

Date approved or revised 10/01/2018

**Angelina College
Community Services
RELE 1211 – Law of Contracts
Instructional Syllabus**

I. BASIC COURSE INFORMATION

- A. Course Description:
Elements of a contract, offer and acceptance, statute of frauds, specific performance and remedies for breach, unauthorized practice of law, commission rules relating to use of adopted forms, and owner disclosure requirements.
- B. Intended Audience:
This course is intended for students interested in Real Estate procedures both professionally and personally. Also, intended for person seeking licensure as required by the state of Texas.
- C. Instructor:
Name: Aimee Slusher
Office Location:
Office Hours: Available by Appointment
Phone:
E-mail Address: aslusher@angelina.edu

II. INTENDED STUDENT OUTCOMES:

- A. Core Objectives Required for this Course**
1. **Critical Thinking:** To include creative thinking, innovation, inquiry, and analysis evaluation and synthesis of information.
 2. **Teamwork:** 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 Objectives as determined by the instructor**
1. Demonstrate a comprehensive working knowledge of contracts and forms.
 2. Know the process and forms necessary for Real Estate licensure in the state of Texas
 3. Identify the pertinent parts of the Texas Real Estate License Act as pertains to the legalities of the Real Estate Industry in Texas.

III. ASSESSMENT MEASURES OF STUDENT LEARNING OUTCOMES:

- A. Assessments for the Core Objectives:**

1. **Critical Thinking:** Critical thinking skills will be taught and utilized in subtle as well as objective techniques. Specifically, this will occur by lecture, discussion, question and answer sessions and studying. Critical thinking will be achieved by reading, asking questions, analyzing and synthesizing information and reaching final conclusions. Their ability of accomplishing this will be demonstrated by applying these skills in the execution of exams.
2. **Teamwork:** 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 participating as a member of classroom assigned teams. Upon completion of a team-assigned project on the Texas Real Estate License 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 contracts and addendum.
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 laws 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. **Texas Law of Contracts, 2nd Edition, Barrell**

B. **Assignments** – See Instructor’s attached schedule for course assignments & dates.

C. **Course Policies** – (This course conforms to the policies of Angelina College as stated in the in the Angelina College Handbook.)

Academic Assistance – If you have a disability (as cited in Section 504 of the Rehabilitation Act of 1873 or Title II of the Americans with Disabilities Act of 1990) that may affect your participation in this class, you should see Student Services. At a post-secondary institution, you must self-identify as a person with a disability; Student Services will assist you with the necessary information to do so. To report any complaints of discrimination related to disability, you should contact the Vice-president of Academic Affairs, Administration Building, Room 105 or 936-633-5201.

Attendance - You are expected to attend class regularly. According to Angelina College’s policy, an instructor may drop a student after 2 consecutive or 2 accumulative absences, and if the student wishes to be readmitted, the approval must come from the Vice-president of Academic Affairs.

Additional Policies Established by the Individual 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-p 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 COURSE OUTLINE:

A. Required Content/Topics –

1. Elements of Contracts
2. Offer and Acceptance
3. Going over all Promulgated Forms
4. Filling in Blanks on Contracts
5. Specific Performance
6. Unauthorized Practice of Law
7. Rules of the Commission on Forms
8. Deceptive Trade Practices Act Analysis

B. Additional Content

We will review the process and forms required for licensure in the State of Texas.

VII EVALUATION AND GRADING:

A. Grading Criteria

Exams – 50%

Final Exam – 50%

B. Determination of Grade

90-100 = A

80-89 = B

70-79 = C

60-69 = D

Below 60 = F

VIII 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.

COURSE ASSIGNMENTS

<u>DAY</u>	<u>DATE</u>	<u>SUBJECT/ACTIVITY</u>
Monday	October 8, 2018	Units 1, 2, 4
Tuesday	October 9, 2018	Units 3, 5, 6
Wednesday	October 10, 2018	Continue 3, 5, 6
Thursday	October 11, 2018	Exam: Units 1-6
Monday	October 15, 2018	Unit 7
Tuesday	October 16, 2018	Unit 8
Wednesday	October 17, 2018	Units 9, 10
Thursday	October 18, 2018	Exam: Units 7-10