

Angelina College
Business Division
LAW OF AGENCY 2201

Instructional Syllabus

I. BASIC COURSE INFORMATION

- A. Course Description** (as stated in the bulletin, including necessary pre-requisite courses, credit hours) A study of law of agency including principle-agent and master-servant relationships, the authority of an agent, the termination of an agent's authority, the fiduciary and the other duties of an agent, employment law, deceptive trade practices, listing and buying procedures, and the disclosure of an agency.
- B. Intended Audience:**
This course is intended for student interested in Real Estate practice and both professional & personnel. Also, intended for persons seeking licensure as required by the state of Texas.
- C. Instructor:**
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II. INTENDED STUDENT OUTCOMES:

- A. Core Objectives Required for this Course**
- 1. Critical Thinking:** To include creative thinking, innovation, inquiry, and analysis evaluation and syntheses of information. Critical thinking embraces methods of applying both qualitative and quantitative skills analytically and creatively to subject matter in order to evaluate arguments and to construct alternative strategies. Problem solving is one of the applications of critical thinking, used to address an identified task.
 - 2. Team Work:** To include the ability to consider different points of view and to work effectively with others to support a shared purpose or goal.
 - 3. Personal Responsibility:** To include the ability to connect choices, actions and consequences to ethical decision making.
- B. Course Learning Outcomes for All Sections**
1. Identify reasons for suspension or revocation of a real estate license
 2. Illustrate ways in which agency relationships can be created and terminated and describe the fiduciary relationship that exists between an agent and his principal.
 3. Discuss the Deceptive Trade Practices Act as it affects the real estate agent and the duties and obligations of the client, customer, and agent.
 4. Distinguish between dual agency and intermediary relationships; and explain the mandatory Sellers Disclosure of Property Condition form.

Course Objectives as determined by the Instructor - N/A

III. ASSESSMENT MEASURES

- A. Assessments for the Core Objectives:**
- 1. Critical Thinking:** Critical thinking embraces methods of applying both qualitative and quantitative skills analytically and creatively to subject matter in order to evaluate arguments and to construct alternative strategies. Problem solving is one of the applications of critical thinking, used to address an identified task.

2. **Team Work:** Teamwork skills are utilized in the real estate industry on a daily basis, both within a company and also with affiliate real estate professions that participate in the real estate closing process. Consequently, students preparing for a career in real estate will initiate, embellish and/or refine their skills of working as a team by participation as a member of classroom assigned teams. Upon completion of a team-assigned project on the Deceptive Trade Practices Act, they will be assessed on their interaction, contribution and participation on the group project as assessed by the instructor.
3. **Personal Responsibility:** Students will become more acclimated to their role in college and as a present or future participant in the real estate industry. They will acquire the sense of individual, personal responsibility of their ethical decisions, actions and subsequent consequences as they affect their behavior in the classroom. The behavior includes their readiness for class discussion, responsiveness to issues and /or concerns, and objectively demonstrated by their adequacy of correct responses measure by exam questions.

B. Assessments for Course Learning Outcomes

1. The student will demonstrate knowledge of Real Estate Agency and Risk Reduction by acquiring a minimum of 70% on an evaluation instrument.
2. The student will know the process and forms necessary for licensure by The Texas Real Estate Commission by acquiring a minimum of 70% on an evaluation instrument.
3. The student will identify the parts of the Texas Real Estate License Act specifically dealing with law and regulations relating to salesperson licensure and activities in the Real Estate profession by acquiring a minimum of 70% on an evaluation instrument.

IV. INSTRUCTIONAL PROCEDURES:

- A. Methodologies common to all sections – N/A
- B. Methodologies determined by the instructor – Methodologies used on this course include lecture, class discussion, demonstration and Real Estate related hand-outs.

V. COURSE REQUIREMENTS AND POLICIES:

- A. Required Textbooks, Materials, and Equipment – TEXAS Real Estate Agency 8TH Edition, 2014 Kaplan, Inc., paper, pens and pencils.
- ~~B. Assignments – See instructor's attached schedule for course assignments and dates.~~
- C. Course Policies – (This course conforms to the policies of Angelina College as stated in The **(Angelina College Handbook)**.
 1. **Academic Assistance** – If you have a disability (as cited in Section 504 of the Rehabilitation Act of 1973 or Title II of the Americans with Disabilities Act of 1990) that may affect your participation in this class, you should see Sellestine Hunt, Associate Dean of Student Services, Student Center, Room 200. At a post-secondary institution, you must self-identify as a person with a disability; Ms. Hunt will assist you with the necessary information to do so.
 2. **Discrimination** – Angelina College admits students without regard for race, color, creed, sex, national origin, age, religion or disability. To report any complaints of

discrimination related to disability, you should contact Mr. Steve Hudman, Dean of Student Affairs, in Student Center, Room 101, (936) 633-5292 or by email shudman@angelina.edu.

3. **Veterans** – You must comply with your specific attendance requirements in addition to the attendance requirements specified in this syllabus.
4. **Attendance** – Attendance is required as per Angelina College Policy and will be recorded every day. Any student with two (2) consecutive absences or two (2) cumulative absences may be dropped from the class. If student wishes to be readmitted, the approval must come from the Dean of Instruction.
5. **Additional Policies Established by the Instructor**
Make up exam – If you miss an exam, the make-up must be taken at a special time and day as determined by the instructor. Only one test can be made up and 20 points will be deducted at the discretion of the instructor. It is not recommended that you do this. A zero (0) will be recorded if an exam is not made up and for other exams not taken as scheduled. There is NO make up for the final exam.

Cell phones must be turned off in the classroom other than for emergency situations. Those are to be cleared with the instructor.

All students should be in class punctually at 6:00. An excess of 2 tardies will result in a 10 point grade reduction at the discretion of the instructor.

VI. EVALUATION AND GRADING:

A. Grading Criteria: (PERCENTS, EXTRA CREDIT, ETC)

Exam 1 – 50%

Exam 2 – 50%

Extra Credit/Outside assignment

B. Determination of Grade

90 – 100 = A

80 – 89 = B

70 – 79 = C

60 – 69 = D

Below 60 = F

V. COURSE OUTLINE:

MONDAY	9/25	Introduction, Syllabus & Course Overview	
		Chapter 1	Agency Concepts
		Chapter 2	Basic Agency Relationships
TUESDAY	9/26	Chapter 3	Disclosure & Duties to Third Parties
		Chapter 4	Seller Agency
WEDNESDAY	9/27	Chapter 5	Buyer Agency
		Chapter 6	Representing More than one party: Intermediary
			Review for Exam #1
THURSDAY	9/28	Exam #1	EXAM #1 Chapters 1-6
MONDAY	10/2	Chapter 7	Creation & Termination of Agency
		Chapter 8	Clarifying Agency Relationships
TUESDAY	10/3	Chapter 9	Employment Issues
		Chapter 10	Agency, Ethics and the Law
WEDNESDAY	10/4	Chapter 11	Deceptive Trade Practices & Consumer Protection Act
		Chapter 12	Implementation & Presentation
			REVIEW for final exam
THURSDAY	10/5	FINAL EXAM	Final Exam Chapters 7-12

Outside assignment will be discussed at first night of class.

VII. **SYLLABUS MODIFICATION:**

The instructor may modify the provisions of the syllabus to meet individual class needs by informing the class in advance as to the changes being made.
