

Real Estate Certificates

These certificates are available for both degree-seeking students and those who do not wish to obtain a degree.

DIGITAL MARKETING FOR REAL ESTATE

Use highly effective digital marketing strategies in competitive real estate environments and focus on key digital marketing areas.

Complete 16 credit hours in the following courses:

- Digital Marketing
- Social Media
- Principles of Marketing
- Real Estate Digital Marketing Strategy Practicum
- Principles of Real Estate

REAL ESTATE LEADERSHIP

Gain insight into leadership theories and practices.

Complete 16 credit hours in the following courses:

- Intro to Leadership Concepts
- Principles of Real Estate
- Organizational Behavior
- Real Estate Leadership Strategy Practicum
- Principles of Management

REAL ESTATE NEGOTIATION

Sharpen your ability to arbitrate, mediate and find compromises.

Complete 16 credit hours in the following courses:

- Principles of Real Estate
- Real Estate Negotiation
- Principles of Management
- Real Estate Negotiation Strategy Practicum
- Negotiation & Conflict



Admissions@CCIS.edu | CCIS.edu
(573) 875-7515 or (833) 844-3328

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Certificate Programs

AT COLUMBIA COLLEGE



Complete a certificate to gain a deeper understanding of a subject area, explore academic interests or enhance a degree.

Columbia College offers

- ▶ Crime Scene Investigation Certificate
- ▶ Human Resource Management Certificate
- ▶ Management Certificate
- ▶ Marketing Management Certificate
- ▶ Real Estate Certificates in digital marketing, leadership, and negotiation

Crime Scene Investigation Certificate

Available to students who are pursuing or have earned a bachelor's degree.

WHAT YOU'LL LEARN

Select from electives and take core courses in the following:

- Introduction to Criminal Justice Administration
- Criminal Investigation
- Crime Scene Investigation
- Crime Scene Photography

Human Resource Management Certificate*

Available to students who are pursuing a bachelor's degree.

WHAT YOU'LL LEARN

Take courses in the following:

- Recruitment, Staffing & Performance Management
- Compensation & Benefits
- Labor Relations
- Training & Development

Also take elective courses from various options.

Management Certificate*

Available to students who are pursuing a bachelor's degree.

WHAT YOU'LL LEARN

Take courses in the following:

- Business Communication
- Organizational Theory or Behavior
- Business Ethics

Also take elective courses from various options.

Marketing Management Certificate*

Available to students who are pursuing a bachelor's degree.

WHAT YOU'LL LEARN

Take courses in the following:

- Consumer Behavior
- Principles of Marketing
- Advertising & Sales Promotion
- Digital Marketing
- Global Marketing
- Strategic Marketing

Also take elective courses from various options.



*Some prerequisite classes are required. Must be pursuing a degree-seeking program, and the courses also apply to bachelor program to receive financial aid for the above certificate programs.

PARTNERS PROGRAMS CONTINUED

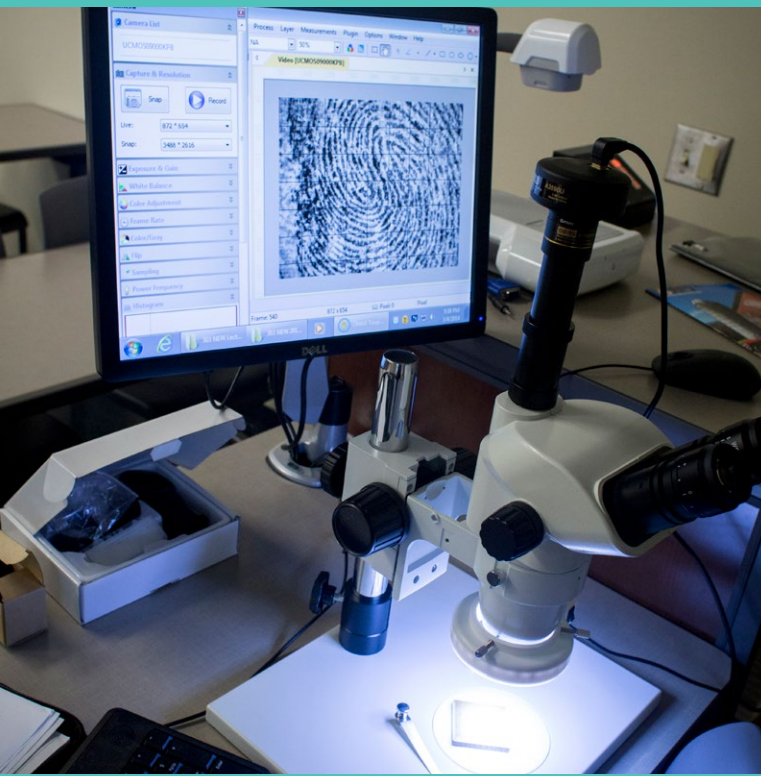
You must complete 15 semester hours of college coursework at Columbia College before the credit through these programs can be applied.

A student cannot receive credit from both the PILE and the PIC program.

Academies completed more than five years prior to applying may be considered if the applicant can demonstrate adequate work experience in the field.

Criminal Justice Administration

AT COLUMBIA COLLEGE



Prepare to help communities, businesses or organizations protect and secure people and property.



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Potential career paths

- ▶ Corrections
- ▶ Investigation
- ▶ Juvenile Services
- ▶ Law Enforcement
- ▶ Security
- ▶ Surveillance

Columbia College offers:

- ▶ Tutoring
- ▶ Internship opportunities
- ▶ Lifelong career support

B.A. or B.S.

Columbia College offers a Bachelor of Arts and Bachelor of Science in Criminal Justice Administration, which require slightly different coursework. For example, a Bachelor of Arts includes a foreign language requirement.

WHAT YOU'LL LEARN

Complete a total of 120 hours, 39-42 of which will be general education classes. Complete core courses in the following areas:

- Criminal Justice Administration
- Criminal Law
- Police in a Democratic Society
- Cultural Diversity in Criminal Justice
- Juvenile Justice System & Procedures
- Management of Criminal Justice Agencies
- Ethics & Morality in Criminal Justice
- Corrections & Penology
- Laws of Criminal Evidence
- Criminal Procedures
- Judicial Process
- Criminology or Juvenile Delinquency
- Research Methods

Columbia College also offers an Associate in Science in Criminal Justice Administration. Complete a total of 60 hours of general education and core criminal justice administration courses.

Visit Catalog.CCIS.edu for a complete listing. The information contained on this card relates to the 2022-23 academic year and is subject to change.

Save time & money on your degree

Law enforcement and corrections professionals can transfer work training toward requirements of a bachelor's degree. This allows you to graduate faster and save thousands in tuition costs.

PARTNERS IN LAW ENFORCEMENT (PILE)

We award up to 24 hours of academic credit to students who have completed a qualifying police academy.

Requirements:

- Students must have completed a qualifying state-certified police academy
- Qualifying law enforcement academies must be a minimum of 400 hours
- Academies must have been completed no more than five years prior to applying for course equivalencies
- Those who have completed a basic law enforcement academy of fewer than 400 hours may still be eligible for up to 12 hours of criminal justice elective credit

PARTNERS IN CORRECTIONS (PIC)

We award up to 24 hours of academic credit to students who have completed a qualifying corrections academy.

Requirements:

- Students must have completed a departmentally mandated corrections academy
- Qualifying corrections academies must be a minimum of 275 hours
- Academies must have been completed no more than five years prior to applying for course equivalencies
- Those who have completed corrections academy of fewer than 275 hours may still be eligible for up to 12 hours in criminal justice elective credit

Education

AT COLUMBIA COLLEGE



Learn best practices & teaching techniques while gaining an understanding of the laws, ethics & psychology around education. Prepare for teacher certification in Missouri.



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Potential career paths

- ▶ Elementary Education
- ▶ Middle School Education
- ▶ Secondary Education
- ▶ K-12 Art Education
- ▶ K-12 Music Education

Columbia College offers:

- ▶ Classroom experiences in the field
- ▶ Student teaching opportunities

BEACON

The BEACON program allows students to complete a bachelor's degree and Missouri teacher certification requirements. Students earn a degree in a content area (such as English, history, mathematics) or a Bachelor of General Studies with elementary education certification.

CERTIFICATION AREAS

- K-12 Art Education
- K-12 Music Education
- Elementary (1-6) with content area major
- Elementary (1-6) with B.G.S.
- Middle School (5-9) Language Arts
- Middle School (5-9) Mathematics
- Middle School (5-9) Science
- Middle School (5-9) Social Studies
- Middle School (5-9) Speech/Theatre
- Secondary (9-12) Biology
- Secondary (9-12) Business
- Secondary (9-12) Chemistry
- Secondary (9-12) English
- Secondary (9-12) Mathematics
- Secondary (9-12) Social Studies
- Secondary (9-12) Speech/Theatre

WHAT YOU'LL LEARN

Complete general education courses and courses within your chosen major along with a minor in a certification area. Education certification students complete core courses in the following areas:

- Intro to Education
- Law, Ethics & Education
- Educational Psychology
- Diversity & Society
- Techniques of Teaching
- Education & Psychology of the Exceptional Child
- Classroom Management Techniques
- Educational Measurement & Assessment
- Child & Adolescent Development



BSN

WHAT YOU'LL LEARN

Complete a total of 120 hours,* 39-42 of which will be general education classes. Learn in our state-of-the-art simulation labs. Complete clinicals and core courses in the following areas:

- Principles of Biology
- Principles of Biology Lab
- Microbiology
- Microbiology Lab
- Clinical Microbiology
- Clinical Microbiology Lab
- Anatomy
- Anatomy Lab
- Physiology
- Physiology Laboratory
- Chemistry
- Nursing Fundamentals
- Mental Health Nursing
- Pharmacology for Nursing
- Foundations of Professional Nursing
- Medical Surgical Nursing
- Women's & Infants' Health
- Professional Nursing Practice
- Pathophysiology
- Principles & Applications of Human Nutrition
- Health Assessment in Nursing Practice
- Nursing Research & Evidence-Based Practice
- Leadership & Management in Nursing Practice
- Nursing in the Community
- Senior Nursing Practicum
- NCLEX-RN Review

*The total semester hours required for the BSN are variable and dependent, in part, upon preparatory coursework requirements and core requirements that simultaneously fulfill general education requirements.



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Nursing

AT COLUMBIA COLLEGE



**Prepare for a nursing program
or to take the NCLEX-RN to
become a registered nurse.**

Potential career paths

- Hospital Nursing
- Home Healthcare Services
- Nursing Home Care
- School Nursing
- Nursing Education
- Hospice Care

Columbia College offers:

- ▶ Tutoring
- ▶ Lifelong career support

AS Pre-Nursing, ASN or BSN

Columbia College offers an Associate in Science in Pre-Nursing Science, an Associate in Science in Nursing and a Bachelor of Science in Nursing. The Associate in Science in Pre-Nursing Science prepares students for an ASN or BSN program with general education and science courses. The ASN provides general science courses, simulation lab experiences and clinicals to prepare students to take the NCLEX-RN. The BSN provides the general education, nursing courses, simulation lab experiences and clinicals needed to take the NCLEX-RN and prepare for leadership opportunities in the field.

AS Pre-Nursing

Prepare for admission to the ASN or BSN programs.

WHAT YOU'LL LEARN

Complete a total of 60 hours, 27 of which will be general education classes. Complete core courses in the following areas:

- Biology
- Biology Lab
- Anatomy
- Anatomy Lab
- Medical Terminology
- Physiology
- Physiology Lab
- Introduction to Nursing
- Microbiology
- Microbiology Lab

ASN

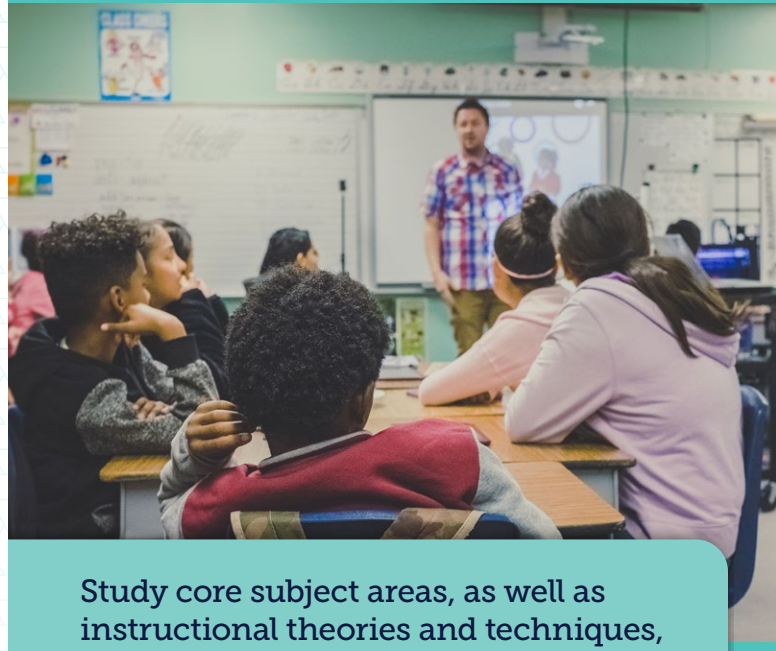
WHAT YOU'LL LEARN

Complete a total of 77 hours, 41 of which will be general education classes. Learn in our state-of-the-art simulation labs. Complete clinicals and core courses in the following areas:

- Fundamentals of Nursing
- Mental Health Nursing
- Pharmacology for Nursing
- Foundations of Professional Nursing
- Medical Surgical Nursing
- Women's & Infants' Health
- NCLEX-RN Review



Teacher Certification Post-Baccalaureate AT COLUMBIA COLLEGE



Study core subject areas, as well as instructional theories and techniques, human development and educational laws and theories.




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Potential career paths

- ▶ Elementary Education
- ▶ Middle School Education
- ▶ Secondary Education
- ▶ K-12 Art Education
- ▶ K-12 Music Education
- ▶ Special Education*

 Students who have earned a bachelor's degree may take courses that satisfy requirements for Missouri Dept. of Elementary and Secondary Education teacher certification.

Columbia College offers:

- ▶ Undergraduate Post-Baccalaureate Program
- ▶ MAT Post-Baccalaureate Program

What's the difference?

The undergraduate post-baccalaureate program allows students who have a bachelor's degree to take courses at the undergraduate level.

The MAT post-baccalaureate program allows students to take graduate-level courses that may later be applied toward a Master of Arts in Teaching degree.

CERTIFICATION AREAS

- K-12 Art Education
- K-12 Music Education
- K-12 Special Education*
- Elementary (1-6)
- Middle School (5-9) Language Arts
- Middle School (5-9) Mathematics
- Middle School (5-9) Science
- Middle School (5-9) Social Studies
- Middle School (5-9) Speech/Theatre
- Secondary (9-12) Biology
- Secondary (9-12) Business
- Secondary (9-12) Chemistry
- Secondary (9-12) English
- Secondary (9-12) Mathematics
- Secondary (9-12) Social Studies
- Secondary (9-12) Speech/Theatre

Alternative Certification available. Please ask about our Master of Arts with Alternative Certification Program.

*Students pursuing Special Education K-12 certification may begin courses as an undergraduate student but must eventually be admitted to and complete courses through the MAT post-baccalaureate program.

The MAT and M.Ed. degree programs are approved in the State of Missouri by the Missouri Department of Higher Education. State approval does not guarantee licensure eligibility in any state for the MAT, M.Ed. or any specialty emphasis areas within these degree programs. (Certification programs within some M.Ed. emphasis areas are for Missouri certification only.) For all states other than Missouri, there has been no determination of licensure eligibility. Students residing outside of Missouri must email EducatorPrep@ccis.edu to determine eligibility in their state.

WHAT YOU'LL LEARN

Complete undergraduate or graduate-level coursework in a core subject area as well as education coursework in the following:

- Intro to Education**
- Diversity & Society
- Law, Ethics & Education
- Educational Psychology
- Techniques of Teaching
- Education & Psychology of the Exceptional Child
- Child & Adolescent Development
- Classroom Management Techniques
- Educational Measurement & Assessment

** Undergraduate only



BACHELOR OF SCIENCE IN REAL ESTATE MANAGEMENT

The real estate management major prepares students with knowledge and skill sets needed to succeed in highly competitive real estate management environments. The program entails a grounding in general education and core business classes and focuses on providing a strong theoretical background and applied skills to prepare for modern issues encountered in the field of real estate including real estate finance, negotiation and law.

Complete a total of 120 credit hours including a program of general education (39-42 hours), business core* (45 credit hours) and Real Estate Management courses. Coursework includes:

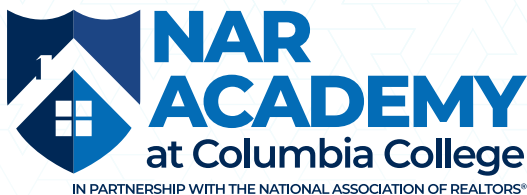
REQUIRED COURSES

- Principles of Real Estate
- Real Estate Finance
- Real Estate Negotiation
- Real Estate Law
- Strategic Sales and Customer Experience Management
- Negotiation and Conflict

ELECTIVE COURSES

- Real Estate practicum courses
- Intro to Leadership
- Digital Marketing
- Social Media
- Consumer Behavior
- Organizational Behavior
- Real Estate Digital Marketing Strategy

**Business core requirements include coursework in key areas of management, marketing, accounting, economics, finance and others. Please see Core Requirements in catalog for details.*



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Real estate certificate and degree programs are designed to provide foundational and practical knowledge. They are not intended for Real Estate licensure in any state. Programs offered online only.

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Real Estate

AT COLUMBIA COLLEGE



Our real estate programs prepare you with the knowledge and skill sets needed to succeed in highly competitive real estate management environments.

Potential career paths

Our programs are designed to develop and hone the skills you need to succeed as a real estate agent or broker.

Learn digital marketing for real estate, real estate negotiation or real estate management.

Columbia College offers:

- ▶ Accelerated programs
- ▶ Lifelong career support

Certificate and Degree Programs

Columbia College offers three certificates in real estate: Digital Marketing for Real Estate, Real Estate Leadership and Real Estate Negotiation.

These certificates are available for both degree-seeking students and those who do not wish to obtain a degree.

Additionally, the college offers an Associate in Science in Real Estate Management degree.

What You'll Learn

Individuals holding an active Real Estate Salesperson or Broker's State License will not have to take FINC 397 Principles of Real Estate (3 credits).

DIGITAL MARKETING FOR REAL ESTATE CERTIFICATE

Use highly effective digital marketing strategies in competitive real estate environments. With a grounding in marketing principles, focus on key digital marketing areas such as websites, online ads and social media.

Complete 16 credit hours in the following courses:

- Digital Marketing
- Principles of Marketing
- Principles of Real Estate
- Social Media
- Real Estate Digital Marketing Strategy Practicum

REAL ESTATE LEADERSHIP CERTIFICATE

Gain insight into leadership theories and practices to be positioned to lead in the field of real estate.

Complete 16 credit hours in the following courses:

- Intro to Leadership Concepts
- Organizational Behavior
- Principles of Management
- Principles of Real Estate
- Real Estate Leadership Strategy Practicum

REAL ESTATE NEGOTIATION CERTIFICATE

Sharpen your ability to arbitrate, mediate and find compromises.

Complete 16 credit hours in the following courses:

- Negotiation & Conflict
- Principles of Management
- Principles of Real Estate
- Real Estate Negotiation
- Real Estate Negotiation Strategy Practicum

ASSOCIATE IN SCIENCE IN REAL ESTATE MANAGEMENT

Gain a better understanding of contemporary issues and emerging trends in management within business and the real estate industry.

Complete 60 hours, including core courses in the following areas:

- Principles of Real Estate
- Real Estate Finance
- Introduction to Business
- Principles of Management
- Organizational Behavior
- Principles of Marketing

Select from electives such as Advertising and Sales Promotion, Consumer Behavior, Digital Marketing, Negotiation and Conflict, Business Law, Introductory Business Analytics, Real Estate Negotiation and Social Media.

Master of Business Administration

AT COLUMBIA COLLEGE



Gain a solid grounding in concepts and practice of management and business to prepare for advancement in your field.



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Potential career paths

- ▶ Business Administration
- ▶ Accounting Management
- ▶ Human Resources Management
- ▶ Marketing Management
- ▶ Project Management
- ▶ Real Estate Management

Columbia College offers an MBA with or without emphasis. Emphasis areas include:

- ▶ Accounting
- ▶ Human Resource Management
- ▶ Real Estate Management

MBA

WHAT YOU'LL LEARN

Complete a total of 36 hours. Complete the **MBA core courses** in the following areas:

- Information Systems for Management
- Managerial Economics
- Legal & Ethical Environment for Business
- Managerial Finance
- Managerial Accounting
- Marketing Strategy
- Managerial Analytics
- Strategic Management
- Managerial Communication

In addition to the MBA core courses, complete 9 elective hours from the following:

- International Business
- Organizational Theory and Practice
- Strategic Human Resource Management
- Several other elective options

MBA, Accounting Emphasis

WHAT YOU'LL LEARN

Complete a total of 36 hours. In addition to the MBA core courses, choose 9 credits (3 courses) from the following electives:

- Business Tax
- Intermediate Accounting III
- Fund & Governmental Accounting
- Advanced Managerial Accounting
- Auditing II

MBA, Human Resource Management Emphasis

WHAT YOU'LL LEARN

Complete a total of 36 hours. In addition to the MBA core courses, and Strategic Human Resource Management, choose 6 credits (2 courses) from the following electives:

- Compensation and Benefits
- Recruitment and Selection
- Employment Law
- Organizational Training and Development

MBA, Real Estate Management Emphasis

WHAT YOU'LL LEARN

Complete a total of 36 hours. In addition to the MBA core courses, complete these 9 credits (3 courses):

- Cases in Real Estate Management
- Real Estate Law
- Real Estate Finance and Investments