

CLASS GUIDELINES:

Our class will consist of much discussion and interaction. I will expect you to be proactive and involved in our learning. A significant portion of our class time will focus on both ethical and strategic decision making in the area of Real Estate Law. You are attending Terry and this class because you are preparing yourselves to be future business leaders here in Georgia and beyond. In those future roles you will be called upon to make many decisions in the area of Real Estate Law and others. Accordingly, it makes sense for us, as we learn the basics and mechanics of Real Estate Law, to discuss the dynamics of strategic and ethical decision making in the area of Real Estate Law and beyond.

As to formalities, there are none really. Class discussion and format will ebb and flow with our progression through the material. I will expect you to be prepared to fully discuss the materials to be covered in each class period. Not being prepared hurts you, not me, and when you are not prepared, everybody will know it. I do not expect memorization of any detail, but I expect a level of preparation that will facilitate engaging discussion of the materials. I will make every effort to give details of what our focus will be in the next class; however, you should plan on being prepared to discuss all material listed in our schedule.

This semester we will cover fewer topics than in previous years to allow our discussions to be more thorough and not as rushed. My previous years of student feedback has indicated that this should be more beneficial.

Attendance will **not** be taken in any class, and no penalties will be given for not attending class. However, you should remember that a portion of your grade will be based on class participation and pop quizzes. Hold your breath—brilliant deduction forthcoming: If you are not here, you cannot participate and you cannot take the pop quizzes. No pop quizzes can be retaken. Your pop quiz score (10%) will be the average of the best 3 of 5 pop quizzes given.

As to attendance of the 3 exams, no retakes or reschedules will be allowed unless prior approval is made through my office and exigent circumstances merit a reschedule/retake.

GRAD LEVEL ASSIGNMENT:

All Grad level students (MBA, JD, MHP) will be required to complete an additional grad level assignment which will begin after the first exam and be completed in the final class meeting of the semester. Details will be forthcoming on this assignment. It is anticipated that this will be a group based project due to time constraints on this class and your class loads.

SCHEDULE:

We will meet from 6:00 until 7:15 PM on Monday and Wednesday evenings during the Spring Semester. We will meet in **CALDWELL HALL, ROOM 107**. A detailed class schedule will be provided on Wednesday, January 9.