

The following requirements must be met:

- Completion of required units for the major (21-23 units)
- Completion of CSU Breadth or IGETC
- Completion of a minimum of 60 CSU-transferable units.
- Maintain a minimum grade point average (GPA) of at least 2.0 in all CSU transferable coursework.
- Complete a minimum of 19 semester units in an "AA-T" or "AS-T" major as detailed in the course catalog.
- Each course in the major must be completed with a grade of C or better or a "P" if the course is taken on a "pass-no pass" basis (Title V 55063).
- Be certified as having completed the California State University General Education Breadth pattern (CSU- GE Breadth); OR the Intersegmental General Education Transfer Curriculum (IGETC) pattern (see page 64-65 for more information).
- Students should note that no more than 60 units are required for this degree and that no additional requirements will be imposed by West Los Angeles College.

For **RECOMMENDED COURSE SEQUENCE** consult a WLAC counselor.



ASSOCIATE OF ARTS DEGREE

Psychology

MAJOR CODE: 2001.00

(22 Units, Plan A) + All West requirements for Associate Degree.

REQUIRED COURSES		UNITS
PSYCH 1	General Psychology I	3
PSYCH 2	General Psychology II	3
MATH 227	Statistics	4

AND 9 UNITS FROM THE FOLLOWING:		UNITS
PSYCH 13	Social Psych	3
PSYCH 14	Abnormal Psychology	3
PSYCH 41	Life Span Psychology: From Infancy	3
PSYCH 52	Psychological Aspects of Sexuality	3
PSYCH 64	Intro to Alcohol and Drug Abuse	3

AND 3 UNITS FROM THE FOLLOWING:		UNITS
ANTHRO 101	Human Biological Evolution	3
ANTHRO 102	Human Ways of Life: Cultural Anthropology	3
PHILOS 1	Intro to Philosophy	3
SOC 1	Intro to Sociology	3
TOTAL UNITS		22

For **RECOMMENDED COURSE SEQUENCE** consult a WLAC counselor.

REAL ESTATE

CAREER STUDIES DIVISION

The Associate of Arts degree in Real Estate is primarily designed for career and technical education and workforce training/development.

The curriculum is not aligned with course requirements for transfer to a specific major at a four-year college or university.

The Associate of Arts degree in Real Estate is designed for the serious student who seeks a rewarding career as a real estate professional. The degree offers a vigorous academic program exploring all facets of the real estate profession. Completion of the degree program fulfills the education requirements for the California Real Estate Broker's License.

NOTE: Students should verify broker's license requirements with the California State Department of Real Estate.

PROGRAM LEARNING OUTCOMES (PLOs):

1. Utilize a network of real estate professionals to conduct and complete the sale, purchase and management of real estate processes and transactions.
Themes: Real Estate professions (roles), transactions, processes
2. Use current and emerging technologies and applications to conduct real estate transactions.
Themes: Computer skills, technologies
3. Interpret property and real estate law to troubleshoot legal aspects in selling, purchasing and management of real estate.
Themes: Real Estate law, legal issues
4. Use of personal and business investment strategies and methods to advise clients and address customer needs.
Themes: Personal and business investments

ATTENTION TRANSFER STUDENTS

NOTE: Students expecting to transfer to four-year institutions should see a West Los Angeles College counselor and consult the catalogs of transfer institutions regarding specific requirements for upper-division standing.

MAJOR REQUIREMENTS

5. Market, manage and direct the daily activities of a successful real estate agency.
Themes: Marketing and management of business
6. Model effective and appropriate interactions and relationships that create good will and repeat business.
Themes: Company and customer relations
7. Model, adopt, and comply with ethical and moral business practices that maintain and sustain trust and integrity in the workplace and with clients, pursuant to DRE regulations and requirements.
8. Communicate oral and written thoughts in a clear and organized manner to effectively inform and convey ideas in the workplace and with clients.
Themes: Effective communication

AWARD	TYPE	GRAD PLAN	REQ COURSES UNITS	TOTAL UNITS
Real Estate	AA	Plan A	30	60
Real Estate	Cert	N/A	24	24

ASSOCIATE OF ARTS DEGREE

Real Estate

MAJOR CODE: 0511.00

(30 Units, Plan A) + All West requirements for Associate Degree.

REQUIRED COURSES	UNITS
REAL ES 1 Real Estate Principles	3
REAL ES 3 Real Estate Practice	3
REAL ES 5 Legal Aspects of Real Estate I	3
REAL ES 7 Real Estate Finance I	3
REAL ES 9 Real Estate Appraisal I	3
REAL ES 21 Real Estate Economics	3

AND 12 UNITS FROM THE FOLLOWING:	UNITS
REAL ES 4 Real Estate Office Administration	3
REAL ES 11 Escrow Principles	3
REAL ES 14 Property Management	3
REAL ES 18 Real Estate Investments I	3
MGMT 2 Organization & Management Theory	3
OR	
REAL ES 240 Computer Applications in Real Estate	3
BUS 5 Business Law	3
LAW 2 Business Law II	3
TOTAL	30

For RECOMMENDED COURSE SEQUENCE consult a WLAC counselor.

CERTIFICATE OF ACHIEVEMENT

Real Estate

MAJOR CODE: 0511.00

RECOMMENDED COURSE SEQUENCE

REQUIRED COURSES	UNITS
REAL ES 1 Real Estate Principles	3
REAL ES 3 Real Estate Practice	3
REAL ES 5 Legal Aspects of Real Estate I	3
REAL ES 7 Real Estate Finance I	3
REAL ES 9 Real Estate Appraisal I	3
REAL ES 21 Real Estate Economics	3
TOTAL REQUIRED CORE UNITS	18

AND 6 UNITS FROM THE FOLLOWING: UNITS

REAL ES 4 Real Estate Office Administration	3
REAL ES 10 Real Estate Appraisal II	3
REAL ES 11 Escrow Principles	3
REAL ES 14 Property Management	3
REAL ES 240 Computer Applications in Real Estate	3
BUS 5 Business Law I	3
LAW 2 Business Law II	3
TOTAL CERTIFICATE UNITS REQUIRED	24

SKILL CERTIFICATES*

Note: Skill certificates are not state-approved and are not included on transcripts. Only students completing state-approved degrees and/or certificates may participate in commencement.

*Departments offering Skills Certificates are responsible for their issuance.

This skill certificate prepares individuals with the essential skills and abilities to work as assistants in real estate offices. Assistants support agents, brokers, appraisers, and escrow officers in the conduct of real estate office business. Completion of 18 units (6 classes) earns the Real Estate Assistant Skill Certificate.

Real Estate Assistant

MAJOR CODE: 0511.11

	UNITS
REAL ES 1 Real Estate Principles	3
REAL ES 3 Real Estate Practices	3
ACCTG 21 Bookkeeping & Accounting	3

MAJOR REQUIREMENTS

BUS 38	Business Computations	3
REAL ES 4	Real Estate Office Administration	3
CO SCI 901	Intro to Computers and Their Use	3
SKILL CERTIFICATE UNITS REQUIRED		18

The California Office of Real Estate Appraisers (OREA) currently requires 150 hours of education in real estate appraisal to qualify for the Trainee Appraiser License. The required courses listed below can be used to satisfy that requirement. In certain cases, the courses below may also be used to satisfy both the Department of Real Estate (DRE) and OREA requirements for licensing. Students should consult with the DRE to verify current broker's license requirements.

Real Estate Appraiser Trainee

MAJOR CODE: 0511.11

	UNITS	
REAL ES 9	Real Estate Appraisal I	3
REAL ES 10	Real Estate Appraisal II	3
REAL ES 39	Uniform Standards of Appraisal	1
REAL ES 40	Report Writing & Case Studies	3

ELECTIVES (6 UNITS FROM THE FOLLOWING):

REAL ES 1	Real Estate Principles	3
REAL ES 5	Legal Aspects of Real Estate I	3
REAL ES 7	Real Estate Finance I	3
REAL ES 21	Real Estate Economics	3
SKILL CERTIFICATE UNITS REQUIRED		18

SOCIOLOGY

SOCIAL SCIENCES

The Associate of Arts degree in Sociology includes coursework that aligns with specific lower-division major requirements for the Sociology major at various universities within the University of California (UC) and California State University (CSU) systems. West Los Angeles College also offers an Associate Degree for Transfer in Sociology. Refer to the ADT section of this catalog for degree requirements.

Students interested in transferring to a four-year college or university with a major in Sociology or a related major may also consider the Associate of Arts degree in Liberal Arts and Sciences (Behavioral and Social Sciences emphasis). Students are encouraged to visit the Transfer Center for complete information regarding transfer requirements for the institution of their choice. Students interested in transfer are also encouraged to consult the Counseling Office for individualized educational planning.

A background in Sociology is useful in almost any career in government, law, business, or non-profit organizations. Advanced degrees in Sociology prepare one to do research or analysis of data for government agencies from the Census Bureau to the Center for Disease Control, from city planning agencies to local police forces. Sociologists are employed by large businesses, advertisers, management consultants, and life insurance companies. They work in "think tanks," do individual and family counseling, work in education at the secondary grade level, and in colleges and universities as well.

PROGRAM LEARNING OUTCOMES (PLOs):

- Analyze and interpret social experience using a sociological perspective especially as it relates to race/ethnicity, class, gender, sexual orientation, religion, and nationality.
- Evaluate the merits of major sociological perspectives and theories in application to social phenomenon.
- Locate, analyze, assess, and communicate sociological scholarship in a manner that is "academically sound and viable."
- Distinguish between macro and micro levels of analysis and their relationship to understanding self-identity.
- Develop ability to synthesize sociological knowledge with knowledge from other disciplines to arrive at a more holistic understanding of social life.
- Develop cross-cultural competency, empathy, and insight into the human experience that transcends demographic categorization.

AWARD	TYPE	GRAD PLAN	REQ COURSES UNITS	TOTAL UNITS
Sociology	AA	Plan A	27	60
+ At least 60 degree applicable units (27 total major units) are required to earn an Associate Degree.				

ATTENTION TRANSFER STUDENTS

NOTE: Students expecting to transfer to four-year institutions should see a West Los Angeles College counselor and consult the catalogs of transfer institutions regarding specific requirements for upper-division standing.