

**68 Biopsychology of Chemical Dependency: Drugs, Behavior, and Health (3) CSU**

*Prerequisite: Psychology 64.*

This course offers comprehensive instruction on the pharmacological and behavioral effects of all major categories of both legal and illegal psychoactive substances, including an overview of contemporary and historical drug regulation and abuse, and a detailed review of the nervous system.

**84 Fieldwork I, Alcohol/Drug Studies (3) CSU**

*Prerequisites: Psychology 63, 64, 65 and 67.*

This is the first of two required internship classes in the Alcohol/Drug Studies program. It provides observation and interaction opportunities with clients and counselors at provider clinics. This course satisfies half of the fieldwork hours required by CAADE.

*Note: Students must provide their own transportation to clinic sites.*

**85 Fieldwork II, Alcohol/Drug Studies (3) CSU**

*Prerequisite: Psychology 84.*

This is the second of two required internship classes in the Alcohol/Drug Studies program. It provides observation and interaction opportunities with clients and counselors at provider clinics. This course satisfies half of the fieldwork hours required by CAADE.

*Note: Students must provide their own transportation to clinic sites.*

**87 Fieldwork IIA, Alcohol/Drug Studies (0.5)**

*Corequisite: Psych 84*

This is the first of two required internship classes in the Alcohol/Drug Studies program. It provides observation and interaction opportunities with clients and counselors at provider clinics. This course satisfies half of the fieldwork hours required by CAADE.

**88 Fieldwork IIB, Alcohol/Drug Studies (0.5)**

*Prerequisites: Psych 84, 87, Corequisite: Psych 85*

This is the second of two required internship classes in the Alcohol/Drug Studies program. It provides observation and interaction opportunities with clients and counselors at provider clinics. This course satisfies half of the fieldwork hours required by CAADE.

**185 Directed Study - Psychology (1) CSU****285 Directed Study - Psychology (2) CSU****385 Directed Study - Psychology (3) CSU**

Allows a student to pursue Directed Study in Psychology on a contract basis under the direction of a supervising instructor.

## REAL ESTATE

**1 Real Estate Principles (3) CSU**

This beginning course in real estate fundamentals is required for the real estate salesperson's license, and is highly recommended as a foundation course in real estate. Real estate economics, terminology and definitions, real estate law, ownership rights, real estate investment and career opportunities, as well as other subjects vital to a basic understanding of real estate are covered.

*Note: This course is required for a real estate salesperson's license; elective for the California Broker's license.*

**3 Real Estate Practice (3) CSU**

This course covers the day-to-day activities of the real estate brokerage business from the viewpoint of both the owner and the sales staff. It gives practical training in such topics as: time management, human relations, client psychology, financing, leasing, appraising and property management.

*Note: This course is required for those seeking the California Broker's license.*

**4 Real Estate Office Administration (3) CSU**

Topics presented in this course include management, leadership, communications, staffing, real estate market analysis, finance, and other topics pertinent to the successful operation of a real estate office.

*Note: This course may be used as an elective toward the California salesperson's license.*

**5 Legal Aspects of Real Estate I (3) CSU**

This course covers in detail the principles of property ownership and management, with special emphasis on the law as it applies to community property, conveyances, deeds, trust deeds, leases, brokerage activities, liens, homesteads, wills, estates and taxes.

*Note: This course is required for the California Broker's license; elective for a real estate salesperson's license.*

**7 Real Estate Finance I (3) CSU**

Forms and sources of financing property, construction and permanent financing are studied. The procedures for FHA, Cal Vet and VA financing, mortgage capital from savings and loan associations, commercial banks, insurance companies and other sources, junior mortgages, appraising for mortgages, loan ratios and leaseholds are also covered.

**9 Real Estate Appraisal I (3) CSU**

This course emphasizes the theory, principles and methods used in the valuation of various types of properties. Cost, market and income approaches are examined in great detail. Land and building residual techniques are also presented. An appraisal report on a single-family residence is usually required.

**10 Real Estate Appraisal II (3) CSU**

*Prerequisite: Real Estate 9.*

This advanced appraisal course features a brief review of the theory, principles and methods used in the valuation of residential, commercial and industrial properties. It also features case study problems illustrating the use of the three approaches to value, and a thorough analysis of the components utilized by the income approach. This course emphasizes the valuation of all income-producing properties. An appraisal report on an income-producing property is usually required.

**11 Escrow Principles (3) CSU**

The principles used in opening, processing and closing escrow accounts involving land and title transfers, including the forms and procedures used by escrow departments in banks, title companies, and escrow firms. Sample escrow forms are completed by students.

**14 Property Management (3) CSU**

This course is designed for real estate brokers, salespeople and owners of income-producing properties. Topics covered include the nature and types of property management, organization for management, leases and contracts, rent scheduling, selling of space and techniques of renting, tenant selection and supervision, relations with owners, budgets, purchasing accounts, reports, ethics, and legal and professional relationships.

**18 Real Estate Investments I (3) CSU**

This is an advanced course in which a thorough analysis is made of the investment factors that determine the evaluation of commercial, industrial and residential projects. The six basic steps in the investment process are covered in detail: search, analysis, negotiation, documentation, contingency removal and property management after purchase.

**21 Real Estate Economics (3) CSU**

This course covers the fundamentals of economic trends and factors which affect the real estate market. Topics covered include: urban structural relationships, real estate market analysis, problems of subdividing, and the governmental relationship to real estate development.

*Note: This course is required for the California Broker's license; elective for a real estate salesperson's license.*

**Real Estate 240 (3)**

The Real Estate Computer applications course covers computer hardware and software basics that apply to real estate practitioners. This course covers basic skills and then progresses to the more complex tasks such as downloading information and forms and using real estate-specific software for accounting, property management, escrow, and appraisal. The course reviews websites for Department of Real Estate (DRE), California Office of Real Estate Appraisal (OREA), and other real estate websites. This course is an elective for the California Brokers License

**911 Cooperative Education - Real Estate (1)**

**921 Cooperative Education - Real Estate (2)**

**931 Cooperative Education - Real Estate (3)**

**941 Cooperative Education - Real Estate (4)**

---

## **SOCIOLOGY**

**1 Introduction to Sociology (3) UC:CSU (CAN SOC 2)**

This course is an overview of what we know (and do not know) about human behavior and human societies. It examines how social life (life in groups, organizations and societies) affects people, and how people affect each other and their societies.

**2 American Social Problems (3) UC:CSU (CAN SOC 4)**

This course deals with the analysis of societal problems in the United States today. It emphasizes problems related to poverty, deviance, criminal justice, group conflict, population, environment and social change.

**11 Ethnic & Racial Minorities in the United States (3) UC:CSU**

Examines minority/majority relationships in the United States, how these relationships developed historically, and the social, political, and economic forces that maintain or act to change these relationships. Analysis of similarities and differences in ethnic and racial groups' experiences will promote understanding of the forces underlying minority/majority relations.

**185 Directed Study - Sociology (1) CSU**

**285 Directed Study - Sociology (2) CSU**

**385 Directed Study - Sociology (3) CSU**

Allows a student to pursue Directed Study in Sociology on a contract basis under the direction of a supervising instructor.

*Note: Maximum UC credit allowed: 3-1/3 semester units per semester, 6 units total in any or all appropriate subject areas combined. Please note that the granting of transfer credit for courses of this kind is contingent upon a review of the course outline by a UC campus.*

---

## **SPANISH**

**1 Elementary Spanish I (5) UC:CSU (CAN SPAN 2)**

*Corequisite: Spanish 101.*

This is the first term of a two-term sequence in first-year Spanish. Communicative proficiency is the main objective. The four skills of listening, speaking, reading and writing are developed with emphasis on the active use of these skills. Culture is incorporated into the course in textual and visual materials to stimulate interest and reinforce understanding and appreciation of the Spanish-speaking world.

*Note: Same as Spanish 21 with Spanish 22.*

**2 Elementary Spanish II (5) UC:CSU (CAN SPAN 4)**

*Prerequisite: Spanish 1 with a grade of "C" or better, or two years of high school Spanish or equivalent.*

*Corequisite: Spanish 101.*

This course is a continuation of Spanish 1. It is designed to provide the student with further skill development in understanding, reading, speaking, and writing Spanish. More advanced cultural material is presented to further develop the interest, knowledge and appreciation for the lifestyle of Hispanic peoples.