

## SYLLABUS

### Real Estate Analysis/Investment; Stewardship of Self & Others, Emotional Intelligence January 11th to January 15th

**CONTACT:** Instructor: Nathan S. Collier  
E-Mail: [ncollier@opm25.hbs.edu](mailto:ncollier@opm25.hbs.edu)  
with copy to Angela Tharpe - [angela.tharpe@colliercompanies.com](mailto:angela.tharpe@colliercompanies.com)  
Telephone: 352-416-1423

**OFFICE HOURS:** Please call or email to schedule

**CLASSROOM:** Holland Hall 382

#### CLASS TIME:

- Monday, Jan. 11<sup>th</sup>, 10am-12:00pm and 2:00pm-3:00pm:
  - Introduction/Overview, RE 101 Terms & Definitions, RE Real time Case Study: 300 Apt Homes Development/Sarasota
- Tuesday, Jan. 12<sup>th</sup>, 10am-12:00pm and 2:00pm-3:00pm:
  - Personal Leadership, Professional Leadership: Inside Out
- Wednesday, Jan. 13<sup>th</sup>, 10am-12:00pm and 2:00pm-3:00pm:
  - Decision Making, Emotional Intelligence, Learned Optimism, Motivation: Use of Self as Instrument
- Thursday, Jan. 14<sup>th</sup>, 10am-12:00pm and 2:00pm-3:00pm:
  - Time/Energy Management, Human Psychology, Predictive Intelligence/Effective Forecasting
- Friday, Jan. 15<sup>th</sup>, 10:00am-12:00pm
  - RE Case Study: What Could Possibly Go Wrong?

**FINAL EXAM:** TBD (2.5 hours)

#### READING ASSIGNMENTS

**Students will be required to read all four books prior to the start of the class:**

“7 Habits of Highly Effective People” – Stephen R. Covey (319 pages) + 30 Methods of Influence – Essay by Stephen R. Covey (10 pages)  
“Road Less Traveled” (to page 182 only) – Scott Peck  
“Getting to Yes” – Roger Fisher (176 pages)  
“Man’s Search for Meaning” – Victor Frankel (153 pages)

**And one of the books below:**

“How to Win Friends & Influence People”- Dale Carnegie (293 pages)  
“Emotional Intelligence”- Daniel Goleman (287 pages)  
“You Just Don’t Understand” – Deborah Tannen (298 pages)  
“Learned Optimism” – Martin Seligman (293 pages)  
“Feel the Fear... And Do It Anyway” (219 pages)

#### PAST STUDENT REVIEWS

- "...tremendous life experience that gives his lessons great credibility...storytelling and ability to relate to people is excellent."
- "...enthusiastic, knowledgeable and excited to be here and share his knowledge. It made me excited to learn from him."
- "...passionate about the course and the material...presented the material in an engaging manner and kept the classes interest throughout the week... an effective communicator and stirred interest in the topics discussed from all students."

## **COURSE OBJECTIVES**

Nathan S. Collier invites you to join him on journey of learning and eclectic discovery as he attempts to condense a 50 year trek into 13 hours. At higher levels of achievement, many hard skills or abilities (industry knowledge, education, intelligence, even motivation) are a given—table stakes if you will. Everyone has them or they would not have made it to their current level. What enables some to take their game even higher; become super-achievers? What enables some seemingly ordinary people to accomplish success at a consistently, extraordinarily high plane? The differentiators on the road to success (however you define it) become much more a matter of inner mastery. The class will introduce and guide you through the process of how to become a better attorney and improve your leadership skills. Topics will include Personal Leadership including 360 degree Leadership and Positional Power v. Personal Power; Real Estate Analysis and Investing, Terms and Definitions, Emotional Intelligence, Systems Thinking, Communication, Success: What is it Negotiation/Decision Making, Stewardship, Stakeholder Mentality & the Social Contract, Motivation, Influence & Persuasion, Time/Energy Management & Goal Setting.

The thesis of this seminar is that soft skills become increasingly important and significant as one moves up Maslow's hierarchy of success. Just as aerodynamic efficiency becomes increasingly important as a jet moves through Mach 1 and beyond, so too does the ability to know, understand, and influence the subtle nuances of human individual and organizational behavior as one moves to higher and higher levels of achievement.

Since we humans remember stories far more readily than lectures, the format will be very much narrative & participation will be expected. We also learn far more from our mistakes than our successes so I will cheerfully share my five biggest failures/crisis. Extensive reading (non-text book) will be assigned; participants will be asked to write a reaction paper (minimum 5 single spaced pages, approx. 30% of grade, due one week after class ends) on reading assignments which incorporates an explanation of their life philosophy. Final exam will include questions designed to test students retention of reading material (some direction will be given) as well as on Real Estate Analysis and Investing. The course takes a student-centered approach where each individual assumes personal responsibility for his/her learning and personal and professional growth.

## **WORKLOAD AND CLASS PREPARATION**

This class moves fast. This syllabus is given to students significantly in advance of the start of class. Students may choose to read ahead of the start of class. It is anticipated that you will spend at least 2 hours out of class reading and/or preparing for in class assignments for every 1 hour in class.

## STUDENT LEARNING OUTCOMES

After completing this course, students should be able to:

1. Understand basic real estate terms and fundamentals of real estate investing, construct a simple pro-forma.
2. Improved Personal & Professional Leadership Skills, Deeper Self-Awareness, Understanding of Role of EQ in human interaction, basics of Goal Setting, Decision Making, Systems Thinking, Negotiation, Influence, Persuasion & Communication.

## COURSE GRADING

Your grade will be based on a combination of exercises, reading assignments, written papers, and final exam. **Course components to final grade are: (1) reaction paper - 30%; (2) class participation/attendance – 20% and (3) final exam - 50%.** The final exam will be an in-class exam. All grades are final. There will be no regrading or revisions from me, except to correct any mathematical or clerical errors in computing the final score.

The final exam will be mostly problem-based questions requiring multiple choice selection or short answers. It will not have the typical law school issue-spotting essay question. There are no prior exams.

## GRADING INFORMATION

The Levin College of Law's mean and mandatory distributions are posted on the College's website and this class adheres to that posted grading policy. The following chart describes the letter grade/grade point equivalent in place:

Letter Grade	Point Equivalent
A (Excellent)	4.00
A-	3.67
B+	3.33
B	3.00
B-	2.67
C+	2.33
C (Satisfactory)	2.00
C-	1.67
D+	1.33
D (Poor)	1.00
D-	0.67
E (Failure)	0.00

The law school grading policy is available at: <http://www.law.ufl.edu/student-affairs/current-students/academic-policies#9>.

## ATTENDANCE

Per ABA requirements, please attend all classes, unless you e-mail me in advance with a legitimate excuse. Requirements for class attendance and make-up exams, assignments, and other work in this course are consistent with university policies that can be found at: <https://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx>.

Many students find that this course is difficult. Students in the course do not have substantial knowledge in business, economics, finance, and accounting. These concepts will be explained and discussed in class. Class attendance and preparation will be important to doing well in the course. The single best thing that a student can do to maximize the possibility of doing well in the course in terms of a grade is to keep up with the class reading assignments and to attend class regularly. The final exam will draw from the work done in course and the class discussion.

### **ACCOMMODATIONS**

Students requesting accommodation for disabilities must first register with the Disability Resource Center (<http://www.dso.ufl.edu/drc/>). Once registered, students will receive an accommodation letter which must be presented to the Assistant Dean for Student Affairs (Dean Mitchell) when requesting accommodation. Students with disabilities should follow this procedure as early as possible in the semester.

Also, with prior notification to the professor, students are entitled to be excused from class or other scheduled academic activity to observe a religious holy day of their faith. Students are entitled to have a reasonable amount of time to make up the material or activities covered in their absence. Students will not be penalized due to absence from class or other scheduled academic activity because of religious observances.

### **MAKE-UP EXAMS**

The law school policy on exam delays and accommodations can be found [here](#).

### **COVID GUIDELINES**

Many students will have face-to-face instructional sessions to accomplish the student learning objectives of this course. In response to COVID-19, the following policies and requirements are in place to maintain your learning environment and to enhance the safety of our in-classroom interactions. I may take noncompliance into account when grading students or determining if a student may remain in the course.

- You are required to wear approved face coverings at all times during class and within buildings. Following and enforcing these policies and requirements are all of our responsibility. Failure to do so will lead to a report to the Office of Student Conduct and Conflict Resolution. You also will no longer be permitted on the UF Law campus. Finally, Dean Inman will also report your noncompliance to the relevant state board of bar examiners.
- This course has been assigned a physical classroom with enough capacity to maintain physical distancing (6 feet between individuals) requirements. Please utilize designated seats and maintain appropriate spacing between students. Please do not move desks or stations.

- Sanitizing supplies are available in the classroom if you wish to wipe down your desks prior to sitting down and at the end of the class.
- Be mindful of how to properly enter and exit the classroom. Practice physical distancing to the extent possible when entering and exiting the classroom.
- If you are experiencing COVID-19 symptoms (<https://www.cdc.gov/coronavirus/2019-ncov/symptoms-testing/symptoms.html>), please do not come to campus or, if you are already on campus, please immediately leave campus. Please use the UF Health screening system and follow the instructions about when you are able to return to campus. <https://coronavirus.ufhealth.org/screen-test-protect/covid-19-exposure-and-symptoms-who-do-i-call-if/>.
- Course materials will be provided to you with an excused absence, and you will be given a reasonable amount of time to make up work.<https://catalog.ufl.edu/UGRD/academic-regulations/attendance-policies/>."

### **CLASS RECORDINGS**

Students may not take, circulate, or post photos or videos of classroom discussions, whether they are in-person, hybrid, or completely online. Students failing to follow this rule will be referred to the College of Law Honor Code Council and the University's Office of Student Conduct and Conflict Resolution.

### **ACADEMIC HONESTY**

Academic honesty and integrity are fundamental values of the University community. Students should be sure that they understand the UF Student Honor Code at <http://www.dso.ufl.edu/students.php>.

### **COURSE EVALUATIONS**

Students are expected to provide professional and respectful feedback on the quality of instruction in this course by completing course evaluations online via GatorEvals. Guidance on how to give feedback in a professional and respectful manner is available at <https://gatorevals.aa.ufl.edu/students/>. Students will be notified when the evaluation period opens, and can complete evaluations through the email they receive from GatorEvals, in their Canvas course menu under GatorEvals, or via <https://ufl.bluera.com/ufl/>. Summaries of course evaluation results are available to students at <https://gatorevals.aa.ufl.edu/public-results/>.