



Course Outline

A POLYTECHNIC INSTITUTION

School of Business

Program: Marketing Management

Option: Commercial Real Estate

**Course Number: 3333**

**Course Name: Real Estate Marketing**

**Start Date:** September 4, 2007

**End Date:** December 14, 2007

**Total Hours:** 60 **Total Weeks:** 15

**Term/Level:** **Course Credits:** 4.0

**Hours/Week:** 4 **Lecture:** 2 **Lab:** 2

**Shop:** **Seminar:** **Other:**

**Prerequisites**

**Course Number is a Prerequisite for:**

Course No.	Course Name
1102	Essentials of Marketing
	Successful completion of Terms 1 and 2

Course No.	Course Name
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**v Course Description (required)**

Business today is globally competitive and moves at a relentlessly accelerating pace. The real estate industry is no exception. Accordingly, to build a sustainable profit model business leaders must embrace teamwork and understand the benefits of collaboration at all levels. Understanding both the base elements of business and marketing strategy and successful implementation of such elements is essential to the success of every real estate business.

*Real Estate Marketing 3333* targets two fundamental concepts: first, High Performance Work Teams, and second, Business and Marketing Strategy.

**v Detailed Course Description (optional)**

**v Evaluation**

Class Participation*	15%
Team Participation	5%
Individual Project	20%
Team Project	25%
Mid Term Exam	10%
Final Exam	25%
<b>TOTAL</b>	<b>100%</b>

**Comments: Failure to achieve 50% or more on: the combination of the exams (midterm and final), and the individual assignments/participation marks, will result in a 0% being assigned for all other projects and assignments, resulting in a failing grade for this course.**

\* Class Participation and Team Participation marks must be earned in class, through voluntary proactive contribution to the course content.

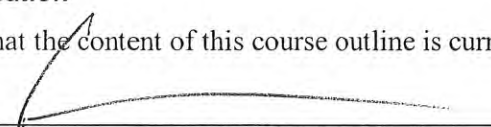
**v Course Learning Outcomes/Competencies**

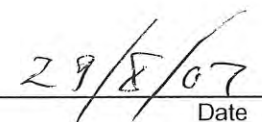
Upon successful completion, the student will be able to:

1. Identify and understand the essentials of organizational leadership.
2. Understand and apply the concept of High Performance Work Teams
3. Complete a reliable strategic business case and business strategy analysis of a real estate industry business opportunity
4. Develop an effective Marketing Strategy for that opportunity
5. Detail the implementation of the Marketing Strategy in a suitable Action Plan
6. Understand the key elements of effective leadership within a marketing enterprise.

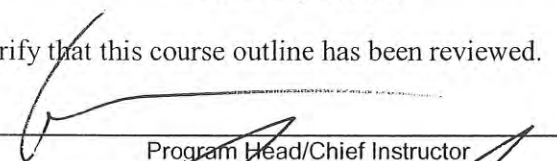
**v Verification**

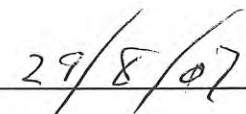
I verify that the content of this course outline is current.

  
\_\_\_\_\_  
Authoring Instructor

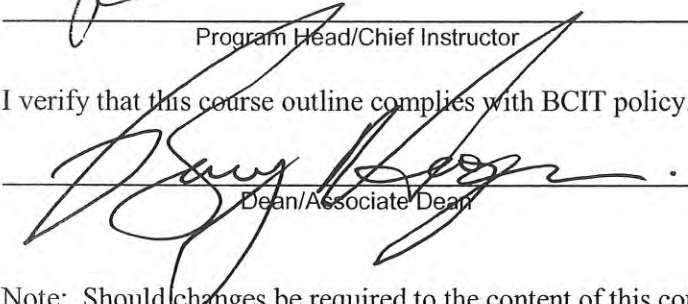
  
\_\_\_\_\_  
Date

I verify that this course outline has been reviewed.

  
\_\_\_\_\_  
Program Head/Chief Instructor

  
\_\_\_\_\_  
Date

I verify that this course outline complies with BCIT policy.

  
\_\_\_\_\_  
Dean/Associate Dean

  
\_\_\_\_\_  
Date

Note: Should changes be required to the content of this course outline, students will be given reasonable notice.

**v Instructor(s)**

Bill Phillips	Office Location:	SE 6 320	Office Phone:	604 451 6762
	Office Hrs.:	As posted	E-mail Address:	bill_phillips@bcit.ca

**v Learning Resources**

*Required:*

***Fast Forward, Organizational Change in 100 Days, Elspeth Murray and Peter R. Richardson***

***The Five Dysfunctions of a Team, Patrick M. Lencioni***

***Leaders, Strategies for Taking Charge, Warren Bennis and Burt Nanus***

*Recommended:*

**v Information for Students**

*(Information below can be adapted and supplemented as necessary.)*

**Assignments:** Late assignments, lab reports or projects will **not** be accepted for marking. Assignments must be done on an individual basis unless otherwise specified by the instructor.

**Makeup Tests, Exams or Quizzes:** There will be **no** makeup tests, exams or quizzes. If you miss a test, exam or quiz, you will receive zero marks. Exceptions may be made for **documented** medical reasons or extenuating circumstances. In such a case, it is the responsibility of the student to inform the instructor **immediately**.

**Ethics:** BCIT assumes that all students attending the Institute will follow a high standard of ethics. Incidents of cheating or plagiarism may, therefore, result in a grade of zero for the assignment, quiz, test, exam, or project for all parties involved and/or expulsion from the course.

**Attendance:** The attendance policy as outlined in the current BCIT Calendar will be enforced. Attendance will be taken at the beginning of each session. Students not present at that time will be recorded as absent.

**Missing more than 10% of classes without prior arrangement and consent of your instructor may result in a grade of 0% being assigned for your final exam, equating to a failing grade for this course.**

**Illness:** A doctor's note is required for any illness causing you to miss assignments, quizzes, tests, projects, or exam. At the discretion of the instructor, you may complete the work missed or have the work prorated.

**Attempts:** Students must successfully complete a course within a maximum of three attempts at the course. Students with two attempts in a single course will be allowed to repeat the course only upon special written permission from the Associate Dean. Students who have not successfully completed a course within three attempts will not be eligible to graduate from the appropriate program.

**Course Outline Changes:** The material or schedule specified in this course outline may be changed by the instructor. If changes are required, they will be announced in class with adequate notice.

**Accommodation:** Any student who may require accommodation from BCIT because of a physical or mental disability should refer to BCIT's Policy on Accommodation for Students with Disabilities (Policy #4501), and contact BCIT's Disability Resource Centre (SW1-2300, 604-451-6963) at the earliest possible time. Requests for accommodation must be made to the Disability Resource Centre, and should not be made to a course instructor or Program area.

Any student who needs special assistance in the event of a medical emergency or building evacuation (either because of a disability or for any other reason) should also promptly inform their course instructor(s) and the Disability Resource Centre of their personal circumstances.

v Assignment Details

To be handed out in class

**Schedule**

Week of/ Number	Outcome/Material Covered	Reference/ Reading	Assignment	Due Date
Sept 4	The Essence of Leadership			
Sept 10	The Essence of Leadership	<i>Putting your Company's Whole Brain to Work</i>		
Sept 17	Groups v. Teams	<i>The Five Dysfunctions of a Team</i>	Team Field Project "I"	Week 7
Sept 24	High Performance Work Teams	[various]		
Oct 1	Business Strategy The Business Case	<i>Fast Forward &amp; Leading the Revolution Inside the Tornado</i>		
Oct 8	Thanksgiving Week Team Field Project "I"			
Oct 15	The Business Plan	<i>Fast Forward</i>		
Oct 22	The Business Plan	<i>Strategic Innovation</i>		
Oct 29	Mid Term Exam	Sessions 1-8		
Nov 5	Marketing Strategy		Team Field Project "II"	Week 12
Nov 12	Team Field Project "II"			
Nov 19	The Product, Information or.....	<i>Working</i>		

Week of/ Number	Outcome/Material Covered	Reference/ Reading	Assignment	Due Date
		<i>Knowledge, How Organizations Manage What They Know</i>		
Nov 26	Customer Service Strategy			
Dec 3	Review			
Dec 14	Final Exam	All content		