addition we are proud of the fact that a number of online course offerings have been very well accepted by our student body. We believe these courses have increased access to our course offerings and helped maintain real estate student enrollments.
   b. This unit creates learning opportunities by blending academic modes of learning with practical applications and true market information. Often these activities take the student into the environment where the business is actually taking place and immerses the student in a personal learning experience. At times this involves a physical visit to an escrow company, real estate franchise office or loan office.
   c. Staffing consists of one full time department lead instructor combined with nine adjunct instructors.
   d. This group serves the student community by being extremely current and knowledgeable in day to day real estate issues and topics. In addition to assigned teaching responsibilities the members of this unit give selflessly of their time and expertise to assist the developing student.

3. Goals and Objectives of the Unit:
   a. Our goals and objectives are to expand the presence of our unit through the development of our own web site. This web site will feature benefits and advantages of our unit and details of course offerings. Our plan is to also have
timely industry information available on the site to provide the student with another resource for pertinent real estate information and data. The site will also have important links to related web sites that the student will find helpful and educational.

The unit also plans to expand our online course offerings by adding another four online courses to increase access for our students. These courses are currently submitted to the distance education committee and are in the approval process at this time.

b. The lead instructor will meet with Chabot College technical staff for assisting in the construction of the unit’s web site. This will involve providing and recommending the proper content for the web site and assisting with the editing of same. The lead instructor will also work closely with the technical staff in the development process as the web site takes form providing input and updates as needed. The lead instructor will meet with the distance education committee and designated mentors to modify and adapt the online course offerings as necessary to prepare the online courses for inclusion in the upcoming schedule.