Prefix & Number: RDEV 7446  
Initial Term: SUMMER 2009

Select One:
New  x  Delete  ______  Course Modification  ______

Type of modification:
______ Title  ______ Description  ______ Credit hours
______ Prerequisites  ______ Grade Type
______ Number: Old  ______
            New  ______

Title: REAL ESTATE CONTRACT NEGOTIATIONS

College/School: COLLEGE OF BUSINESS / CADC  Dept: FINANCE

<table>
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<tr>
<th>CREDIT OFFERED</th>
<th>CONTROLS</th>
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<tr>
<td><strong>Levels:</strong> (select all that apply)</td>
<td><strong>Grading Rule:</strong></td>
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<tr>
<td>_____ None (Blank)</td>
<td>_____ Undergraduate (U)</td>
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<td>_____ Undergraduate (U)</td>
<td>x  _____ Graduate (G)</td>
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<td>_____ Professional (P)</td>
<td>_____ Normal grading (Blank)</td>
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<td>Maximum: 1</td>
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<td>Minimum: 1</td>
<td>_____ Thesis/Dissertation (TD)</td>
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<td><strong>Connector:</strong> (select one)</td>
<td><strong>Term Offered:</strong> (select one)</td>
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<td>_____ Variable (V)</td>
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<td>_____ Alternate (A)</td>
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<td><strong>Maximum Repeat:</strong> 1</td>
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<td>(Total number of credit hours; not total number of times)</td>
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Session Duplicate:  
yes  x  no  ______
Prerequisites  PROGRAM APPROVAL

Corequisites  NONE

Description for Bulletin  This course will teach the basic skills necessary to become an effective negotiator. The course will include planning and preparing necessary elements for a contract negotiation. Additionally, the communications skills necessary to forward the negotiation agenda will be addressed.

Credit will not be given for both and

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<tr>
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<th>Max Enroll</th>
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Justification (Indicate reason for change)

This is a course for the Master of Real Estate Development, which is a proposed degree that will be offered jointly by the College of Architecture, Design and Construction and the College of Business.

Additional resources or resource shifting required. If none, please explain.

RDEV 7446 will become a required class in the Master of Real Estate Development (RDEV) Curriculum. Resources from the College of Architecture, Design and Construction and from the College of Business will be utilized. Resources will be generated by program revenue.

Attach a copy of new syllabus to add course or to modify course except for changes in prerequisites that involve letter grade or GPA. Also, attach a copy of current syllabus for all changes except changes in prerequisites that involve letter grade or GPA. No attachment required to delete course.

Contact Person  Rebecca O'Neal Dagg, Associate Dean for Academic Affairs and Research, CADC

Email  onealdg@auburn.edu  Phone #  4-4967

Revised 2/8/05
Approvals

**Undergraduate Requests**

_________________________  Head  ___________________________  Date  
Department

_________________________  Chair  ___________________________  Date  
College/School Curriculum Committee

_________________________  Dean  ___________________________  Date  
College or School

_________________________  Chair  ___________________________  Date  
University Curriculum Committee

**Graduate Requests**

_________________________  Head  ___________________________  Date  
Department

_________________________  Chair  ___________________________  Date  
College/School Curriculum Committee

_________________________  Dean  ___________________________  Date  
College or School

_________________________  Chair  ___________________________  Date  
Graduate Council

_________________________  Chair  ___________________________  Date  
University Curriculum Committee
COURSE SYLLABUS

Course Number: RDEV 7446
Course Title: Real Estate Contract Negotiations
Faculty: Finance Department, COB
Credit Hours: 1
Prerequisites: Program Approval

I. Course Objectives/Content:

1. Course Objectives

This course will teach the basic skills necessary to become an effective negotiator. The course will include planning and preparing necessary elements for a contract negotiation. Additionally, the communications skills (verbal and non-verbal) necessary to forward the negotiation agenda will be addressed. Experiential learning will be facilitated through role play and mock negotiation sessions.

2. Tentative Schedule and Outline of Course Content:

   Session 1  Introduction to Contract Negotiations
   Session 2  Planning the Negotiation
   Session 3  Communicating the terms of the contract
   Session 4  Settling the Negotiation
   Session 5  Case Studies & Practical Negotiation Role Play
   Session 6  Exam Prep/ Final Exam
   Session 7  Exam Prep/ Final Exam
   Session 8  Exam Prep/ Final Exam

3. Textbook or Assigned Readings


II. Grading and Evaluation Procedures

1. Course requirements: Class Participation and Communication; Case Study Completion; and Final Exam Completion.

2. Course Evaluations
   Class Contributions and Participation  20%
   Case Study Completion  45%
   FINAL Exam  35%

3. Grading Evaluations Procedures
   Final Course evaluations will be given in whole letter grades (A, B, C, D, & F) with the following grading scale:
A  90 – 100%
B  80 – 89%
C  70 – 79%
D  60 - 69%
F  Below 60%

A student entered into either the RDEV Program, provisionally, must get a “B” for each
course to be able to continue in the program. The following standards will be used in
assessing your progress:

A  Exemplary work that evidences a significant understanding of the course, shows
mastery and integration of the required skills, and indicates a significant dedication
to integrating the knowledge gained into other courses in the curriculum.
Exemplary Work is attended by an attitude of exploration, open-mindedness, and a
willingness to learn from other members of the class.

B  Exemplary work shows a conceptual understanding of the course, a competence
and mastery of the skills required of the course, and is attended with an open and
inquisitive attitude.

C  Adequate work meets the requirements of the course; shows a basic understanding
of the course goals and objectives; indicates a minimum basic competency in the
skills presented; and demonstrates fluency with the concepts introduced.

D  Work that, although complete, does not show an understanding of the course
content and demonstrates deficiencies in the mastery of skills and concepts
presented.

F  Failing or incomplete work does not significantly meet the requirements of the
course. Work shows a serious deficiency in skill development and raises
significant questions with respect to future success in the program.

More than one excused absence will result in the lowering of your grade by one
full letter grade.

Distance education students are expected to complete examinations under the same
circumstances as campus-based students. Each student must locate an approved proctor
who agrees to personally oversee the examination. Suggestions for approved proctors
are: School Superintendent; Principal of a Senior high school; Dean or Department
Head of a College; Administrator of an Independent Learning program at another
college; Education Officer of a military installation (for military personnel). Generally,
someone experienced in and respectful of the academic process and who has no vested
interest in the student's performance is an allowable proctor. Librarians and Counselors
are fine in many cases. If you have difficulty finding one of these approved proctors
contact the Auburn University Distance Learning Office for assistance in securing an
appropriate examination proctor.

Each assignment is graded by an Auburn University faculty member who provides
commentary as needed to guide you through the course. Assignments must always be of
acceptable quality. Otherwise, the instructor may require resubmission of assignments
for grading and return before additional assignments can be accepted. Assignments can be hand delivered, mailed, faxed (if not excessively lengthy), or sent via E-mail.

You are required to perform most of your work asynchronously (distance learning). Good work and active engagement in both on-site learning and distance learning are the two greatest gifts a student can give their colleagues and their faculty. Encourage and assist your colleagues to do their very best work. Share your ideas and opinions freely and openly discussion board sessions. Ask questions on the course web site and participate in white board interactive classrooms.

We suggest that you pace your assignments, especially early in your course, so that you can receive instructor's comments before you mail in subsequent assignments, thereby profiting by the feedback on your efforts.

Unless sent by fax or E-mail, a minimum of two weeks is usually needed for an assignment to be received by the instructor, graded, recorded and placed in the return mail. If you are meeting a deadline, let your instructor know at the outset of the course and pace yourself to complete the final examination well in advance of your deadline.

III. Policies on Unannounced Quizzes and Class Attendance and Participation

Classes will start promptly on the scheduled date and time. The “class contributions” assignment is meant to encourage and reward on-line class discussion of class topics. Contributions should be posted to “Course: Leadership Discussion” in EmbaNet. Periodically, faculty may post some discussion questions as thought starters. Students can and should also start discussion streams. Streams of discussion on a topic are not limited to the initial week started, but may progress as long as fruitful. Discussion of other course-related topics is acceptable. Examples of contributions you might make include: 1) comments regarding the applicability or a provocative question or thoughts about something from the assigned reading, 2) a review of a recent book germane to the subject matter the class may be interested in, 3) discussion of a journal article that might interest the class, 4) a review of a Website you have found useful or interesting, 5) reflection on the application of material discussed in the residency week, 6) discussion of a current song, movie, or book that highlights something about course content, 7) describing and soliciting feedback about an issue you face at work, and 8) a response to any of the previous. Of course, the discussion must revolve around the course topics. Even given these other discussion opportunities, the bulk of the discussion should be built around the assigned reading and their application as demonstration that you have read them and are considering their implications. Each contribution you make will be graded on a scale from 0 to 3. You have the opportunity to collect as many as 20 points for course. Each point equals 1% of your final grade. To encourage sustained involvement in discussions, you can earn no more than 3 points during any one day, and no more than 5 points in any one week (Weeks are defined as the period from Monday 12:01 am to Sunday 12:00 midnight). Most comments adding to the discussion will be worth 1 point. Comments that are particularly pithy or that make a definitive statement regarding a discussion or that are deemed particularly useful to the class will earn 2 – 3 points. 3 point scores are reserved for the cream of the crop contributions or contributions that require a good deal of time. Comments judged as simple “filler” or off-subject will be worth 0.

There will be no unannounced quizzes.
IV. Special Accommodation for Students with Disabilities

Students who require such considerations should make an appointment with the Professor by the end of the first full week of classes. A memorandum is requested from the Program for Students with Disabilities (PSD). The professional staff at PSD can be reached in 1232 Haley Center and at 844-2096.

V. Academic Honesty

ALL PORTIONS OF THE AUBURN UNIVERSITY HONESTY CODE (TITLE XII) FOUND IN THE TIGER CUB WILL APPLY IN THIS CASE.

VI. Justification for Offering Course for Graduate Studies

This course offering will provide students the opportunity to gain an understanding of the steps involved in an effective contract negotiation. The course will follow the general outline of a professional seminar, where students will actively participate in the learning process through role play. Additional participants will include recognized industry experts who are actively involved in regular negotiation processes. The requirements of the course will be set as to provide the necessary rigor expected of graduate level coursework. This course will be taught in an accelerated format. The content of the course would not typically be covered in an undergraduate curriculum as the topic favors an experienced or seasoned learning environment.