

# **Ethics: The Canons and The Code**

3 Hours (180 minutes)

## **Course Outline**

This course covers the Ohio Canons of Ethics for the Real Estate Industry, the Ohio Revised Code focusing on Disciplinary Actions and Investigating Complaints, and the National Association of REALTORS® Code of Ethics. The course covers the Code of Ethics Preamble, Articles 1, 2, 3, 9, 10, 11, 12, and 15 as well as additional topics including business ethics, professional conduct, courtesies, business etiquette, case studies, and enforcement procedures.

To ensure learning objectives are met and comprehension of material, there will be quizzes at the end of every section, plus a final exam at the end of the course.

### **Section 1: (30 Minutes)**

**Learning Objective 1a:** Students shall be able to describe how the concept of business ethics applies to an agent's real estate practice

**Learning Objective 1b:** Students shall be able to differentiate between the Ohio Canons of Ethics and the NAR Code of Ethics

**Learning Objective 1c:** Students shall be able to explain the difference between a licensee and a REALTOR®

**Learning Objective 1d:** Students shall be able to list at least two concepts in the Preamble of the Code

### **Section 2: (26 Minutes)**

**Learning Objective 2a:** Students shall be able to classify their area of expertise and relate how Article 11 requires competence therein

**Section 3: (25 Minutes)**

**Learning Objective 3a:** Students shall be able to describe how honest and truthful advertising is required by Ohio law as well as Article 12 of the Code of Ethics.

**Learning Objective 3b:** Students shall be able to give an example of how advertising might be misleading

**Learning Objective 3c:** Students shall be able to articulate the requirements of Article 12 to be honest and truthful in their advertising

**Section 4: (33 Minutes)**

**Learning Objective 4a:** Students shall be able to propose ways to protect and promote the interest of their clients in accordance with Article 1

**Learning Objective 4b:** Students shall be able to describe disclosure requirements as required by Article 2

**Learning Objective 4c:** Students shall be able to identify how Article 3 requires cooperation with other brokers

**Learning Objective 4d:** Students shall be able to recall written contractual requirements under Article 9

**Section 5: (25 Minutes)**

**Learning Objective 5a:** Students shall be able to reflect on the importance of equal and nondiscriminatory professional services as provided by Article 10.

**Learning Objective 5b:** Students shall be able to explain how discriminatory statements made in their personal life may affect their professional life

**Learning Objective 5c:** Students shall be able to define public trust as provided by the Code of Ethics

**Section 6: (31 Minutes)**

**Learning Objective 6a:** Students shall be able to list examples of professional conduct, courtesy, and business etiquette.

**Learning Objective 6b:** Students shall be able to describe the procedures for handling ethics complaints

Final Exam 10 Minutes

Evaluation (5 Minutes)

**TOTAL = 185 Minutes**