

**Supplement and Final Exam Answer Grid—The Real Estate Instructor
at Troublesome Creek Realty**

Course Fee: \$79 6 Hours Instructor Development Workshop Credit/ 6 hours Elective CE Credit

Name (PRINT) _____ E-Mail Address _____

Address _____ City _____ State _____ ZIP _____

Phone # () — — — - — — — I began this course on: (date) _____

(please complete course within 6 months of starting)

Course Content:

- Supplement and Final Exam Answer Grid (11 pages—**you must print these 11 pages from your printer**)
- ”Answers” to the Supplement (1 page— printing *optional*)
- Final Examination (8 pages— printing *optional*)
- Study Manual (32 pages—printing *optional*)

INSTRUCTIONS

1. You **must** print the Supplement and Final Exam Answer Grid from your computer printer. (11 pages total)
2. Read Chapter #1 of the Course Study Manual.
3. Answer the Chapter #1 Questions contained in the Supplement. Your handwriting must be legible. (Check your answers to the Supplement —see **Course Contents**, above.)
4. Locate the Final Examination. Answer the Final Exam questions (usually 10 questions for each chapter of the Study Manual). This is an open-book final exam. Explore the Study Manual to discover the answers to the Final Examination. Place your answers on the Final Exam Answer Grid.
5. Repeat steps 2-4 for each Chapter of the Study Manual
6. Mail the Supplement and Final Exam Answer Grid _____, plus Course Fee of \$79 to: IA Real Estate Seminars, Box 1523, Waterloo Iowa 50704 Taking several courses? Mail all course Supplements together for grading.

**No photocopies permitted.
Your answers must be original ink
And/or pencil.**

Introduction and Chapter #1 Supplement Questions

Note: Answers to these Supplement Questions are found on page #11 of this Supplement

1. There is a notion that adult students do not learn any information during the first 45 minutes of a real estate seminar. Regardless whether this statement is correct, it may be a good idea for the instructor to be prepared to help all students learn from the first moments of the class.

A. True. B. False.

2. The purpose of real estate continuing education is:

- A. Advancement of degree granting institutions.
- B. Consumer protection.
- C. Job creation for former public school teachers.
- D. A change of pace compared to being at the office the entire day.

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3. The student is rushed to get to the seminar on time. She knows the seminar starts at 8am and that there are no excuses for being late. Her license expires at the end of the year and this is the last educational opportunity available in the area. What impact could this make on her ability to begin learning during the first moments of the seminar? (write your answer below)

4. There are numerous ways to get the seminar started. Which of the following ways do you prefer?

(circle one of the answers below; there are no incorrect answers.)

- A. Machine gun speaking style using fast words and phrases!
- B. The slow, contemplative speaking style compared to a steam locomotive slowly getting started.
- C. Funny story or provocative questions style; much like we were taught in high school or college speech class.
- D. Write your own!:

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5. ABC Realty has hired you to present state approved continuing education for their agents. To save costs they have made their meeting room available for your use. This is appealing as the conference rooms at the local hotel are very expensive. After studying this course, for what reason or reasons might you favor the expensive hotel compared to the free classroom space at ABC Realty. (Write your answer below)

6. During the first minutes of the seminar you take time to carefully explain class attendance rules. These rules require a five or seven minute period of time. Seconds, literally seconds, after you finish explaining the rules a student walks into class late. Supposing that you will make up time with this student, what might you have done differently? (write your answer below)

7. You have had opportunity to read various strategies for complying with mandatory classroom attendance. In the space below, #1 briefly describe a method for maintaining classroom attendance detailed in your student manual OR #2 create or describe your own method for complying with mandatory attendance rules.

Chapter #2 Supplement Questions

Note: Answers to these Supplement Questions are found on page #11 of this Supplement

1. The author of this program has labeled the following classroom features as not being conducive to good learning. Behind each category *mark* agree or disagree as to your opinion. Because this is your opinion, no answer is incorrect. (circle agree or disagree below)

- Hard surface floors; smooth plastered ceilings. (Agree or Disagree)
- Recessed canister ceiling light fixtures with floodlight bulbs. (Agree or Disagree)
- Restrooms with access from inside the meeting room. (Agree or Disagree)
- Patterned wallpaper on all walls. (Agree or Disagree)

- Long narrow meeting rooms. (Agree or Disagree)
- Low ceilings. (Agree or Disagree)
- Hard plastic chairs without seat cushions. (Agree or Disagree)
- Ceiling pull-down projection screen positioned front and center in the room. (Agree or Disagree)
- Vertical ceiling support poles in the middle of the room. (Agree or Disagree)
- Electrical outlets on only one wall. (Agree or Disagree)
- Windows on the south, east and west side of the classroom. (Agree or Disagree)
- Flimsy dividing curtain partitions between the classroom and the mechanical room.
(Agree or Disagree)
- Heating/air conditioning appliances located on the roof of the conference room.
(Agree or Disagree)
- Heating vents, air conditioning vents, fresh air vents blowing directly onto the student seating area.
(Agree or Disagree)

2. Answer A. or B. below:

- A. If you are an experienced instructor, describe a bad situation caused by a classroom feature or deficiency. (write your brief answer below)

-- OR--

- B. If you are not an experienced instructor, describe a bad situation you experienced as a student resulting from a classroom feature or deficiency. (write your brief answer below)

3. Which of the following are good reasons for visiting your seminar room before reserving the room?
- A. Restrooms; you want to make certain the restrooms are sufficient for the number of anticipated students.
 - B. Parking areas; you want to make certain the parking area has sufficient space for parking including handicap parking.
 - C. Access; you want to make certain that access is sufficient for students with handicaps plus ease of access for your equipment and instructional hand-outs.
 - D. All of the above are good reasons for visiting your seminar room before reserving it.

Chapter #3 Supplement Questions

Note: Answers to these Supplement Questions are found on page #11 of this Supplement

1. According to the author, there is a perception that salespersons go into teaching real estate because they are not good real estate salespersons. A. True. B. False.
2. A teacher must sell her students on the benefits of knowing:
 - A. The law.
 - B. License law.

- C. Consumer protection law.
- D. All of the Above, according to the author.

3. Good teachers must be good salespersons to themselves. They must sell themselves on diligent seminar preparation. A. True. B. False.

4. All adults love to fully complete take-home assignments.
A. True. B. False.

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5. The agent loves to spend time outside of class completing assignments. He spends hours completing diligent research and scores the top score on course final exams. As the instructor, and knowing that you must be a good salesperson, of what information might you need to persuade this salesperson? (write your answer below)

6. Which personality type listed below may need extra encouragement to study outside the classroom?
- A. The melancholy personality who enjoys analyzing income property Annual Property Operating Data pro formas.
 - B. The phlegmatic personality who enjoys reconciling the monthly trust account bank statements.
 - C. The sanguine personality who is the life of the party and eschews detail work.
 - D. None of the above.

7. A salesperson wants to expand his business into IRS Section 1031 (a) Tax Deferred Exchanges. What advice is given in this program to help the salesperson accomplish this expansion? (Write your answer below)

8. The broker is teaching her company indoctrination course to new agents.
“Everything you learned in your pre-license course is behind you. You’ll never need that information again!” she says. Is it possible that her statement is true? (write your answer below)

9. Recall a difficult real estate transaction from your personal real estate career. Recall difficulties within the transaction. What information from your prelicense course did you use to resolve these difficulties? (write your answer below).

Chapter #4 Supplement Questions

Note: Answers to these Supplement Questions are found on page #11 of this Supplement

1. In your own words, describe a grandstander. (write your answer below)
2. Pertaining to grandstanders, what is meant by: “bump into the topic early”?
 - A. It means to bump heads with the grandstanders, knocking them unconscious thereby rendering them unable to communicate and grandstand.

- B. It means to bump into the car of the grandstander in a threatening way.
- C. It means to highlight this unacceptable behavior early in the seminar so that students may prepare themselves mentally.
- D. It means to bump fists like in an athletic event or during an athletic contest.

3. How might a "pregnant pause" help the instructor to obtain desired student behavior?
- A. This is a pause in the seminar for students to consider expanding their families. Having conceived of the family expansion, the instructor may now be more successful in teaching real estate.
 - B. The pregnant pause is not included in the student manual. I looked everywhere for it and it is not to be found.
 - C. The pregnant pause discussion has no relevance in teaching real estate courses.
 - D. The pregnant pause may allow students to hear themselves talking and comply with classroom protocol.

4. The student will not stop talking. You make eye contact with the student. You stare the student down and you refuse to blink while making eye contact. This description of your eye contact could be interpreted to be: (write your answer below)

5. A student confesses to having stomach flu. Your best course of action might be to remove them from the classroom and call a family member. A. True. B. False.

6. You have verbally described the rules for your classroom. A student is ignoring a certain rule. You decide to use Modern Machiavellian Business Management techniques. What does this mean?

- A. As the instructor, you never make an enemy.
- B. Have the student read Machiavelli's book, The Prince.
- C. Have the student escorted out of the classroom by the local sheriff.
- D. Have the student escorted out of the classroom by the local police and the sheriff.

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7. The Seasoned Pro is challenging your information. Which of the following steps from your student manual would you consider to be most useful when dealing with such a person? (Circle four of the following which you consider most useful in this situation; no answer is right or wrong)

- 1) Ask the student why they believe a certain statement to be false.
- 2) Clarify the student's objection.
- 3) Ask other students to restate this student's objection.
- 4) Ask the student if they have any authority for their position. (Court case? Attorney opinion?)
- 5) Ask the student if they are familiar with any transactions that may explain their skepticism.
- 6) Ask the student if they know of any exceptions to the general principle being discussed.
- 7) Ask the student to speak with their lawyer; report back to the class after the break or the following day.
- 8) If you, the instructor, are proven to be wrong, make corrected statements with apology.

8. It is your first time teaching a real estate seminar. You fear having students in class who might be skeptical of your information. What benefits might the skeptic bring to your class? (write two benefits below)

Chapter 5 Supplement Questions

Note: Answers to these Supplement Questions are found on page #11 of this Supplement

1. Write a one word definition for spontaneity. (write your answer below)
2. If the human mind is able to create mental images of extreme complexity, how can an instructor use this to her advantage?
 - A. If an instructor has no technology (video presenter, power point, etc.) the instructor is still able to create very vivid and graphic images for the students using word pictures.
 - B. All technology has broken down and the power has failed. The instructor is still able to portray great mental images.
 - C. The instructor's technology has been lost at the airport or has been locked in the trunk of the instructor's car or the key to the car locks has broken, etc. The instructor is still able to portray great visual images into the mind of the student.
 - D. All of the above can be used to the advantage of the instructor.
3. This course teaches that the best teaching technology is that which allows the instructor to be most spontaneous. A. True. B. False.
4. You are teaching a class of students studying to obtain their real estate salesperson license. Because of the vast amount of material which must be covered, uninterrupted lecture may be the best presentation method. A. True. B. False.

5. Fill in the table below with your personal opinion regarding various teaching technologies. (no answer is incorrect)

Type of Technology	I already use.	I will never use.	This tech is too complex	This tech is too heavy for me to carry	I don't like it. I will never use it.	I want to use this in the future	I never knew this was available	I formerly used this tech but will not use it anymore.
Overhead projector								
Fiber Optic Network								
Chalk Board White Board								
Flip Chart								
Video Presenter								
Power Point Lap Top PC								
Smart Phone with other tech								
micro-phones								
Webinar								
Other (write your own)								

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6. The following list consists of advantages of various teaching technologies. In your opinion, list 5 advantages which are non-negotiables for your teaching style (or what you hope will be your teaching style). (place a check-mark in front of each of your selections below; no answer is incorrect).

- ☐ Allows for good teacher- student eye contact.
- ☐ Allows the instructor to be spontaneous and flexible.
- ☐ Allows ease of use.
- ☐ Is readily available.
- ☐ Doesn't require the instructor to constantly turn his back toward the audience.
- ☐ Doesn't require classroom lights to be dimmed.
- ☐ Doesn't physically block student vision.
- ☐ Isn't noisy and doesn't cause white noise.
- ☐ Is easy to repair or replace.
- ☐ Allows for good presentations.
- ☐ Is reliable with few breakdowns.
- ☐ Is light weight and portable.

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Chapter #6 Supplement Questions

Note: Answers to these Supplement Questions are found on page #11 of this Supplement

1. Think back over your own teaching career or that of a different real estate educator. Do you recall repeated words or phrases which may have distracted students? (write "yes" or "no" below)
2. Varying the stimuli. Below each "bold" statement, circle appropriate words which indicate your present and/or future desire to vary the teaching stimuli.

Move from behind the lectern; deliver my presentation from different locations within the room.

⇒ I use this often; I don't use; I (want/ don't want) to use this in the future.

Point to a word or sentence on the projection screen but be careful to not read it.

⇒ I use this often; I don't use; I (want/ don't want) to use this in the future.

Pauses.

⇒ I use this often; I don't use; I (want/ don't want) to use this in the future.

Use different presentation technologies throughout your presentation.

⇒ I use this often; I don't use; I (want/ don't want) to use this in the future

Allow students to make presentations.

⇒ I use this often; I don't use; I (want/ don't want) to use this in the future.

Perform a mock trial.

⇒ I use this often; I don't use; I (want/ don't want) to use this in the future.

Use objects as lessons.

⇒ I use this often; I don't use; I (want/ don't want) to use this in the future.

3. You are wanting to use objects as lessons. What objects located in your house, garage or office might be good objects to use as lessons. (list two objects below)
4. You have just asked for class participation on a certain topic. No one responded! What might you do to improve class participation? (write your answer below)
5. What type of pause combines a bated breath and silence?
- A. The laughing pause.
 - B. The pregnant pause.
 - C. The bated breath pause.
 - D. The exasperation pause.
6. "Safe" jokes can result in the appropriate use of humor. Safe jokes pertain to the subject being studied such as calling "party walls" the walls you pound on when the neighbors are having a party.
- A. True. B. False.
7. Regarding the use of humor in the classroom, only the most skilled instructors are able to use humor in an appropriate way. A. Probably true. B. Probably false.

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Student Evaluation

Please take a few moments and let us know what you think of this program. Thank You for your comments!!

Here is what I liked about this program:

The stronger aspects of this program include:

Here is what I did not like about this program:

The weaker aspects of this program include:

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Answer Sheet—Final Exam

Real Estate Instructor at Troublesome Creek Realty

Instructions:

#1 Locate the Final Examination. It is just before the Study Manual.

#2 Answer the questions to the final examination. Read the Study Manual to help you answer the Final Examination questions.

#3 Mark your answers to the Final Examination on the Answer Grid below.

You must score 48 questions correct (80%) to pass.

Some questions may have less than four possible answers.

The Final Exam questions may have changed since the last printing of this course.

No photocopies permitted.
Your answers must be original ink
And/or pencil.

	A	B	C	D		A	B	C	D		A	B	C	D		A	B	C	D
1.	0	0			16.	0	0	0	0	31.	0	0	0	0	46.	0	0	0	0
2.	0	0	0	0	17.	0	0	0	0	32.	0	0	0	0	47.	0	0	0	0
3.	0	0	0	0	18.	0	0	0	0	33.	0	0	0	0	48.	0	0	0	0
4.	0	0	0	0	19.	0	0			34.	0	0	0	0	49.	0	0	0	0
5.	0	0			20.	0	0	0	0	35.	0	0	0	0	50.	0	0	0	0
6.	0	0			21.	0	0	0	0	36.	0	0	0	0	51.	0	0	0	0
7.	0	0	0	0	22.	0	0	0	0	37.	0	0			52.	0	0	0	0
8.	0	0	0	0	23.	0	0	0	0	38.	0	0	0	0	53.	0	0	0	0
9.	0	0	0	0	24.	0	0			39.	0	0	0	0	54.	0	0	0	0
10.	0	0	0	0	25.	0	0	0	0	40.	0	0	0	0	55.	0	0	0	0
11.	0	0	0	0	26.	0	0	0	0	41.	0	0	0	0	56.	0	0	0	0
12.	0	0	0	0	27.	0	0	0	0	42.	0	0	0	0	57.	0	0	0	0
13.	0	0	0	0	28.	0	0			43.	0	0	0	0	58.	0	0	0	0
14.	0	0	0	0	29.	0	0	0	0	44.	0	0			59.	0	0	0	0
15.	0	0	0	0	30.	0	0	0	0	45.	0	0	0	0	60.	0	0	0	0

Acknowledgment: I have completed this course and final examination by myself and am solely responsible for all answers found on this Supplement and Final Exam answer grid. If I received help completing this course, I participated in every detail of its completion.

(Signature and phone number)

Return this Supplement and Final Exam answer grid plus Course Fee of \$79 to:
Iowa Real Estate Seminars
Box 1523, Waterloo, Iowa 50704

Are you completing more than one course? Help us by returning all completed courses together for grading and continuing education certificates. Certificates will be sent to you by First Class Mail. Thank You!

Answers to the Supplement

Real Estate Instructor Troublesome Creek Realty

Chapter #1 Answers. 1. A. 2. B.

3. These circumstances make it difficult for students to learn during the first moments of class.
4. (on your own; no right or wrong answer)
5. The Hotel doesn't have all the distractions which are at the office.
6. Wait to go through the rules until all students have had opportunity to arrive.
7. #1 class monitor, go thru rules, make a big deal about finding missing students, earn an early release time. Or #2 -on your own.—

Chapter #2 Supplement Answers

1. On your own. 2. On your own. 3. D.

Some students print this page to help check their answers to the Supplement

Chapter #3 Supplement Answers

1. A. 2. D. 3. A. 4. B.
5. he needs to become more social; he needs to be convinced of the benefits of market place prospecting.
6. C.
7. He must take time to memorize IRS statute 1031 (a)
8. Yes, if all the agents' transactions are trouble-free.
9. On your own.

Chapter #4 Supplement Answers

1. On your own. 2. C. 3. D.
4. Mad-dogging or harassment.
5. A. 6. A.
7. Your choice; circle 4 items.
8. Skeptics can invigorate a boring class; sleeping students wake up!

Chapter #5 Supplement Answers

1. flexibility 2. D. 3. A. 4. A.
5. On your own.
6. On your own; any 5 items.

Chapter #6 Supplement Answers

1. On your own. 2. On your own. 3. On your own. 4. Ask the question of the class. Ask your students to turn to another student and give their answer. Now ask the same question of the entire class. 5. C. 6. A. 7. A.

Final Exam

Real Estate Instructor at Troublesome Creek Realty

Answer the following questions.

Transfer your answers to the Answer Sheet found on the last page of the Supplement.

Do NOT return this Final Exam booklet.

This Final Examination is open-book.

You may use your student manual to answer the following questions.

1. The study of teaching adults is probably called:

- A. Pedagogy. B. Andragogy.

2. The probable purpose of real estate education is:

- A. Teaching beginning salespersons how to market a home.
B. Teaching seasoned pros how to show a home.
C. Consumer protection.
D. Teaching all licensees the finer art of home "flipping."



3. Which is (are) True?

- A. All students begin absorbing the learning objectives of all real estate seminars during the first moment of the first hour of the real estate seminar.
B. There is nothing you can do. The first 45 minutes of the real estate class is a vast wasteland. You should have told all of your students to arrive late.
C. Understanding that some students may not begin the learning process from the first moments of the seminar, instructors should be extremely careful how they begin their presentation.
D. Students either have it or they don't. Some students will learn and some won't. No matter what you do or how you teach, the instructor really doesn't make any differences in the ability of the student to absorb information.

4. Invisible aspects of real estate includes:

- A. buildings and land. B. brick and mortar. C. air space and surface minerals. D. easements and lateral support.

5. You might use a different "starting style" for your seminar if your presentation will only last 15 minutes.

- A. True B. False

6. You might use a different "starting style" for your seminar if your presentation was preceded by another instructor and the students are already focused on the topic.

- A. True B. False

7. Knowing how to begin the seminar is important. To establish my best method of beginning the seminar, I should:

- A. Experiment with different styles.
B. Always use a loud voice and a rapid machinegun rate of speaking.
C. Always use the slow, contemplative approach.
D. Always use the Toast Masters' handbook of well crafted jokes.

8. Instead of explaining classroom rules during the first few minutes of class, which procedure mentioned in your manual might save the instructor's energy and reduce redundancy?

- A. Tell the students to read your mind about classroom rules. At this stage of the game they should be experts at reading minds. If they read your mind then you can save your breath and energy from explaining the rules.
B. Place classroom rules on-line. Once posted on-line, constructive notice is given to the entire world regarding your classroom rules.

- C. Place classroom rules on student name tents; assuming they put their name on a name tent, they read the rules.
 - D. Assuming you will make up time with tardy students, delay explaining classroom rules for at least 15 to 30 minutes.
9. The author of this program described a situation where all students arrived on time for class. After the first break, however, one student was missing. What action did the author take which had positive results at getting all students back from all breaks on time?
- A. The author gave everyone a certificate except the one missing student. The author could not make up time with the delinquent student as the author had to catch a plane for spring break vacation.
 - B. The author gave everyone a certificate except the one missing student. The author refused to make up time with that delinquent student.
 - C. The author made a big deal of the fact that class could not resume until all students were in attendance. He left the classroom to find the missing student. All students got the implications of the message he was conveying.
 - D. The author just let the student come in late. Everyone started to come back late after that. Everything fell to pieces, everyone started to yell and scream at each other, the National Guard was called in to rescue the author and the hotel cancelled the seminar. The author was able to catch his plane for spring break vacation but was the last one to check onto the plane.
10. Students are returning late to class from break. Which of the following phrases did the author describe as being helpful in complying with mandatory full time attendance rules?
- A. "If you are going to be in my class, grow-up! You've got to be an adult to be in my classes."
 - B. "I don't think that is going to work."
 - C. "How in the world did you make it through the birth canal? Did someone cut the wire between your brain and your feet?"
 - D. "What are you, some member of the witness protection program and you don't want anyone to see you attending this program?"
11. Students are returning late to class from break. Which of the following phrases did the author describe as being helpful in complying with mandatory full time attendance rules?
- A. "I don't know if I can promote your dilatory behavior. Face it Bud, either get with the program or just plain get!"
 - B. I don't know if I can help you being late back from break. What's wrong with your DNA gene pool?
 - C. "I don't know if I can meet your needs."
 - D. "How does it feel to be the poster child for Procrastinators Anonymous? I hope we never cross paths again."
12. Your classroom has windows on the south and west sides of the room. Seminars are ideal for this room for what time (s) of the day?
- A. Morning and early afternoon are great times for this classroom.
 - B. This classroom is suited for seminars during the afternoon and evening.
 - C. Late afternoon and early evening are best for this room configuration.
 - D. Window location is superfluous; just hold the class!
13. Hotel management has just turned off the air handler. What benefit might you have as the instructor?
- A. No benefit and no disadvantage; hotel management lacks the ability to manipulate the air handler.
 - B. The benefit is improved breathing conditions in the room.
 - C. The benefit may be less white noise.
 - D. The benefit is more white noise.
14. Clues regarding your ability to communicate, according to the author, may be found:
- A. By examining student critiques.
 - B. By watching your students' eyes and body language.
 - C. By watching students at the end of the day; if they leave your classroom in a rush, the class

was a success.

- D. By counting the number of lost completion certificates within 30 days of class dismissal.
15. The author of this program believes the most significant feature of any classroom is:
- A. Climate control.
 - B. Lighting.
 - C. Windows and natural daylight.
 - D. Hard surface floors, walls and ceilings.
16. It's a beautiful day! Some students are requesting moving the class sessions outside under a shade tree or near the lake. Why might some students be apprehensive about meeting outside?
- A. Some students have strong reactions to insect bites.
 - B. Some students have allergies.
 - C. Some students may be challenged by misstepping on the grass.
 - D. All of the above are reasons why some people are apprehensive about meeting outside.
17. A tornado has been cited near your hotel conference center. You do not know the direction to the emergency basement. The mistake you have made is:
- A. You should never reserve meeting room space in a hotel.
 - B. You should always check out the weather forecast at least one month in advance.
 - C. You should always inspect the meeting room plus emergency and fire safety plans before booking the meeting space.
 - D. You should never teach real estate courses in tornado alley; if you teach insurance courses, that is different because you can get insurance coverage for tornados.
18. Oopppss! There is only one restroom near the meeting room. The restroom is suitable for only one person at a time. Your seminar is scheduled for 6 hours. You have 30 students in attendance. There are no other meeting rooms available. Which of the following could be a practical and viable contingency plan?
- A. Ask the hotel to open up a suit/room near the meeting room.
 - B. Ask the students to limit their consumption of coffee but not orange juice.
 - C. Require students to rent a sleeping room at the same hotel. Ask them to share their restroom facilities with other students within the seminar.
 - D. Cancel the seminar.
19. It is impossible to predict all of the problems which may arise at your teaching location.
- A. True.
 - B. False.
20. In qualifying community colleges as seminar sites, the author of this course believes:
- A. Community colleges quickly cancel classes with the threat of bad weather.
 - B. Community colleges look forward to canceling classes.
 - C. Community colleges lack staff on weekends.
 - D. The author believes All of the Above about community colleges.
21. In comparing community colleges to hotels as seminar sites, the author of this course believes:
- A. Hotels are superior to community colleges as seminar sites.
 - B. Hotels thrive on bad weather; hotels don't cancel their services because of bad weather.
 - C. One of the authors best decision in his entire life was to eliminate community colleges as a possible seminar site.
 - D. The author believes All of the Above when comparing community colleges to hotels as seminar sites.
22. Regarding hotel staff, the author believes:
- A. All staff members at hotels are honest.
 - B. All staff members at hotels are scrupulous.
 - C. Some hotel staff members are mytholmaniacs,
- lie about furnaces that have not worked for

- years, fail to remember your meeting room reservation, double rent meeting room space and book the local judo club in the room adjacent your meeting room and during the same time.
- D. All staff members at hotels are careful.
23. Your student returns from break with a new loud and boisterous personality. What mistake did you possibly make?
- A. You made no mistake. This student just likes your seminar so well it has given him a new personality.
 - B. You forgot to tell your students to stay out of the bar located near your seminar room.
 - C. You made no mistake. The student has had this personality all his life.
 - D. You made no mistake. The student has met some old friends in the hotel lobby during the break.
24. It is proposed in this program that good teachers must also be good salespersons.
- A. True. B. False.
25. A teacher should sell her students on the benefits of knowing:
- A. The law. B. License law. C. Consumer protection law. D. All of the Preceding.
26. One of the most important "sales" that instructors must make is to convince the student to:
- A. Pay for the seminar.
 - B. Renew their license before the license expirations date.
 - C. Study outside the classroom.
 - D. Respect the instructor.
27. Instructors must be good salespersons to persuade students to:
- A. Memorize pertinent facts.
 - B. Memorize certain figures and math formulas.
 - C. Memorize certain definitions.
 - D. Memorize All of the above.
28. The salesperson possesses a very rich, melancholy personality. He analyzes finance trends and feasibility studies with ease. You may not need to encourage this salesperson to study outside the classroom. A. True. B. False.
29. The agent has just completed his pre-license training. When will the licensee need this information again?
- A. During difficulties within the transaction concerning easements.
 - B. During difficulties within the transaction concerning title problems and contract law.
 - C. During difficulties within the transaction concerning agency representations and fiduciary relationships.
 - D. During difficulties within the transaction concerning All of the above.
30. There is a property line dispute concerning the subject property. Which information listed below was included within your pre-license course which may be helpful to resolve some of these issues?
- A. Information about surveyors, legal descriptions, adverse possession, color of title, claim of title, good faith construction of encroachments.
 - B. Information about finance discount points.
 - C. Information about finance buy-downs.
 - D. Information about Fair Housing Laws and loan amortization.
31. Some brokers may prefer to hire a salesperson who completed pre-license training via distance learning because:
- A. Distance learning is generally less expensive.
 - B. Distance learning is generally more expensive.
 - C. Distance learning students demonstrate their ability to learn outside the classroom.
 - D. Distance learning uses technologies that brokers want salespersons to be able to use.

32. Which personality type listed below may need extra encouragement to study outside the classroom?
- The melancholy personality who enjoys analyzing income property Annual Property Operating Data pro forma.
 - The phlegmatic personality who enjoys reconciling the monthly trust account bank statements.
 - The sanguine personality who is the life of the party and eschews detail work.
 - None of the above.
33. The broker has just informed the new real estate agent that, "You can forget all the pre-license training you have just learned." The broker is really saying:
- Just that! "Forget all the laws and regulations. Those laws and regulations won't help you sell any properties!"
 - "You learned a lot of theory during your pre-license course. I now want to teach you the practical aspects of placing the property on the market and how to host an open house and how to publish your new listing to the company web site. We may need all of those theories some time down the line but we want to focus on other things for now."
 - "Just for the time being, let's place all of your pre-license training aside and let me teach you the practical aspects of the real estate business. Once we get the seller's property under contract, we will again need some of the principles of real estate and the legal theories you studied in your pre-license program to get the property closed."
 - B. & C. above
34. A student monopolizes classroom discussions. This person is probably a:
- Top producer.
 - Very well informed person.
 - Grandstander.
 - Bench sitter.
35. The author of this program has described a technique for dealing with grandstanders. Which answer below best describes that technique?
- Congratulate the grandstander for his participation.
 - Tell the class that (the grandstander) will be "retired" from class participation for a few moments while others share their opinions.
 - After all other persons have had opportunity to respond to the question, situation, etc., bring the grandstander back into the discussion for his opinion.
 - All of the Above describe the suggested technique regarding grandstanders.
36. How might a "pregnant pause" help the instructor to obtain the desired student behavior?
- The pregnant pause may allow students to hear themselves talking and comply with classroom protocol.
 - The pregnant pause is not included in the student manual. I looked everywhere for it and it is not to be found.
 - The pregnant pause discussion has no relevance in teaching real estate courses.
 - This is a pause in the seminar for students to consider enlarging their families. Having considered the family expansion, the instructor can now be more successful in teaching real estate.
37. A student is talking during your presentation. They aren't talking overly loud and they are not obnoxious. This student just doesn't realize that their talking is upsetting to other students and may be interfering with your presentation. You make eye contact with this student. You must be careful with your eye contact as it could be interpreted as harassment or mad-dogging.
- True.
 - False.
38. The chief justice of the United State Supreme Court stopped representatives and senators from chatting by:
- Beginning impeachment proceedings against these rude talkers.
 - Telling them to take their conversation to the lobby.
 - Telling them to keep talking.
 - Telling funny jokes and embarrassing stories about those who continued to talk.
39. You have just greeted a student at the beginning of your program. This student has certain strong odors (strong deodorant, strong powder, alcohol breath, etc.) Which statement below suggests an ac-

tion mentioned in this course?

- A. The strong odors described in this question just happen to be the smell of money. This student is a farm property manager. The student has just come from a barnyard and some of those smells are still on his shoes. Everyone knows the smell of money! No problem here!
 - B. Provide additional seating in the room and announce options for students to adjust their seating for more effective learning.
 - C. Go face to face with the student. Vis a vis; compare them to other students and their personal hygiene. Tell them to go and eliminate their smells.
 - D. Ignore the situation.
40. A student is reading the newspaper during class.
- A. Tell them to leave and never come back.
 - B. Use personal attacks against all students reading newspapers.
 - C. Accept the personal challenge to make the seminar so interesting that they replace the newspaper with the student manual.
 - D. Provide them with additional newspapers from various publishing houses. Also have an inventory of thick, paper back romance novels. If they get done with the newspapers, and time remains in the class, they will be happy to read other non-class related materials.
41. The author of this program has certain feelings about the "Skeptic" student. Which answer below most closely describes his feelings?
- A. Skeptics are the ruination of any good real estate program. Get them out of the classroom and tell them to never return.
 - B. Skeptics bring excitement to the classroom. Everyone starts to pay attention!
 - C. Skeptics have a place in life. Lock-em-Up!
 - D. Skeptics are neodarwinian missing links to the Pilt Down Man and for certain, Nebraska Man. They are freaks! Get them out of the classroom!
42. The student has been in the real estate business for a month. He shows up at your class and informs you that your information is misguided. Is there any value in having this new, hot-shot-know-it-all in your classroom?
- A. Probably. His presence in the classroom will spark interest from other students.
 - B. Probably not. I wouldn't let him participate in any classroom discussion until his experience covers a period of six months.
 - C. Probably. He lacks experience and some of his comments will reflect this. However, other students will key in on what he is saying and their interest piqued and other interesting questions may be provoked from his comments.
 - D. Answers A. and C. Above are probably correct.
43. After a lengthy discussion, your students might agree that there is not enough information to answer the question *in this situation*.
- A. True. There are certain pieces of missing information such as the purchase agreement, the title opinion, lawyer input and other information lost because of the lapse of time or memory.
 - B. True. That's always the correct answer. The correct answer will never be known.
 - C. False. It is always possible to come to the correct conclusion on any matter even if key information is missing.
 - D. False. Correct conclusions to difficult real estate questions always reveal themselves during the course (but the course must be of a minimum six hour duration).
44. This course teaches, the best teaching technology is that which allows the instructor to be the most spontaneous. A. True. B. False.
45. You are teaching a class of students studying to obtain their real estate salesperson license. Because of the vast amount of material which must be covered, uninterrupted lecture may be the best presentation method. A. Never true. B. Always false. C. Mostly fake. D. Generally true.

46. Which is **false**?
- A. Spontaneity could also mean flexibility.
 - B. You are teaching a class of seasoned pro's. Using teaching technology which allows you to be spontaneous is probably best.
 - C. TV is always more graphic than radio.
 - D. Because the human mind is able to create mental images, radio may be more graphic than television.
47. The instructor has bias toward new teaching technologies compared to older technologies. This instructor may be guilty of:
- A. Modern Machiavelli teaching strategies.
 - B. Chronological snobbery.
 - C. Spoiled child syndrome.
 - D. Munchausen syndrome by proxy.
48. A situation arises. Christ is teaching in an early morning setting. His teaching is interrupted by a mob of men trying to catch Him in His words. Which of the following teaching technologies did He use during this situation?
- A. He taught while sitting. He spoke a single, short sentence.
 - B. He mostly used silence during the interaction.
 - C. He stood up, stooped down and wrote in the sand.
 - D. He used all of the above teaching technologies.
49. Regarding Power Point,
- A. It is great for the evening news and weather.
 - B. It seems instructors are often found turning their backs toward their students.
 - C. It isn't spontaneous.
 - D. All of the above may be correct.
50. Which of the following technologies: blocks the students' view but is completely spontaneous; is viewed as being very old technology and its bulb burns out unpredictably; requires visuals which are transparent but projects brilliant colors and can be operated from any reasonable distance using a home lamp remote control module sold at Wal-Mart?
- A. Overhead projector.
 - B. Video presenter.
 - C. Power Point Presentation.
 - D. Webinar.
51. Which of the following technologies: allows magnification of objects by 8X or 16 X's; allows back lighting for slides; can create a positive image from a negative or a negative image from a positive; will project photos and video from your smart phone; is terrific in combination with an overhead projector.
- A. Latent Imagery Ink. B.Video presenter. C. Power Point Presentation. D. Webinar.
52. Microphones:
- A. May reduce your movement around the classroom and must be turned "on."
 - B. That are hand held microphones may reduce your hand dexterity by 50%.
 - C. Must be used for large audiences but history records instructors being able to communicate to crowds of up to 5,000 people without supplemental voice amplification.
 - D. All of the above may be true of microphones plus they may break down when you need them most!
53. A modern technology which was predicted to replace the face-to-face classroom instructor but lacked warmth, was impersonal and failed to meet expectations is (are):
- A. The overhead projector.
 - B. The chalkboard and flip charts.

- C. The Fiber Optic Network.
 - D. Writing in the sand.
54. Sometimes instructors mindlessly repeat certain words and phrases. Students may notice this repetition. Instructors may not recognize the repetition.
- A. True. B. False.
55. Regarding straight solid lecture and constantly dividing the class into discussion groups, (pick the best answer below which may promote better learning)
- A. This strategy always works even if you are not consistent.
 - B. All teaching strategies need proper balance.
 - C. This strategy never gets boring during lengthy classes.
 - D. Is an excellent teaching strategy and always results in good learning. Constantly dividing the class into discussion groups saves the instructor hours of preparation work.
56. Pointing to a word on the projection screen but being careful to not read it is:
- A. An example of varying the stimuli.
 - B. An example of grandstanding.
 - C. Stupid. Just read the word so your students don't need to. Let's not make this too difficult.
 - D. Very Machiavellian!
57. You move from behind the lectern and present your program from various locations within the classroom. This action may be called:
- A. An example of mitigating the lectern.
 - B. An example of bad teaching. You will lose several points on your IQ score every time you do something like that.
 - C. An example of varying the stimuli.
 - D. An example of being not comfortable behind the lectern. Get used to it and go stand behind the lectern and stay there. Do not move from behind the lectern. Repeat, do not move from behind the lectern.
58. What type of pause combines a bated breath with silence?
- A. The laughing pause. B. The pregnant pause. C. The bated breath pause. D. The exasperation pause.
59. The author of this program uses Objects as Lessons. In doing so he receives:
- A. Lots of good feed back.
 - B. No positive feed back.
 - C. Death threats and has vowed to never use Objects as Lessons in the future.
 - d. Registered letters from the regulatory agency warning him against using Objects as Lessons. Seems they think using Objects as Lessons only valid for elementary school children grades K through 4 during Show-and-Tell.
60. Regarding the use of humor in the classroom,
- A. Humor is easy to misuse in the classroom.
 - B. Only the most skilled instructors are able to use humor in an appropriate way.
 - C. The author of this program admits his inappropriate use of humor within the classroom.
 - D. All of the above are true regarding the use of humor within the classroom.

Transfer your answers from this Final Exam to the Answer Sheet found on the last page of the Supplement.

Do NOT return this Final Exam booklet.