

**NORCO COLLEGE
SLO to PLO MATRIX**

NORCO COLLEGE SLO to PLO MATRIX		PLOs					
CERTIFICATE/PROGRAM:							
Real Estate Concentration							
COURSE	ACC-1A						
SLO 1	Analyze, explain, solve problems and apply the principles of financial accounting to varied economic units within a business entity.	X		X			
SLO 2	Identify relevant economic data used in manual and computerized accounting information systems and interpret financial statements.						
SLO 3	Evaluate corporate organization, equity rights and structure.						
SLO 4	Demonstrate the ability to continue in a university program of accounting and acquire the required background in any field of business administration.						
COURSE	BUS-10						
SLO 1	Define the nature of business and how it operates in our society.						
SLO 2	Apply the course content to real-life, business related situations, including specialized areas such as management and career paths.						
SLO 3	Utilize the basics concepts of creating an efficient marketing strategy.		X				
SLO 4	Apply course content to understand, analyze and form opinions about current issues in business and the economy.						X
COURSE	BUS-18A						
SLO 1	Analyze and explain the various sources of law which comprise the legal system.	X					
SLO 2	Explain the nature of the legal system in the US and how laws are created.						
SLO 3	Analyze torts and crimes as they relate to business.	X					

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SLO 4	Analyze torts and their crime.							
SLO 5	Describe how tort, criminal and contract law principles affect business.							
SLO 6	Analyze and describe the creation, administration, and termination of the sale of goods as set forth in the Uniform Commercial Code.							
SLO 7	Identify and distinguish the various laws of agency and employment and labor law.		X					
SLO 8	Analyze and apply ethical business standards as they relate to business decisions and transactions.		X					
SLO 9	Apply college-level methods of analysis and evaluation to discussing and writing about legal and ethic dilemmas as they relate to case law.							
COURSE	BUS 20							
SLO 1	Demonstrate speed and accuracy in analyzing the fundamental processes of mathematics commonly used in making business calculations.				X			
SLO 2	Explain, analyze, apply principles, and solve problems within the subject matter.							
SLO 3	Compare and discriminate between mathematical processes in order to select the appropriate process to apply to common business mathematical problems.				X			X
SLO 4	Demonstrate an understanding of mathematical skills required in other business subjects such as accounting, management, marketing and computer operations.			X		X		
COURSE	BUS-22							
SLO 1	Explain effective and efficient communication styles appropriate in various business settings		X	X				
SLO 2	Analyze the effects of human behavior and communication within an		X					

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	organization							
SLO 3	Apply concepts of organizational relationships, political/cultural considerations, teamwork, problem-solving, and decision-making to communication tasks		X					
SLO 4	Demonstrate competency in developing content and in applying technical skills in various written and oral business communications including reports, letters, memos, e-mails, instant messages, resumés, and group presentations			X				
SLO 5	Apply the understanding of group dynamics and cross-cultural communication in making effective written and oral communications							
SLO 6	Develop proficiency in the analysis of organizational relationships, including political and cultural aspects, and application of problem, solving and decision making strategies that lead to the attainment of goals							
COURSE	CIS-1A							
SLO 1	Identify the fundamental computer concepts and terminology used for input, processing, output, and storage;					X	X	
SLO 2	Identify the key features of a variety of software such as operating systems, word processors, spreadsheets, databases, communications and graphics;							
SLO 3	Apply the principles of and solve problems with word processing, spreadsheet, database, communications and file management programs;			X				
SLO 4	Create electronic presentations with presentation graphics;			X				
SLO 5	Demonstrate the principles of Internet research;							
SLO 6	Understand the principles of computer security, ethics and privacy;							
COURSE	BUS/CIS/CAT-3							
SLO 1	Apply operating system skills to navigate within, run programs, and organize files and folders.			X				
SLO 2	Apply design and development techniques that utilize software programs in			X				

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	word processing, spreadsheets, databases, and presentation graphics to commonly used business applications.						
SLO 3	Integrate documents using word processing, spreadsheets, databases, and presentation graphics software applications.		X				
SLO 4	Demonstrate use of Web browsers to browse, search for information, upload and download files from the Internet, and use this information to support creation of documents/workbooks/databases/presentation graphics.		X				
COURSE:	RLE-80						
SLO 1	Explain laws and procedures that apply to the sale of California residential real estate.	X	X	X	X		
SLO 2	Analyze and apply principles and concepts within the subject matter.	X	X	X	X	X	X
SLO 3	Discuss real estate taxes and solve basic real estate mathematics problems						
SLO 4	Demonstrate the ability to analyze ethical and procedural problems that arise in residential real estate sales transactions.	X	X				
COURSE:	RLE-81						
SLO 1	Explain the laws and procedures that apply to the daily operations of California residential real estate brokerage.	X	X				
SLO 2	Analyze and apply principles and concepts within the subject matter.		X				
SLO 3	Discuss real estate marketing and sales techniques.		X				
SLO 4	Demonstrate the ability to analyze and resolve the procedural and ethical problems that arise in residential real estate brokerages.	X					
COURSE	RELE-82						
SLO 1	Explain laws and procedures that apply to the sale of California	X	X			X	

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	residential real estate.						
SLO 2	Analyze and apply principles and concepts within the subject matter.	X	X				
SLO 3	Explain real estate tax policies.			X		X	
SLO 4	Demonstrate the ability to analyze legal problems that arise in residential real estate sales transactions.	X					
COURSE:	RLE-83						
SLO 1	Explain and evaluate methods of financing real estate.				X	X	X
SLO 2	Analyze and apply principles and concepts within the subject matter.					X	X
SLO 3	Demonstrate the ability to analyze problems and solutions in financing real estate.				X		
COURSE:	RLE-84						
SLO 1	Explain and evaluate methods of determining real estate values.					X	X
SLO 2	Analyze and apply principles and concepts within the subject matter.	X					
SLO 3	Demonstrate the ability to analyze problems and solutions in appraising real estate.					X	X
COURSE:	RLE-85						
SLO 1	Explain economic theories.					X	X
SLO 2	Analyze and apply principles and concepts within the subject matter.					X	X
SLO 3	Discuss real estate markets and trends.					X	X
SLO 4	Demonstrate the ability to analyze the factors that affect residential real estate values.					X	X

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COURSE:	RLE-86						
SLO 1	Explain laws and procedures that apply to escrows involving the sale of California residential real estate.	X		X			
SLO 2	Analyze and apply principles and concepts within the subject matter.	X		X			
SLO 3	Demonstrate the proration of taxes and payments between buyers and sellers.			X			
SLO 4	Demonstrate the ability to analyze ethical and procedural problems that arise in escrows involving California residential real estate transactions.	X					
COURSE:	RLE-200 (NO SLO'S)						