



**BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY School of Business**

**COURSE OUTLINE FOR:**

**DATE: September 7, 2000**

**MKTG 3311 –Real Estate Principles**

**TAUGHT BY: Marketing Management**

**TAUGHT TO: Second Year**

*Program: Marketing Management*

*Option: Commercial Real Estate*

<b>Hours/Week:</b>	4	<b>Total Hours:</b>	56	<b>Term/Level:</b>	3
<i>Lecture:</i>	2				
<i>Lab:</i>	2				
<i>Other:</i>		<b>Total Weeks:</b>	14	<b>Credits:</b>	4.0

Instructor: Bill Phillips	
Office No. SE 6 – 316	Phone: 451– 6762; pager 261 9311; cel: 290 6123
E-Mail: bphillips@queensmba.com	Fax: 439-6700
Office Hours: AS POSTED	

**Pre-requisites:**

1<sup>st</sup> Year Completion

**Course Description and Goals:**

The Real Estate Council of British Columbia permits BCIT graduates, who have successfully completed this course in conjunction with Marketing 4411, to challenge the Real Estate Salesman's and Sub-Mortgage Brokers Pre-Licensing examination administered by U.B.C. Successful completion of this examination will qualify the student to become a licensed real estate salesperson. After completion of Marketing 4414, a graduate may also challenge the Property Management Pre-Licensing examination.

<b>Final Examination</b>	40	%
<b>Midterm Exam</b>	30	%
<b>Quizes</b>	20	%
<b>Class Participation</b>	10	%
<b>Total</b>	<b>100</b>	<b>%</b>

**Text and Equipment**

**Required:**

1. Strata Property Act [online]
2. Residential Tenancy Act, and Commercial Tenancy Act [online]
3. Real Estate Act and Regulations Under the Real Estate Act [online]
4. Texas Instruments BAII Plus Calculator
5. Real Estate Salespersons and Sub-Mortgage Brokers pre-Licensing Course Manual 1999

**Recommended:**

none



### Course Learning Outcomes

*At the end of this course, the student will be able to:*

1. Develop a clear, practical understanding of the material covered in the Course Topical Agenda.
2. Move to undertake and complete the final semester in part II of this Pre-Licensing course

### Course Notes (Policies and Procedures) .

- **Attendance:** The attendance policy as outlined in the current BCIT Calendar will be enforced.
- **Course Outline Changes:** The material specified in this course outline may be changed by the instructor. If changes are required, they will be announced in class.
- **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.
- **Illness:** A doctor's note is required for any illness causing you to miss assignments, quizzes, tests, projects or exams. At the discretion of the instructor, you may complete the work missed or have the work prorated (i.e. an average is given according to your performance throughout the course).
- **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.
- **Labs:** Lab attendance is mandatory.

### Course Record:

Developed by: Bill Phillips  
Instructor

**\*This schedule is subject to change at the discretion of the instructor.**



## TOPICAL AGENDA

### LECTURE

### TOPIC

1	Introduction to Real Estate Fundamentals of Law
2	Estates and Interests in Land
3	Real Estate Act
4	Quiz Chapters 1-3; Title Registration
5	Tort Law
6	Commercial and Residential Tenancies

### MID TERM EXAM

7	Financial Statements
8	Condominiums and Co-operatives
9	The Law of Contract
10	Quiz Chapters 7-9; Contracts for the Transaction
11	Law of Agency
12	Local Government Law

FINAL EXAM      2 HOURS

Note: readings for each lecture should be completed in advance; readings are in the correspondingly titled chapter[s] in the Pre-Licensing Manual.