

## Marketing, Sales and Service Programs

### **Marketing Management and Research**

- 2 Marketing-AAS
- 4 Marketing-Certificate
- 5 Retailing-Certificate

### **Real Estate**

- 6 Real Estate-AAS
- 7 Real Estate- Mortgage Lending Specialization- AAS
- 8 Commercial Real Estate-Certificate
- 9 Mortgage Lending Professional-Certificate
- 10 Property Management-Certificate
- 11 Real Estate Appraisal-Certificate
- 12 Residential Real Estate-Certificate
- 13 Loan Processing and Loan Origination -Marketable Skills Achievement Award

**HOUSTON COMMUNITY COLLEGE SYSTEM  
EDUCATIONAL PLAN/TRANSFER SUBSTITUTION PETITION**

<b>NAME:</b>	<b>SS#:</b>	<b>DATE:</b>
<b>COLLEGE:</b>	<b>COUNSELOR/ADVISOR:</b>	<b>CATALOG YEAR: 07-08</b>

**MARKETING MANAGEMENT AND RESEARCH - AAS - MARKETING**

HCCS Course Requirement	Transfer/ Institution	Substitution Course	Substitute (SU) Transfer (TR)	Comment/Disapproval	Approval Signature	Date
TSI Testing is required prior to first enrollment.						
FIRST YEAR						
FIRST SEMESTER						
ENGL 1301 Composition I						
ECON 2302 Principles of Economics (Micro)						
XXXX #3## Approved Humanities/Fine Arts Elective						
MRKG 1311 Principles of Marketing						
MATH 1314 College Algebra OR						
XXXX #3## Approved Math/Natural Science Elective						
SECOND SEMESTER						
ENGL 1302 Composition II						
MRKG 2312 e-Commerce						
MRKG 2371 Services Marketing OR						
MRKG 1391 Special Topics in Business Marketing and Management						
MRKG 2348 Marketing Research and Strategies						
BUSG 1301 Introduction to Business						
ACNT 1303 Introduction to Accounting I OR						
ACCT 2301 Principles of Accounting I						
SECOND YEAR						
FIRST SEMESTER						
XXXX #3## Computer Applications Elective*						
BMGT 1303 Principles of Management						
MRKG 2372 Consumer Behavior						
MRKG 2333 Principles of Selling						
MRKG 2380 Cooperative Education I- Marketing/Marketing Management, General						
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\* The Computer Applications Elective may be chosen from the following courses: ITSC 1309 Integrated Software Applications I, POFI 1301 Computer Applications I, or BCIS 1405 Business Computer Application.







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**REAL ESTATE - ASSOCIATE IN APPLIED SCIENCE**

HCCS Course Requirement	Transfer/ Institution	Substitution Course	Substitute (SU) Transfer (TR)	Comment/Disapproval	Approval Signature	Date
TSI Testing is required prior to first enrollment.						
FIRST YEAR						
FIRST SEMESTER						
ENGL 1301 Composition I						
RELE 1301 Principles of Real Estate						
RELE 1338 Principles of Real Estate II						
RELE 2301 Law of Agency						
RELE 1311 Law of Contracts						
SECOND SEMESTER						
ENGL 1302 Composition II						
RELE 1325 Real Estate Mathematics OR						
XXXX #3## Approved Mathematics						
RELE 1321 Real Estate Marketing						
RELE 1319 Real Estate Finance OR						
RELE 1324 Loan Origination and Quality Control						
RELE 1323 Real Estate Computer Application						
SECOND YEAR						
FIRST SEMESTER						
ECON 2301 Principles of Economics						
RELE 1303 Real Estate Appraisal						
RELE 1307 Real Estate Investment						
ENVR 1301 Environmental Science						
RELE 1381 Cooperative Education-Real Estate						
SECOND SEMESTER						
BUSG 2305 Business Law/Contracts						
RELE 1329 Fundamentals of Environmental Issues OR						
RELE 1315 Property Management						
RELE 2381 Cooperative Education-Real Estate						
GOVT 2301 American Government OR						
PSYC 2302 Applied Psychology						
XXXX #3## Approved Humanities/Fine Arts Elective						

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<b>NAME:</b>	<b>SS#:</b>	<b>DATE:</b>
<b>COLLEGE:</b>	<b>COUNSELOR/ADVISOR:</b>	<b>CATALOG YEAR: 07-08</b>

**REAL ESTATE- AAS- MORTGAGE LENDING SPECIALIZATION**

HCCS Course Requirement	Transfer/ Institution	Substitution Course	Substitute (SU) Transfer (TR)	Comment/Disapproval	Approval Signature	Date
TSI Testing is required prior to first enrollment.						
First Year						
FIRST SEMESTER						
ENGL 1301		Composition I				
RELE 1301		Principles of Real Estate				
RELE 1325		Real Estate Mathematics OR				
XXXX #3##		Approved Mathematics				
RELE 1324		Loan Origination and Quality Control				
RELE 1311		Law of Contracts				
SECOND SEMESTER						
ENGL 1302		Composition II				
RELE 2301		Law of Agency				
RELE 1338		Principles of Real Estate II				
RELE 1303		Real Estate Appraisal				
RELE 1381		Cooperative Education- Real Estate				
Second Year						
FIRST SEMESTER						
ECON 2301		Principles of Economics				
RELE 2307		Real Estate Title and Settlement				
RELE 1319		Real Estate Finance				
ENVR 1301		Environmental Science				
RELE 1371		Loan Processing				
SECOND SEMESTER						
BUSG 2305		Business Law/Contracts				
RELE 2311		Fundamentals of Mortgage Lending				
RELE 2381		Cooperative Education- Real Estate				
GOVT 2301		American Government OR				
PSYC 2302		Applied Psychology				
XXXX #3##		Approved Humanities/ Fine Arts Elective				











