

Course Title: Realtor Code of Ethics (New Member Orientation )

Course Description: Introduces the student to the Code of Ethics and the enforcement process. A beginning of learning what is expected of them in conducting their business and working with their fellow Realtors.

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

Learning Level	Learning Objective
Insert Level (Words or Knowledge	Insert corresponding learning objective
Understand	The student gain the knowledge in their first introduction to the Realtor Code of Ethics of how the Code applies to how they conduct their business. This will be a protection for the public they will work with.
Apply	Student will understand the importance of their actions and how it extends to every way of life
	Student will learn how to apply and evaluate what they learn. The code must be a part of each and every part of how they conduct their business.

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
15 minutes	Powerpoint, student exercise	Icebreaker—definition of ethics
20 minutes	Powerpoint with lecture, handouts	Part 1. History and Background
20 minutes	Powerpoint, lecture, and exercises	Part 2. The Preamble and Structure of Code
20 minutes	Powerpoint, lecture, handouts	Pathways to Professionalism—Good Manners
40 Minutes	Powerpoint and Lecture	Part 3. Enforcement of the Code of Ethics 1. Ethics and Arbitration Cases 2. Ethics Enforcement a. Hearing Panel b. Discipline and Costs 3. Arbitration a. Mediation b. Hearing Panel c. Payment of awards d. Procuring Cause

25 minutes	Powerpoint, lecture, handouts	Part 4. Concepts of Procuring Cause 1. NAR's Guidelines 2. Key Factors
30 minutes	Powerpoint, case studies	Part 5. Summaries 1. Article 1 2. Article 2 3. Article 9 4. Article 12 5. Article 16
10 minutes		Wrapup with questions and answers