IREM Master List of Courses for NMREC Approval 5.9.18

CPM

Ethics for the Real Estate Manager – ETH800

ETH800: Ethics for the Real Estate Manager

Course Description

Becoming an accomplished business professional takes more than just hard work. In fact, how you respond to ethical challenges has a big impact on your long-term personal reputation and success in business. But being ethical is not just a matter of following the law – it's meeting the standards and expectations that govern the real estate profession. Professional ethics can make the difference between a career as an all-star and a career as an also-ran. Ethics matter. And people pay attention.

Register today and learn to tackle daily ethical dilemmas head on:

- Welcome to the Real World. Get a full overview of the **IREM Code of Professional Ethics,** including the study of actual ethics cases and their implications.
- Do the Right Thing. Tactics and strategies to **resolve ethical dilemmas.**
- Avoiding Conflict. Identifying factors that contribute to **conflicts of interest,** so you'll know when to avoid them.

Course Length

Classroom: The classroom course is 7 hours (8:00 a.m. to 3:00 p.m.). Select a specific offering of the course from the dropdown menu above for exact dates and times. The course exam is taken online within 7 days after completing the course; instructions to access the exam are provided during the course.

Learning Objectives

Lesson 1: Getting Started

- Explain the purpose of the course
- Assess existing knowledge of ethics and the IREM Code of Professional Ethics

Lesson 2: Introduction to Ethics

- Define the concept of Ethics and its relationship to morality and the law
- Relate the importance of ethical practices to the history of IREM
- Explain the purpose of the IREM Code of Professional Ethics

Lesson 3: Ethical Decision Making

- Identify excuses and justifications for conducting unethical business practices
- Recognize strategies for resolving ethical dilemmas

Lesson 4: CPM Code of Professional Ethics

- Explain the articles of the IREM Code of Professional Ethics and apply them to real world situations

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Lesson 5: Conflict of Interest

- Explain what a fiduciary relationship means
- Identify factors that contribute to conflicts of interest

Lesson 6: Enforcement: Detailed Case Study

- Explain how the IREM Code of Professional Ethics is enforced
- Evaluate real ethics violations and determine outcomes through a detailed case study

Lesson 7: Summary

- Review concepts learned during "Ethics for the Real Estate Manager (ETH800)"
- Complete Course Critiques
- Understand how to take the post-course online exam

Course Schedule

Lesson 1: Getting Started

8:00	8:30	0:30	Registration
8:30	8:40	0:10	Introduction and Purpose
8:40	8:50	0:10	Self-Assessment

Lesson 2: Introduction to Ethics

8:50	9:05	0:10	What is Ethics?

Lesson 3: Ethical Decision Making

9:05	9:10	0:05	Excuses and Justifications
9:10	9:20	0:10	Five Question Method
9:20	9:30	0:10	Activity 3.1 Mold Dilemma
9:30	9:40	0:10	Activity 3.2 Mission Impossible
9:40	9:50	0:10	Activity 3.3 Permit Problem
9:50	10:05	0:15	**BREAK**

Lesson 4: IREM® Code of Professional Ethics

10:05	10:10	0:05	IREM® Code of Professional Ethics
10:10	10:55	0:35	Activity 4. 1 IREM® Code of Professional Ethics
10:55	11:05	0:10	Activity 4.2 Ethics Code Violations

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Lesson 5: Conflict of Interest

11:05	11:15	0:10	Conflict of Interest
11:15	11:25	0:10	Activity 5.1 Cleaning Quandary
11:25	11:35	0:10	Activity 5.2 Poaching Predicament
11:35	11:45	0:10	Activity 5.3 Rebate Debate
11:45	12:45	0:60	**LUNCH**

Lesson 6: Enforcement Case Study

12:45	12:55	0:10	Enforcement
12:55	1:20	0:25	Case Study: Part I
1:20	1:50	0:30	Case Study: Part II
1:50	2:15	0:25	Case Study: Part III
2:15	2:30	0:15	**BREAK**

Lesson 7: Summary

2:30	2:40	0:10	Pretest Review
2:40	2:50	0:10	Course Critiques
2:50	3:00	0:10	Instructions for Accessing the Exam