

USC Price

Sol Price School of Public Policy

RED 201 – Real Estate Career Seminar

Units: 2

Term—Day—Time: Spring 24 - Wednesday - 6:00pm - 7:50pm

Location: RGL 219 (Lewis Hall 2nd Floor)

Instructor: Professor Garland Fuller

Office hours: <https://GarlandFullerBooking.as.me/30min-meeting>

Contact Info: grfuller@usc.edu

Catalogue Description

This interactive seminar will give you greater clarity, practice, and resources to show up ready for a career in real estate. There will be an opportunity to leverage career assessment tools in addition to learning how to prepare your resume, LinkedIn profile, and mock interview preparation. Let's kickstart your career by getting you comfortable with key parts of your job search

Prerequisites:

None

Grading:

Credit/No credit

Course Description

This course introduces students to various career pathways in Real Estate, while developing skills in: self leadership, peer review, oral and written presentation skills, organizational research, social networking, interviewing, job seeking strategies, and informational interviews.

Learning Objectives

- Prepare students for the professional engagement in the real estate profession
- Successfully identify competencies, functions, targeted industries, personal brand and best matched roles
- Develop and improve student's knowledge of how to present yourself in relationship to interviews, career preparation, and workplace dynamics
- Identify both personal and professional skills and strategies that will help students succeed in chosen career

Class agreements

- Growth mindset is a critical part of your success in this class
- We will be practicing constructive feedback; how to give and receive it. It's not personal, it's for your own growth and improvement
- Comparison is with yourself and not with each other. Each person is on their own career journey.
- If you are not able to make it to class, please email me **24 hours** in advance.
- If you are running late to class, please send an email.
- Attendance will be taken for each class and you will be marked absent without notification of tardiness

Communication

All class communications will be via Blackboard and emails.

USC Technology Support Links

[Blackboard help for students](#)

[Software available to USC Campus](#)

Required Readings

- Memoir or mindset book of your choice (groups of 2-3). No book repeats across groups. Please see a recommended list here: <https://bookshop.org/lists/usc-red-201-book-options>
- Additional readings and videos will be assigned and available via Blackboard

Description and Assessment of Assignments

Participation - this class will meet weekly in person. Students are expected to attend all class sessions. Up to three sessions may be missed due to an emergency, athletic commitment or documented illness. Please let me know if you will be absent due to religious days (e.g. Ash Wednesday or Passover). Credit may not be given if the instructor feels that your participation is not substantive or representative of class participation.

Assessments - homework is due as indicated below. Homework should be submitted **on time**. Please check the time on the submission. If you require an accommodation, please reach out to the [Accommodations office](#) to get the appropriate paperwork submitted to give me within the first few weeks of the course.

- **Blackboard Posts** – will help you process read materials and reflect on your own experiences.
- **In-Class Activities** – will help you develop skills and knowledge to develop professionally
- **Resume and Cover Letter or Web Portfolio**– will help prepare you for the internship and future job search
- **Mock Interviews** – will aid in building skills of speaking to your strengths and leveraging your network to increase your job prospects
- **Familiarity with the Career Center & ConnectSC** - Awareness of the tools, resources and advising available to you on campus
- **Presentation** – will demonstrate what you've learned and give you practice making presentations (7-9 minutes)

Grading Breakdown

Assessment Tool (assignments)	Points	% of Grade
Blackboard Posts (Complete 5 of 7 prompts)	10	10
In-class Activities (Complete 5 of 7)	30	30
Resume and Cover Letter Review	20 total	20
Mock Interviews (with Career Center via Connect SC)	10	10
Pecha Kucha Presentation	30	30
One office hour drop in	Priceless	
TOTAL	100	100

Grading Scale

Credit 70-100

No credit 69 and below

Course Schedule:

	Topics/Daily Activities	Readings/Preparation (Prior to Class meeting)	Deliverables (to be completed prior to class meeting)
Week 1 Jan 10	Introductions, Syllabus Review	<ul style="list-style-type: none"> Review Syllabus 	<ul style="list-style-type: none"> None
Week 2 Jan 17	Setting up your Mindset	<ul style="list-style-type: none"> Watch TED video: Simon Sinek (link on Blackboard) What is your why for your major? 	<ul style="list-style-type: none"> Respond to BB Prompt
Week 3 Jan 24	Career Assessment	<ul style="list-style-type: none"> Review Blackboard Posting In-Class Speaker (Career Center) 	<ul style="list-style-type: none"> Respond to BB Prompt DUE: Complete StrengthsFinder Assessment
Week 4 Jan 31	Understanding your Competencies	<ul style="list-style-type: none"> Watch video (link on Blackboard) Ready to share StrengthsFinder results in small groups 	<ul style="list-style-type: none"> Respond to BB Prompt
Week 5 Feb 7	Resume Writing & Cover Letters	<ul style="list-style-type: none"> Watch video (link on Blackboard) In-Class Activity (Resume and Cover Letter workshop) 	<ul style="list-style-type: none"> Respond to Slack / BB Prompt Print your resume for peer review Make appt for resume review at ConnectSC via Career Center
Week 6 Feb 14	Interview Preparation	<ul style="list-style-type: none"> Watch video: (link on Blackboard) 	<ul style="list-style-type: none"> DUE: Updated Cover Letter and Resume Make appointment for Mock Interview
Week 7 Feb 21	Industry Panel	<ul style="list-style-type: none"> Watch video (link in Blackboard) Connect with speakers for an informational interview In-Class Activity (Questions for speakers) 	<ul style="list-style-type: none"> Check for BB Prompt
Week 8 Feb 28	Confidence and Body Language	<ul style="list-style-type: none"> Watch TED video: Amy Cuddy (link on Blackboard) 	<ul style="list-style-type: none"> Check for BB Prompt
Week 9 Mar 6	The Interview Process (Mock Interview)	<ul style="list-style-type: none"> Bring one printed copy of your resume In-Class Activity (Mock Interview) 	<ul style="list-style-type: none"> Check for BB Prompt
SPRING	BREAK		SPRING BREAK
Week 10 Mar 20	Rules of Social Media	<ul style="list-style-type: none"> Demonstration of LinkedIn and how to reach out for informational interview 	<ul style="list-style-type: none"> DUE: Completed Mock Interview with Career Center
Week 11 Mar 27	Negotiating An Offer and Getting Oriented	<ul style="list-style-type: none"> Watch video Bring your questions What is a Pecha Kucha? 	<ul style="list-style-type: none"> Review bios and background of speakers for active Q&A

Week 12 Apr 3	Industry Panel	<ul style="list-style-type: none"> • Connect with speakers for an informational interview • In-Class Activity (Questions for speakers) 	<ul style="list-style-type: none"> • Review Slack/BB Prompt
Week 13 Apr 10	Networking/Elevator Pitch	<ul style="list-style-type: none"> • In-Class Activity (Networking activity) • Bring your presentation questions 	<ul style="list-style-type: none"> • Review Slack /BB Prompt
Week 14 Apr 17	Presentations	<ul style="list-style-type: none"> • In-Class Activity (Active listening and response to questions prompted by presentation) 	<ul style="list-style-type: none"> • DUE: Pecha Kucha Presentations
Week 15 Apr 24	Presentations	<ul style="list-style-type: none"> • In-Class Activity (Active listening and response to questions presented by presentation) 	<ul style="list-style-type: none"> • DUE: Pecha Kucha Presentations
Have a Great Summer			

Statement on Academic Conduct and Support Systems

Academic Conduct:

Plagiarism – presenting someone else’s ideas as your own, either verbatim or recast in your own words – is a serious academic offense with serious consequences. Please familiarize yourself with the discussion of plagiarism in SCampus in Part B, Section 11, “Behavior Violating University Standards” policy.usc.edu/scampus-part-b. Other forms of academic dishonesty are equally unacceptable. See additional information in SCampus and university policies on scientific misconduct, policy.usc.edu/scientific-misconduct.

Support Systems:

Counseling and Mental Health - (213) 740-9355 – 24/7 on call
studenthealth.usc.edu/counseling

Free and confidential mental health treatment for students, including short-term psychotherapy, group counseling, stress fitness workshops, and crisis intervention.

National Suicide Prevention Lifeline - 1 (800) 273-8255 – 24/7 on call
suicidepreventionlifeline.org

Free and confidential emotional support to people in suicidal crisis or emotional distress 24 hours a day, 7 days a week.

Relationship and Sexual Violence Prevention Services (RSVP) - (213) 740-9355(WELL), press “0” after hours – 24/7 on call

studenthealth.usc.edu/sexual-assault

Free and confidential therapy services, workshops, and training for situations related to gender-based harm.

Office of Equity and Diversity (OED) - (213) 740-5086 | Title IX – (213) 821-8298
equity.usc.edu, titleix.usc.edu

Information about how to get help or help someone affected by harassment or discrimination, rights of protected classes, reporting options, and additional resources for students, faculty, staff, visitors, and applicants.

Reporting Incidents of Bias or Harassment - (213) 740-5086 or (213) 821-8298
usc-advocate.symplicity.com/care_report

Avenue to report incidents of bias, hate crimes, and microaggressions to the Office of Equity and Diversity | Title IX for appropriate investigation, supportive measures, and response.

The Office of Disability Services and Programs - (213) 740-0776
dsp.usc.edu

Support and accommodations for students with disabilities. Services include assistance in providing readers/notetakers/interpreters, special accommodations for test taking needs, assistance with architectural barriers, assistive technology, and support for individual needs.

USC Campus Support and Intervention - (213) 821-4710
campussupport.usc.edu

Assists students and families in resolving complex personal, financial, and academic issues adversely affecting their success as a student.

Diversity at USC - (213) 740-2101
diversity.usc.edu

Information on events, programs and training, the Provost’s Diversity and Inclusion Council, Diversity Liaisons for each academic school, chronology, participation, and various resources for students.

USC Emergency - UPC: (213) 740-4321, HSC: (323) 442-1000 – 24/7 on call
dps.usc.edu, emergency.usc.edu

Emergency assistance and avenue to report a crime. Latest updates regarding safety, including ways in which instruction will be continued if an officially declared emergency makes travel to campus infeasible.

USC Department of Public Safety - UPC: (213) 740-6000, HSC: (323) 442-120 – 24/7 on call
dps.usc.edu

Non-emergency assistance or information.