



# **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 IREM Code of Professional Ethics

#### **Lesson 2: Introduction to Ethics**

- Define the concept of Ethics and its relationship to morality and the law
- Relate the importance of ethical practices to the history of IREM
- Explain 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**

- Explain 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
- Understand how to take the post-course online exam