



# Law of Agency Syllabus

**Course Hours:** 30

**Instructional Mode:** Distance Education

## Textbooks / Learning Resources

- *Texas Law of Agency*, online text
- *Texas Real Estate License Act*
- *Rules of the Texas Real Estate Commission*
- *NAR Code of Ethics*

## Contact Information

**Help Ticket:** [www.alliedschools.com/support.shtml](http://www.alliedschools.com/support.shtml)

**Instructional Support Toll Free:** 888-751-2303

**Student Services Toll Free:** 888-925-4282

**International:** 949-707-5044

**Fax:** 800-898-9188

**Hours:** Monday - Friday, 7:00 a.m. to 6:00 p.m. PST

## Course Description

This course describes the types of agency relationships that are formed between real estate brokers and the clients—sellers, buyers, owners, and tenants. It clarifies the duties that agents owe their clients and the obligations that agents have to customers and the public. The ways that agency relationships may be created and terminated are discussed. In addition to the agent-client relationship created with sellers and buyers, a general agency relationship is created between brokers and their sales associates. Typically, sales associates act as independent contractors for their sponsoring real estate brokers under written agreements. Agency law is based on ethical and moral concepts, so these are compared and contrasted, because an agent may actually be acting within the law but still not be acting ethically. Because agency relationships are such an integral part of real estate brokerage, they are often the basis for misunderstandings that lead to reprimands, fines, and/or loss of license. To avoid disciplinary action, license holders must follow agency law.

## Course Objectives

After completing this course, you will be able to:

1. Indicate the sources of agency law and distinguish between agents, clients, and customers.
2. Identify the parties in an agency relationship and recall the agent's authority and fiduciary duties to clients.
3. Recognize non-fiduciary duties and the obligations that real estate agents have to customers.
4. Recognize the ways that agency relationships are created and terminated.
5. Recall how agency relationships are disclosed.
6. Clarify the advantages and disadvantages of seller agency, identify listing agreements, and indicate disclosure issues.
7. Clarify the advantages and disadvantages of buyer agency, identify buyer representation agreements, and indicate disclosure issues.
8. Recall the purpose of intermediary brokerage, the procedures for its creation, and its advantages and disadvantages.
9. Recognize various real estate employment situations, the laws pertaining to them, and how commissions are shared based on the relationships established among brokers and their agents.
10. Recall the codes, laws, and rules that Texas real estate license holders must know and follow.
11. Recall the purpose of DTPA and designate specific violations, statutory defenses, and statutory damages.
12. Recall everyday best practices and strategies a real estate agent can employ to avoid, reduce, or transfer risk.



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## Grading/Evaluation Policy

Performance is measured by successful completion of online lesson exercises, quizzes, and examinations. To successfully complete this course, students must complete: 12 units including all reading and exercises, and successfully pass 12 Unit Exams, 4 Case Studies, and a Final Exam. A minimum passing score of 100% is required on all unit exams and case studies. Assignments with scores below the required minimum must be retaken until the score meets or exceeds the requirement.

## Course Outline and Grading Criteria

<i>Unit Title</i>	<i>Minutes</i>	<i>Assignment Title</i>	<i>Points Possible</i>	<i>Required to Pass</i>
1: Agency Concepts	130	Unit Exam Case Study	12 6	12 6
2: Agency Relationships: Working for Clients	125	Unit Exam Case Study	15 6	15 6
3: Disclosure Obligations: Working with Customers	125	Unit Exam	18	18
4: Creating and Terminating Agency Relationships	85	Unit Exam	9	9
5: Clarifying Agency Relationships	45	Unit Exam	6	6
6: Seller Agency Representation	120	Unit Exam	15	15
7: Buyer Agency Representation	150	Unit Exam	21	21
8: Intermediary Brokerage	165	Unit Exam Case Study	15 5	15 5
9: Employment Issues	120	Unit Exam	18	18
10: Agency, Ethics, and the Law	155	Unit Exam Case Study	15 6	15 5
11: Deceptive Trade Practices & Consumer Protection Act	140	Unit Exam	15	15
12: Everyday Practice and Risk Management	140	Unit Exam	15	15
Final Exam		Multiple-Choice	60	42
<b>Total</b>	<b>1500</b>		<b>257</b>	<b>238</b>

## Student Integrity and Academic Honesty Policy

Allied Schools strives to encourage a spirit of honesty and integrity. This policy was created to foster a climate that promotes the most stringent academic standards. Violations of this policy will be dealt with using fair and consistent methods. Committing one or more of the following actions is considered unacceptable and constitutes a violation of this policy:

- Intentionally using or attempting to use unauthorized materials in any academic exercise;
- Intentionally aiding or attempting to aid another student to commit any act of academic dishonesty;
- Bribing or attempting to bribe, or making threats against any individual, with the intention of affecting a grade or an evaluation of academic performance;
- Falsifying any documents;
- Accessing the institution's computer systems or files without proper authorization.