



IREM Institute of Real Estate Management

COURSE LEARNING OBJECTIVES

Ethics for the Real Estate Manager (ETH800)

Lesson 1: Getting Started

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

Lesson 2: Introduction to Ethics

- Define the concept of Ethics, and its relationship to morality and the law
- Explain the history of IREM
- Understand 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

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

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 and Exam

Ready to register for this course? Visit www.irem.org and click "Course Schedules" to see the offerings in your area.

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