

LSC Use Only  
Number: \_\_\_\_\_  
Submission Date: \_\_\_\_\_  
Action-Date: \_\_\_\_\_



UWUCC USE Only  
Number: 00-12K  
Submission Date: 99-49j  
Action-Date: App 4/9/02

Senate App 5/7/02

**CURRICULUM PROPOSAL COVER SHEET**  
University-Wide Undergraduate Curriculum Committee

**I. CONTACT**

Contact Person Martha Troxell Robert Boldin Phone 357-5749  
Department Finance and Legal Studies

**II. PROPOSAL TYPE (Check All Appropriate Lines)**

- COURSE** Real Estate Fundamentals  
Suggested 20 character title
- New Course \*** \_\_\_\_\_  
Course Number and Full Title
- Course Revision** \_\_\_\_\_  
Course Number and Full Title
- Liberal Studies Approval +** \_\_\_\_\_  
**for new or existing course** Course Number and Full Title
- Course Deletion** \_\_\_\_\_  
Course Number and Full Title
- Number and/or Title Change** BL382 Real Estate Fundamentals  
Old Number and/or Full Old Title  
RE382 Real Estate Fundamentals  
New Number and/or Full New Title
- Course or Catalog Description Change** \_\_\_\_\_  
Course Number and Full Title

- PROGRAM:**  Major  Minor  Track
- New Program \*** \_\_\_\_\_  
Program Name
- Program Revision \*** \_\_\_\_\_  
Program Name
- Program Deletion \*** \_\_\_\_\_  
Program Name
- Title Change** \_\_\_\_\_  
Old Program Name

**III. Approvals (signatures and date)**

[Signature] Department Curriculum Committee  
[Signature] Department Chair  
[Signature] College Curriculum Committee  
[Signature] College Dean  
[Signature] + Director of Liberal Studies (where applicable)  
[Signature] \*Provost (where applicable)



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II. Description of Curriculum Change

A. Catalog Description

1. Current Catalog Description

BLAW 382	Real Estate Fundamentals	3 class hours 0 lab hours 3 semester hours (3c-0l-3sh)
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Prerequisites: None

Designed to acquaint the student with the language, principles, and laws that govern the business of real estate. Emphasis on the underlying concepts of land, property, rights in realty, and the means, methods, and laws that govern the conveyance of these rights. Required course for taking the Pennsylvania Real Estate Sales Exam.

2. Proposed Catalog Description

REAL 382	Real Estate Fundamentals	3 class hours 0 lab hours 3 semester hours (3c-0l-3sh)
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Prerequisites: None

Designed to acquaint the student with the language, principles, and laws that govern the business of real estate. Emphasis on the underlying concepts of land, property, rights in realty, and the means, methods, and laws that govern the conveyance of these rights. Required course for taking the Pennsylvania Real Estate Sales Exam.

B. Summary of Proposed Changes

Change Course Prefix

C. Justification/Rationale for the Change

Increased awareness of our real estate offerings. We have received complaints that interested students, particularly those outside the Eberly College, have been unable to locate our real estate courses in the schedule of classes when carried under a BLAW prefix and are left with the impression that no such courses are offered at IUP. As such, the REAL prefix is more descriptive and visible for this course.

III. Letters of Support

None required. No other departments are affected by this change.