

# Law of Agency in Texas Syllabus

RELE - 2201

Date: To Be Determined

Campus: To Be Determined

## 1. Instructor Information:

Adjunct Professor: **Gordon T. Gorychka, GRI / CRB / ABR / MBA**

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Office Hours: 1 hour prior to class  
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## 2. Course Description:

The course provides a clear practical approach to one of the foundations of real estate – agency – the relationship of agents to their principles and to other agents.

## 3. Required Text:

Texas Real Estate Agency, 6th Edition by Donna K. Peoples, et al. Additionally the text contains Chapter 1101, Texas Occupations Code, The Real Estate License Act, FAQ's from TREC regarding Disclosure of Agency and Intermediary Practice, and trial cases pertaining to agency matters.

## 4. Instructional Methodology:

This course will be primarily lecture with with appropriate handouts and some related PowerPoint presentation to highlight important issues. Small group work will also take place in the classroom to engage the student in class related problems and discussion issues. Class study will also be augmented by authentic real estate events and Texas case law.

## 5. Course Rationale:

The purpose of this course is to introduce the student to the concepts of agency. This course will provide an initial exposure to Seller agency, Buyer agency and Intermediary practice. Additionally the student will be introduced to the practical side of the three aforementioned types of agency. Lastly, time will be spent discussing agency as it relates to the agency a salesperson has with their sponsoring broker.

## 6. Course Learning Objectives and Outcomes:

Upon completion of this course, the student will better understand agency relationships and requirements, be able to explain those relationships to principles, and will have fulfilled the requirement of TRELA for completion of Law of Agency. Additionally, the student will gain increased knowledge about the information necessary to pass the Texas license examination. On a personal side the student will be better informed when completing the purchase or sale of real estate for themselves.

## 7. Grading:

The students grade will be composed of Class Participation and Two (2) Exams. **Total Points possible = 170.**

### Class Participation:

The class will meet for 30 classroom hours in the semester. A student will earn one (1) point for each hour of attendance and their participation in the classroom activities. Should a student miss a class, or a portion of the class, they will earn no points for the hour(s) missed. There is no make-up for this activity. **Maximum points = 30.**

### Tests:

There will be two (2) multiple choice exams given throughout the semester. The exam will be administered in the classroom on the appointed day. The student will have one (1) hour to complete the exam. Normal classroom instruction will follow for the balance of the day. **Each test = 70 points. Total Points = 140.**

Failure to take the exam on the appointed day reduces the student's score 10 points. The student will be responsible for making arrangements with the instructor to take the exam before the next classroom session.

### Grades:

A student's grade is based points earned from Class Participation and two Exams. and **See Item#10 for Continuing Education student's grading.**

- A = 90% or More of total points possible
- B = 80% to 89.9% of total points possible
- C = 70% to 79.9% of total points possible
- D = 60% to 69.9% of total points possible
- F = Below 60%

## 8. Course Policies:

### Academic Freedom:

Each student is strongly encouraged to participate in class. In any classroom situation that includes discussion and critical thinking, there are bound to be many differing viewpoints. These differences enhance the learning experience and create an atmosphere where students and instructors alike will be encouraged to think and learn. On sensitive and volatile topics, students may sometimes disagree not only with each other but also with the instructor. It is expected that faculty and students will respect the views of others when expressed in classroom discussions.

### Attendance:

Attending class will provide the benefit of interacting with the instructor and classmates. Part of your grade is determined by your attendance and participation (See Section 6 above). **Additionally per ACC Real Estate Department policy: a student must attend 90% of the total class hours, making up any time they are absent, and pass a final evaluation.**

TREC and ACC require all missed work to be made up with a maximum make-up of 10%. For a 30 classroom hour course this equates to 3 hours. That being said, a student can only miss one-half day in a four (4) or six (6) day course, one (1)

session in a month long course, and one (1) session in a semester course where the class meetings are 3 to 4 hours long. Beyond that no credit will be given per TREC or ACC rule. Additionally the student will be given written homework to make up the missed session.

Departmental Website: <http://www.austincc.edu/mkt>

**Incomplete:**

An incomplete (I) will be rarely granted. This course is based primarily on the completion of two exams. With penalty a student could miss a scheduled exam date but would have a week to take the exam. That said, it is the responsibility of the student to contact their advisor or Admissions and Records to withdraw from the course within any permitted deadline.

**Rule of Three:**

Per State of Texas law, effective Spring, 2006, any student taking a class for the third time or more may be charged an additional \$60 per credit hour unless exempted. The Texas Higher Education Coordinating Board has mandated that all publicly funded higher education institutions will not receive funding for courses a student takes for the third time. Without the state funding for those affected classes, ACC will charge the additional tuition to cover the cost of the class. The new 'Rule of Three' will not apply to developmental courses and special studies courses in which the content changes each semester.

**Withdrawal:**

It is the student's responsibility to withdraw from a course. Instructors are allowed to withdraw students, but a student should not rely on the instructor to do so should the student wish to withdraw. **Note: POTENTIAL SERIOUS CONSEQUENCES FOR RECEIVING A "W" IN A COURSES:** The Texas Legislature has for the second session in a row, instituted some substantial consequences for students who withdraw from courses. Students have traditionally thought of a W as a non-penalty grade, thus it is very important that students understand the direction that the state is going about withdrawals so that they can avoid substantial negative consequences later. In 2007, the state declared that, for incoming freshmen in Fall 2007 and later, there will be a limit of six W's overall in the student's college career.

**Scholastic Dishonesty:**

Acts prohibited by the college for which discipline may be administered include scholastic dishonesty, including but not limited to cheating on an exam or quiz, plagiarizing, and unauthorized collaboration with another in preparing outside work. Academic work submitted by students shall be the result of the student's thought, research or self-expression. Academic work is defined as, but not limited to tests, quizzes, whether taken electronically or on paper; projects either individual or group; classroom presentations, and homework. Violation of scholastic dishonesty will result in the student receiving an F on the text, quiz or project, and a possible failure in the course.

Students with Disabilities:

Each ACC campus offers support services for students with documented physical or psychological disabilities. Students with disabilities must request reasonable accommodations through the office for Students with Disabilities on the campus where they expect to take a majority of their classes. Students are encouraged to take care of these issues three (3) weeks before the start of the semester.

Student Discipline:

Classroom behavior should support and enhance learning. Disruptive behavior prevents everyone from learning and will be dealt with appropriately.

9. Tentative Schedule:

See Specific Course for Dates, Campus and Schedule of Course Topics and Exams
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10. Addendum for Continuing Education Students

Grading is based on successful completion (60% or greater) of the course requirements, and the student will be given a 'S'; those who score less will be given a 'U'. A letter grade will be given in the event you wish to transfer your record to the College side. A certificate of course completion will be given for submission to TREC.