

### Application Process

1. MTC Application for Admission and nonrefundable applicable fee.
2. High school transcript (or GED results) and college transcripts (if applicable).

### Career Opportunities

Sales Agent  
Buyers Agent  
Real Estate Broker  
Broker Specialist  
Property Manager  
Title Researcher

Check out more career choices at Career Coach  
<https://mtc.emsicc.com>

### Credential

Becoming a licensed **Real Estate Salesperson in the State of Ohio** requires completing required coursework, meeting contract hour requirements, and passing the Real Estate Salesperson examination.

### Degree Received Associate of Applied Business

Two-year full-time degree schedule; mixture of core business, management, real estate, computer, and communications courses; program can be completed on a part-time basis.

To Learn More Visit  
[www.mtc.edu](http://www.mtc.edu)

### The Program – Business Management – Real Estate

Becoming a licensed **Real Estate Salesperson in the State of Ohio** requires completing required coursework, meeting contact hour requirements, and passing the Real Estate Salesperson examination.

Students who finish the Real Estate Option and meet the following requirements can apply through the State of Ohio to become an **Ohio Real Estate Broker**.

### Projections U.S. Department of Labor

The U.S. Department of Labor, Bureau of Labor Statistics, *and Occupational Outlook Handbook* is a useful tool for career research on a variety of management, marketing, and real estate positions.

<http://www.bls.gov/ooh/>

### Students completing the Real Estate Option will learn to ...

- Obtain Real Estate Certification
- Use the problem-solving method to solve customer concerns and business problems
- Identify individual and organizational behavioral strategies
- Use technology to present a project
- Manage finances including bookkeeping, accounts payable, accounts receivable, and banking.
- Obtain employment in the Business Management field
- Develop a marketing and/or sales plan incorporating new product ideas and strategies
- Understand legal requirements and ethical considerations pertaining to organizations.
- Communicate effectively both in writing and orally with co-workers, customers, and managers.
- Manage finances including bookkeeping
- Perform mathematical calculations related to the office environment.

**Note:** *The real estate courses are offered during Fall and Spring term in an accelerated format. Additional course offerings are in two formats: traditional day/evening and online.*

**BUSINESS MANAGEMENT**  
**• REAL ESTATE OPTION •**  
*Associate of Applied Business Degree*  
*(Effective Academic Year 2018-19)*

Course No	Course Title	Credits	NON-TECHNICAL		OTM, TAG, CT <sup>2</sup> approved course	Term(s) Offered	Prerequisites
			TECHNICAL	Gen Ed (Min 15 CrHr)			
<i>FIRST SEMESTER (Fall)</i>							
MGT1400	Introduction to Management	3	3			ALL	None
REA1010	Real Estate Principles & Practices	3	3			FA, SP	None
REA1300	Real Estate Appraisal	2	2			FA, SP	REA1010
OIS1240	Computer Applications	3		3	[OBU003]	ALL	OIS1200 or Placement
ENG1000	English Composition I	3		3	[TME001]	ALL	OIS1220 or OIS1240 or concurrent, and Placement
ECN2000	Microeconomics	3		3	[TMSBS] [OSS004]	ALL	None
<i>SECOND SEMESTER (Spring)</i>							
MKT2030	Principles of Marketing	3	3		[OBU006]	FA, SP	OIS1240 or concurrent & ECN2000 recommended
MTH1230	Quantitative Reasoning	3		3		ALL	MTH0910 or MTH1100 or BUS1100 or Placement
BUS2100	Ethics	3		3		ALL	Placement or ENG0990
OIS1340	Excel Advanced	3	3			SP	OIS1240, Placement or MTH0910
BUS2150	Legal Environment of Business	3	3		[OBU004]	FA, SP	None
<i>THIRD SEMESTER (Fall)</i>							
MGT2210	Human Resource Management	3	3			FA	MGT1400 or concurrent
REA1100	Real Estate Law	3	3			FA, SP	None
REA1200	Real Estate Finance	2	2			FA, SP	REA1010
ENG1400	Oral Communications	3		3	[TMCOM] [OCM004]	ALL	None
ACC1400	Financial Accounting	4	4		[OBU010]	FA, SP	Placement into MTH0910 or OIS1200
<i>FOURTH SEMESTER (Spring)</i>							
PSY1100	General Psychology	3		3	[TMSBS] [OSS015]	ALL	None
ENG1100	English Composition II	3		3		ALL	ENG1000
ACC1700	Managerial Accounting	4		4	[OBU011]	SP	ACC1400
ENG1200	Business Communications	3		3	[OBU005]	ALL	ENG1000
MGT0000	Management Elective	3	3				
			32	21			10
	<b>Credit Hour Total</b>	<b>63</b>		<b>63</b>			