

Title	Ethical practices in Nevada Real Estate
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Time	Unit Title	Section	Learning Objectives
20 15	Definitions as extracted from the Code of Ethics	Definitions	<ul style="list-style-type: none"> • Discussion based on the specific definitions of terms while noting their ethical implications • Discuss the subjective nature of many terms used within the COE • List the specific terms that are of said general nature.
20	The NAR Code of Ethics	Ethical Duties to Clients	<ul style="list-style-type: none"> • Review the Code of Ethics and Standards of Practice • Understand Duties to Clients and Customers specifically Article 1 Standard of Practice 1-1 thru 9-2
15	The NAR Code of Ethics 2	Reading Assignment Duties to the public	<ul style="list-style-type: none"> • Read Duties to the Public specifically Article 10 Standard of Practice 10-1 thru 14-4 • Review and discuss standard of practice 10-1 as it pertains to public • Discuss SOP10-3 wherein Fair Housing law supersedes said practice
20	The NAR Code of Ethics 3	Duties to other Realtors	<ul style="list-style-type: none"> • Read and understand Duties to Realtors specifically Article 15 Standard of Practice 15-1 thru 17-5 • Discuss items 15-2 and 15-3 as they relate to slander, liable and defamation
20	Review and Assessment	Written Assessment of COE	<ul style="list-style-type: none"> • Examine the Review and Assessment provided • Compare each section with the Codes to fully understand meanings • Use the written assessment to further investigate specific sections that were not understood as a class when the lecture was provided in the aforementioned sections
15	Case Example 1 assessment	Written Case 1	<ul style="list-style-type: none"> • Review the specifics of the case • Identify how the licensee could have handled the situation differently
15	Case Example 2 assessment	Written Case 2 - 4	<ul style="list-style-type: none"> • Review the specifics of the cases • Identify how the cases are similar and how the licensee in both instances could have performed in a more ethical standard
20	Case Example 3 assessment	Written Case 5 - 8	<ul style="list-style-type: none"> • Review the specifics of the cases • Identify how the cases are similar and how the licensee in all instances could have performed in a more ethical standard
20	Nevada Law	Reading Assignment	<ul style="list-style-type: none"> • Understand the importance of common ethical conduct relative to Nevada law • Examine and discuss NRS as it relates to licensee ethical conduct • Specifically NRS 645.050, NAC 645.525
3 Hrs	Total Time		
180	Total Minutes		