**Timed Outline**: **NAR ETHICS AND ENFORCEMENT** (4 ETH) – Cederberg revision

| Timing | Teaching Technique | Subject Matter Segment and Description |
|---|---|---|
| 00:00 – 00:15 | Lecture/Discussion | Course Introduction and Objectives |
| 00:15 – 00:30 | Lecture/Discussion | History of the Code; Preamble and multiple offers. |
| 00:30 – 00:45 | Lecture/Discussion | Structure of the Code; Articles and SOP |
| 00:45 – 01:00 | Lecture/Discussion | Articles and SOP that apply to multiple offers |
| 01:00 – 01:15 | Lecture/Discussion | Articles and SOP that apply to multiple offers |
| 01:15 – 01:30 | Lecture/Discussion | NAR Case Interpretations and multiple offers |
| 01:30 – 01:45 | Lecture/Discussion | BREAK |
| 01:45 – 02:00 | Lecture/Discussion | Enforcement of the COE; mediation; ombudsman, etc. |
| 02:00 – 02:15 | Lecture/Discussion | NMAR's Seller's Notification of Multiple Offers |
| 02:15 -02:30 | Lecture/Discussion | NMAR's Escalation Clause Addendum |
| 02:30-02:45 | Lecture/Discussion | NMAR's Escalation Clause Addendum |
| 02:45 -03:00 | Lecture/Discussion | BREAK |
| 03:00 – 03:15 | Lecture/Discussion | 3 multiple offer scenarios – What would you do? |
| 03:15 - 03:30 | Lecture/Discussion | Popular practices: Ethical or Unethical? |
| 03:30 – 03:45 | Lecture/Discussion | Love Letters: Invitation to Discrimination/Fair Housing |
| 03:45 – 04:00 | Lecture/Discussion | Course Review |