**BC6370 | Real Estate Policy, Trends, Ethics**

**Instructor:** Frank Wickstead, Ellen Dunham-Jones

**Office Hours:** By appointment

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**Class Schedule:** Monday, 6:00-8:45p

Clough - 127

**Required Text:** Articles and case studies will be distributed, no text is required.

**Topics Covered:** Policy/ Ethical Influences on decision making

Sustainable Building Principles

Financial Policy and Real Estate

Building Construction Innovation

Internal Office Accounting Principles

IAQ and the Built Environment

**Course Requirement:** The class will be required to participate in a Habitat for Humanity build day in Atlanta which will occur Saturday, September 29, 7:30a-5:30p.

**Course Objectives:** The course will focus on the application of market, community, and policy factors into successful real estate development design and development, while exploring the day to day decisions to manage conflicts that often arise between these factors.

**Course Outcomes:** The course will prepare students to:

1) Evaluate the relationship between markets, trends, and ethics

2) Analyze regulatory and financial policies

3) Understand the pendulum swing between profitability and quality/safety

4) Legal implications to decisions in the field

5) Investigate new trends from diversified perspectives

6) Identify ethical policy influences associated with changing markets

**Grading Scheme:**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **A** | **B** | **C** | **D** | **F** |
| 90% and above | 80%-89% | 70%-79% | 60%-69% | <60% |

**Course Evaluation:** The following areas of work will be graded and allocated according to the percentages in the table to determine the final grade for each student.

|  |  |
| --- | --- |
| Homework | 20 |
| Class Attendance and Participation | 20 |
| Test 1 | 10 |
| Test 2 | 10 |
| Collective Presentations and Feedback | 30 |
| Final Exam | 10 |
| **TOTAL** | **100%** |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Wk | Date | Time | Loc | Topic | Due Today | Assignment for Next Week | Notes |
| 1 | 8/21/2018 | 6-8:45p | Clough 127 | Class Introduction | Review the syllabus and arrive with a hard copy or access to articles and case studies | Read “The Successful Contractor” and find an article related to one of the “unethical” examples. Be prepared to deliver a 10 minute summary (PPT or similar), opinion, and alternative solution. | NA |
| 2 | 8/28/2018 | 6-8:45p | Clough 127 | Current event ethics presentations | Be prepared to deliver a 10 minute summary (PPT or similar), opinion, and alternative solution. | Prepare an opinion of the presentations from this evening. Don't bother with a summary, focus on an opinion and an alternative course of action. | Deliverable should be a concise opinion of each (min. 1/4 page per presentation). |
| 3 | 9/4/2018 | 6-8:45p | Clough 127 | Sustainability and the Implications | Presentation opinion/ feedback | Summary/ opinion/ impact from from today's lecture (Min. 500 words) | NA |
| 4 | 9/11/2018 | 6-8:45p | Clough 127 | Policy Process and Pros/Cons | Hard copy of last week's lecture summary | 1. Summary/ opinion/ impact from from today's lecture (Min. 500 words). 2. Read “The Successful Contractor” and find an article related to one of the “unethical” examples. Be prepared to deliver a 10 minute summary (PPT or similar), opinion, and alternative solution. | Guest Lecturer - Lauren Westmoreland, SEEA will speak about the process associated with building code adoption and the pros and cons of building code |
| 5 | 9/18/2018 | 6-8:45p | Clough 127 | Current event ethics presentations | Be prepared to deliver a 10 minute summary (PPT or similar), opinion, and alternative solution. | Prepare an opinion of the presentations from this evening. Don't bother with a summary, focus on an opinion and an alternative course of action. | Deliverable should be a concise opinion of each (min. 1/4 page per presentation). |
| 6 | 9/25/2018 | 6-8:45p | Clough 127 | Commercial Development Trends | Presentation opinion/ feedback | 1. Summary/ opinion/ impact from from today's lecture (Min. 500 words). 2. Study your homework and lecture notes to be prepared for Test 1. Bring a blue book. | Guest Lecturer: Seth Ellington, Choate Construction will speak about commercial development trends |
| 7 | 10/2/2018 | 6-8:45p | Clough 127 | TEST 1 (BRING A BLUE BOOK) | 1. Summary/ opinion/ impact from from today's lecture (Min. 500 words). 2. Study your homework and lecture notes to be prepared for Test 1. | NA | NA |
| NA | 10/9/2018 | 6-8:45p | Clough 127 | NO CLASS | NA | Read “The Successful Contractor” and find an article related to one of the “unethical” examples. Be prepared to deliver a 10 minute summary (PPT or similar), opinion, and alternative solution. | Prepare a PPT or similar to summarize your interview. Your presentation should be 10-12 minutes. |
| 8 | 10/16/2018 | 6-8:45p | Clough 127 | Current event ethics presentations | Be prepared to deliver a 10 minute summary (PPT or similar), opinion, and alternative solution. | Prepare an opinion of the presentations from this evening. Don't bother with a summary, focus on an opinion and an alternative course of action. | Deliverable should be a concise opinion of each (min. 1/4 page per presentation). |
| 9 | 10/23/2018 | NA | Clough 127 | Current event ethics presentations | 1. Hard copy of last week's lecture summary. 2. Be prepared to deliver a 10 minute summary (PPT or similar), opinion, and alternative solution. | Prepare an opinion of the presentations from this evening. Don't bother with a summary, focus on an opinion and an alternative course of action. | Deliverable should be a concise opinion of each (min. 1/4 page per presentation). |
| 10 | 10/30/2018 | 6-8:45p | Clough 127 | Interoffice Finance | Presentation opinion/ feedback | 1. Summary/ opinion/ impact from from today's lecture (Min. 500 words). 2. Read “The Successful Contractor” and find an article related to one of the “unethical” examples. Be prepared to deliver a 10 minute summary (PPT or similar), opinion, and alternative solution. | Guest Lecturer: Steve Kirschner, Kirschner and Weeks, will speak about internal accounting practices. |
| 11 | 11/6/2018 | 6-8:45p | Clough 127 | Legal Implications | Presentation opinion/ feedback | Summary/ opinion/ impact from from today's lecture (Min. 500 words) | Guest Lecturer - Trevor Heistand |
| 12 | 11/13/2018 | 6-8:45p | Clough 127 | Current event ethics presentations | 1. Hard copy of last week's lecture summary. 2. Be prepared to deliver a 10 minute summary (PPT or similar), opinion, and alternative solution. | 1. Prepare an opinion of the presentations from this evening. Don't bother with a summary, focus on an opinion and an alternative course of action. 2. Study your homework and lecture notes to be prepared for Test. Bring a blue book. | Deliverable should be a concise opinion of each (min. 1/4 page per presentation). |
| 13 | 11/20/2018 | 6-8:45p | Clough 127 | TEST 2 (BRING A BLUE BOOK) | 1. Presentation opinion/ feedback. 2. Study your homework and lecture notes to be prepared for Test 2. | NA | NA |
| 14 | 11/27/2018 | 6-8:45p | Clough 127 | Health and the Built Environment | NA | Summary/ opinion/ impact from from today's lecture (Min. 500 words). | Guest Lecturer: TBD |
| 15 | 12/4/2018 | 6-8:45p | Clough 127 | IAQ and the Built Environment | Summary/ opinion/ impact from from today's lecture (Min. 500 words). | Summary/ opinion/ impact from from today's lecture (Min. 500 words). | Guest Lecturer: Nonnie Preuss, Wellness Within Your Walls, will speak about the implications of finish decisions |
| 16 | 12/11/2018 | 6-8:45p | Clough 127 | FINAL EXAM (BRING A BLUE BOOK) | 1. No text or notes allowed during exam. 2. Summary/ opinion/ impact from from today's lecture (Min. 500 words). | Have a great winter break...you are 1 semester closer! | NA |

### COURSE POLICIES

In the following policies, ‘you’ indicates the ‘student’ and ‘instructor’ means ‘faculty’ or ‘professor.’

**Policies and Expectations:** This course will be an intense and sometimes frustrating educational experience; it is necessary that we all contribute to its success by following the course policies. You should not only be in class, but also strive to participate in class discussions when appropriate.

**Assignment Deadlines:** All assignments given are due on the date indicated. All students are expected to complete any and all assignments given. The instructor reserves the right to modify assignments as necessary. Do not expect to receive credit for late assignments (homework, projects, readings, and others). However, the instructor will accept and correct these assignments, in order to provide you with feedback that will be beneficial in the learning process. **NO EXCEPTIONS.**

**Class Attendance Policies:** Attendance is mandatory for all class lectures, labs, site visits, and exams, unless you are ill or officially excused by the instructor as the result of participation in a university function. There are no “free cuts” permitted and there will be a penalty (as decided by the instructor) for not attending the class. If you attend fewer than 75% of the scheduled class meetings, you will not receive credit for the course. Any student arriving late for class or leaving early from class will be counted as absent from that class period. This policy is in your best interest, since attendance is essential for understanding some of the complex reasoning processes covered in this course which is critical for doing well in this class. In the case of unavoidable absences, you are responsible for making up the work done in class. It is not the instructor’s responsibility to provide the student with that information outside of class. It is your responsibility to obtain any missed information or handouts given in class from a classmate and you should exchange phone numbers or e-mail addresses with other students in the class to better facilitate note sharing, etc. No companions, friends, family, or pets are permitted in class.

**Methods of Communicating:** You should submit all written work to the instructor in class in hard copy. You can also ask questions and ask for clarification by email, in class, or by visiting the instructor by appointment at his/her office. Students are not permitted to discuss grades with the instructor via email, only in-person.

**Method of Instruction:** The course may consist of a combination of lectures, discussion, guest speakers, site visits, videos, presentations by industry professionals, labs, and teamwork.

**Readings, Preparation and Participation:** The reading assignments, problems cases and discussion forums are an integral element of the course. Students are expected to complete readings and other assigned work prior to each class, in order to fully participate in the discussion. Learning is approached as a participatory process, which benefits from student/teacher and student/student interaction. The lectures may not explicitly follow the assigned book reading, but are designed to bring together diverse information from various sources.

**Field Trips:** Field trips visits are mandatory and are meant as an enrichment experience. Field trip locations will be announced prior to the scheduled visit.  It is the student’s responsibility to wear hard-toed shoes, hard hats, protective eye cover (on certain sites) and long trousers/slacks during the field trip. Students are required to fill out and sign the Georgia Tech’s “Release and Waiver of Liability” form, as well as any other forms required by the company whose site is being visited.

**Laptop/Handheld Computer Use:** Laptop/handheld computers may be used in class to take notes ONLY, but not for other purposes, such as e-mail, Web site searches, chat, or other personal uses. Students using computers during class for work not related to that class must leave the classroom for the remainder of the class period. Abuse of this policy will result in the prohibition of laptop use by this student.

**Cell Phones:** All communication devices must be turned off in the classroom. The use of cell phones, beepers, or other communication devices is disruptive, and is therefore prohibited during class. No personal listening devices or personal transportation devices are permitted.

**Make-up Exams:** There will be no make-up exams under any circumstances, except medical reasons. Provide your instructor with a letter from your medical doctor to schedule a make-up exam.

**Food and Drink in the Classroom:** Students are not allowed to bring food or drinks into classroom unless approved by the instructor.

**Class Discussions:** Your active and productive participation in class discussions is encouraged. Various viewpoints and opinions are encouraged and welcome. Questioning the ideas of others, including the instructor, is similarly welcome. However, the instructor will exercise his/her responsibility to manage the discussions so that ideas and argument can proceed in an orderly fashion. If your conduct during class discussions seriously disrupts the atmosphere of mutual respect, you will not be permitted to participate further.

**Instructor’s Absence or Tardiness:** If the instructor is late in arriving to class, you must wait a full 20 minutes after the start of class before you may leave without being counted absent, or you must follow any written instructions the instructor may give you about an anticipated absence or tardiness.

**Plagiarism:** Students are expected to do their own work in this course. To use another writer’s or speaker’s ideas without giving proper credit by means of standard documentation is plagiarism. All course papers, notes, homework, and projects submitted to the instructor are subject to textual similarity review for the detection of plagiarism. All submitted papers will be included as source documents in the reference database for the purpose of detecting plagiarism of such papers. The instructor will follow the Institute’s policy for plagiarism.

**Academic Misconduct/Honor Code:** Georgia Tech aims to cultivate a community based on trust, academic integrity, and honor. Students in this course are responsible for behaving in accordance with the Georgia Tech Academic Honor Code.

*Please review:* [*www.policylibrary.gatech.edu/student-affairs/academic-honor-code*](http://www.policylibrary.gatech.edu/student-affairs/academic-honor-code) *.*

**Disabilities:** Students with disabilities requiring special accommodations should contact the Office of Disability Services to ensure appropriate arrangements.

*Please see:* [*www.disabilityservices.gatech.edu/content/accomodations-1*](http://www.disabilityservices.gatech.edu/content/accomodations-1) *.*

**Computer Specifications:** For information on computer specifications to meet Georgia Tech standards, visit [www.coa.gatech.edu/computing/comp\_specs.htm](http://www.coa.gatech.edu/computing/comp_specs.htm). Internet access is required for this course, as is an email account for communication with the instructor.

**Policy Changes:** Information contained in the course syllabus, other than the grade and absence policies, may be subject to change with reasonable advance notice, as deemed appropriate by the instructor.

**Supplemental Policies:**

The following supplemental policies (if any) will supersede the previous policies listed above, at the discretion of the instructor.

**Notes from Class Discussions:** Each student is responsible for taking notes during class discussions. The notes from this class will not be published or available in any other format. Information from class discussions will be included on quizzes and exams, therefore, it is the responsibility of the student to obtain the notes from a classmate for any missed classes.