Ethics and Professional Standards for Commercial and Real Estate Specialists

* Pre-Work Assignment

Prior to attending this workshop, the participants are expected to review the following materials prior to this course:

- Read “The Challenge of Real Estate Professionalism” by Ronald Green
- Consider the following questions based on Dr. Green’s article:
  - What is Dr. Green's definition of “a professional”?
  - Describe what Dr. Green means when he says that “…coping with this inherent set of conflicts is ethically the most stressful aspect of their (real estate professionals) work.”
  - On page 4 of his article, Dr. Green states: “I know of no other professional field so vulnerable to bias and personal interest in one of its core professional activities.” Explain what he means by this and how you personally deal with this “bias” and “personal interest.”
  - On page 5, Dr. Green writes: “…declining any assignment which makes the fee contingent on the substance of the advice given …is a solid response to the problem.” Do you agree? What is your reasoning?
- Review the 16 Principles from the Code of Ethical Principles and Standards of Professional Practice
- Provide an example (either a violation of, or, a noteworthy living out of) the Principle assigned to you. (You will be asked to provide your example during the workshop for group discussion. Each participant will be assigned a different Principle to ensure that all 16 Principles are covered.)