

Course Title: GRI: The Realtors Ethical Roadmap

Course Description: Upon completion of this course the student will be able to define general ethical principles and practices along with the enforcement process. They will have an understanding of ethical reasoning styles of others as well as themselves.

Learning Objectives (See attachment on Bloom's Taxonomy and Learning Levels)

Learning Level	Learning Objective
Insert Level (Words or	Insert corresponding learning objective
Evaluate	The student will be able to evaluate the purpose of ethical conduct and the importance of ethical reasoning in their business
Understand	Student will understand the importance of due process and ethical dilemmas they will encounter
Apply	Will be able to apply the standards guidelines imposed by the National Association of Realtors

The following will be the means used in assessing whether the Learning Objectives have been met (Pre and post test, Q&A etc.)

Insert Specific methods

Timed Outline: Describe in detail the components of the course by breaking it down into subject matter areas of no greater than 15 minutes. What will be the method of instruction or teaching technique used for each area (lecture, slides, group activities, videotape etc.)

Length in Time(15 min. increments)	Teaching Technique	Subject Matter Segment and Description
60 minutes	Powerpoint, quiz, and handouts with lecture	General Ethical Principles and Preceptions 1. General Ethical Principles 2. Ethical Red Flags 3. Top 5 Professions and where we stand 4. Values, Principles, and Ethics
270 minutes	Powerpoint with lecture, case studies, and Manual	NAR Code of Ethics and Enforcement 1. <u>15 minutes</u> –Requirements 2. <u>105 minutes</u> —How well do you know the Code of Ethic a. Background and history b. Professional Standards Process c. Benefits d. The Code of Ethics e. Preamble f. Business Ethics g. Basic Principles h. Enforcement i. Who can file j. The Grievance Committee 3. <u>30 Minutes</u> --Case Studies 4. <u>60 Minutes</u> —Professional Standards Committee a. Authorized discipline b. Arbitration Process c. Concepts of Procuring Cause d. Meaning of Articles 5. <u>45 Minutes</u> --Case Studies
45 minutes	Powerpoint, lecture, case studies	Pathways to Professionalism

60 Minutes	Powerpoint , lecture, and case studies	Mediation of Monetary Disputes 1. Understanding Mediation 2. Mediation vs. Arbitration 3. Role of Mediator 4. Role of Parties 5. Written Agreements 6. Case Studies
60 minutes	Exam	To be graded later

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