

BC 6370 and BC 4110 Syllabus

Real Estate Policy, Trends, and Ethics (BC 6370) and Trends and Policy for Residential Development (BC 4110) - Summer 2026 - 3 Credit Hours

Instructor Information

Instructor	Email	Office Hours & Location
Alexander (Sandy) Paul Professor of the Practice School of Building Construction	alexander.paul@design.gatech.edu	Available by appointment at 237 Caddell Building or via Teams/Zoom

General Course Information

Description

This course is centered on the discussion of market, community, and policy factors that affect real estate development and investment trends, and how to professionally manage potential conflicts that arise in response to the evolving real estate landscape. Please note that class delivery is in-person only. Classes typically will not be recorded.

Course Goals and Learning Outcomes

This course will prepare students to:

- Identify key trends shaping the real estate development and investment market, and probe whether those trends are fleeting or durable
- Understand the pace of change and the forces that affect real estate opportunities
- Appreciate the role the public sector plays in real estate policy and how to advance projects in conjunction with the public sector
- Learn applicable lessons from both successful and failed real estate projects
- Act ethically in their roles in real estate development and investment

Course Requirements & Grading

The following areas of work will be graded and allocated according to the percentages in the table to determine the final grade for each student. There is no final exam for this course; the final project team presentation serves as the culminating project for the course and an opportunity for students to demonstrate their mastery of the material.

Assignment	Weighting for Graduate Students	Weighting for Undergraduate Students
Homework	15%	10% (undergraduate students are exempt from one of the three homework assignments)
In-Class Exercises, Class Attendance, and Participation	10%	15%
Midterm Test	25%	25%
Trend-Off Debate and Report	25%	25%
Final Project Team Presentation	25%	25%
Total	100%	100%

Description of Graded Components

Homework assignments, tests, and reports will be graded on accuracy, clarity of writing, and a student's success in connecting responses to the lessons discussed in class. Students should seek to convey what they have learned about the themes of the course and, where appropriate, apply that knowledge to the real-world challenges we will discuss. Participation grades will be enhanced by a student's willingness to share in class and ability to cite evidence and examples; we are seeking a robust discussion of the course topics.

Grading Scale

A student's final grade will be assigned as a letter grade according to the following scale:

A	90-100%
B	80-89%
C	70-79%
D	60-69%
F	0-59%

Course Materials

Course Text

This course will use a variety of instructional materials. The one full-length text will be *Inside Out: Building a Glass House in Russia*, by Glenn Williamson, Archway Publishing, 186 pp. (paperback available from the Georgia Tech Bookstore and on Amazon).

Additional Materials/Resources

The instructor will post supplemental readings to Canvas.

Course Website and Other Classroom Management Tools

Assignments, course announcements, and supplemental readings can be found on Canvas. Course delivery is in-person only.

Assignments should be submitted via Microsoft Word, Excel, or PowerPoint uploads to Canvas as determined by the instructor.

Course Policies, Expectations, & Guidelines

Academic Integrity

Georgia Tech aims to cultivate a community based on trust, academic integrity, and honor. Students are expected to act according to the highest ethical standards. [Review Georgia Tech's Honor Code](#) and the [Student Code of Conduct](#).

Any student suspected of cheating or plagiarizing on a test or other assignment will be reported to the Office of Student Integrity, who will investigate the incident and identify the appropriate penalty for violations.

Accommodations for Students with Disabilities

If you are a student with learning needs that require special accommodation, [contact the Office of Disability Services](#) (404-894-2563) as soon as possible to make an appointment to discuss your special needs and to obtain an accommodations letter. Please also e-mail me as soon as possible in order to set up a time to discuss your learning needs.

Attendance and/or Participation

Attending class is an important part of this course, as in-class exercises require discussion and the final project will be assigned in a team format. However, students will not be penalized for missing class for reasons permitted under Georgia Tech policy.

In the case of unavoidable absences, you are responsible for making up the work done in class. It is not the instructor's responsibility to provide the student with that information outside of class. It is your responsibility to obtain from a classmate any missed information or handouts.

Collaboration & Group Work

All work in this course must be performed in adherence to the Georgia Tech Honor Code as noted above. Collaboration is permitted when specifically noted by the instructor, such as for in-class group exercises and team projects. All tests must be completed individually, with no collaboration.

Extensions, Late Assignments, & Re-Scheduled/Missed Tests

All assignments given are due on the date and time indicated in class, on the distributed assignment itself, or in Canvas. All students are expected to complete any and all assignments given. The instructor reserves the right to modify assignments as necessary. Any credit for late assignments (homework, projects, readings, and others) is at the discretion of the instructor.

There will be no make-up tests, except for reasons specifically permitted under Georgia Tech policy. Please provide the instructor with a letter from an appropriate authority in order to schedule a make-up test.

Inclement Weather and Digital Learning Days

If class needs to be canceled due to weather or other unexpected challenges, we will make up the missed content according to Georgia Tech policy.

Student-Faculty Expectations Agreement

At Georgia Tech, we believe that it is important to strive for an atmosphere of mutual respect, acknowledgment, and responsibility between faculty members and the student body. [The Student-Faculty Expectations](#) articulate some basic expectations for this class. In the end, simple respect for knowledge, hard work, and cordial interactions will help build the environment we seek. Please remain committed to the ideals of Georgia Tech while in this class.

Student Use of Mobile Devices in the Classroom

Students are permitted to take notes on laptops, and there will be occasional in-class exercises where students will benefit from having laptops, such as student polls related to course topics. That said, students are asked to please silence all devices while in class, and to keep their attention on the lesson and relevant discussions. Students who are engaging in online activities not related to class may be penalized via their participation grade.

Please note that the use of laptops is permitted during the midterm test; the exam will be conducted in class, and students may type their responses in Microsoft Word and then upload their files to Canvas. Students may handwrite their test answers if they prefer, but need to provide their own paper. Students may use the calculators on their laptops during tests but may not go online or use any search functions or other files; doing so is a violation of the honor code. The tests are not open note or open book exams.

Additional Course Policies

Notes from Class Discussions: Each student is responsible for taking notes during class discussions. The instructor's lecture notes from this class will not be published nor available in any other format. Lecture slides may be posted at the discretion of the instructor to support student learning. Questions about information discussed in class will be included on the midterm test; it is the responsibility of the student to obtain notes from any missed classes.

Homework: The homework questions as provided by the course instructor on Canvas reflect a content outline for the course. Your homework answers will be submitted via Canvas and reviewed by the instructor. General feedback on the homework will be provided at the beginning of class by and at the discretion of the instructor. Specific questions you might have relative to the homework assignment should be asked during this time.

Tests: Please see above regarding the use of laptops during the midterm test. The use of phones is not permitted during tests. Students who prefer to handwrite their responses may use a standard calculator during tests.

Artificial Intelligence (AI): All work in this course is expected to be completed without the use of artificial intelligence, with exceptions made at the discretion of the instructor for any projects on topics related to the use of AI in real estate. The use of AI tools that are embedded in Microsoft Office products (such as Copilot) are permitted, but the primary concepts in the students' work should be of their own creation. Students who use AI without written instructor authorization to complete reports or homework assignments for this class will be subject to discipline under the Honor Code.

Campus Resources for Students

Graduate Student Academic and Professional Success Resources: A list of resources for graduate students is given on the [Office of Graduate and Postdoctoral Education](#) website. Specific information for [current graduate students](#) includes:

- [Academic Resources](#) such as the Communications Center, Language Institute, Library, Catalog, Registrar, resources for conducting research, Advocacy and Conflict Resolution resources, and how to manage unexpected situations that may impact your academic performance;
- [Student Resources](#) such as Campus Services, Child Care/Family programs, Health & Wellness, Career Services, and the Student Resource Guide; and
- [Professional Development](#) such as the programming from the Career Center and other professional development resources and events.

Student Well-Being: At Georgia Tech, we are concerned about your overall physical, social, and mental well-being. A [comprehensive list](#) of wellness related resources has been compiled and maintained by the Office of the Vice President for Student Engagement and Well-being.

Additional Syllabus Components

Course Objectives

A student's success in this course is primarily based on how accurately and comprehensively the student is able to reflect the lessons of the course. In short, the quality of work is the primary consideration. However, effort also matters. A well-researched and thoughtful response will be appreciated by the instructor even if the student's conclusion is atypical. Further, the quality of writing and oral presentations matters; the ability to convey ideas about real estate trends, policy, and ethics reflects the importance of communication skills in the real estate industry. All types of real estate professionals (developers, investors, brokers, lenders, and public servants) need to be able to convince collaborators, counterparts, and other stakeholders that their conclusions are valuable and should shape decisions. For help with writing and presentation skills, please visit the Georgia Tech Communications Center (under Academic Resources as noted above), or consult a manual such as *The Elements of Style* by Strunk and White or *A Manual for Writers* by Kate Turabian. The instructor also will provide feedback on written assignments and oral presentations.

Instructor Support

The best way to succeed in this course is to complete the readings and homework assignments, prepare for the midterm test, and be a good partner on team activities. Further, please ask questions and contribute to the classroom discussion. If you are unclear about the content, please schedule an in-person or online meeting. I want to address your questions and help you be successful in this course. However, please do not wait until just before a test or assignment due date, as time may not allow us to meet before the deadline.

My goal is for you to finish this course understanding what drives real estate trends and policy and why, how to apply those principles in real-world settings, and how to act ethically as a real estate professional.

Course Schedule

Please see the separate schedule document on Canvas that includes the week-by-week course topics and assignments.