



FINAL EXAM

Course # 271020 Ethics for Real Estate Professionals

based on the electronic .pdf file(s):

Ethics for Real Estate Professionals

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pages



4 CPE Credit Hours
Ethics

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*This exam sheet is made available for your convenience in answering questions while offline.
Please note that you will still need to enter your answers on the online exam sheet for grading.
Instructions are provided at the end of this document.*

Chapter 1 - Ethics Defined

1. Attitudes toward ethics do not include:

- Amoral
- Legalistic
- Participative
- Emerging

2. The task of ethics does not involve:

- Bring out what is involved in the notion of a principle
- Equate ethics with law
- Bring out what is involved in norm of action
- Recognize ideals that serve as agencies of control

3. Ethical behavior does not include:

- Standards of professional conduct
- Greed and profits
- Standards of business practices
- Justice and fairness

4. Rational acts are how we make moral judgments. They can include all except:

- Emphasizing material wealth
- Human conduct and behavior
- Values and moral pressure from religious groups
- Values and moral pressure from peer groups

5. Effective ethical practices can not include:

- Expressed as a set of principles or standards of conduct
- Guides to behavior and the judging of others
- Acting solely for the purpose of one's own gain

Health and safety of other members of society

6. _____ is not Aristotle's legacy:

Statutory law

Law of property

Contract law

Inheritance law

7. St. Thomas Aquinas's elements of law do not include:

Reason

Choice between alternatives

For the common good

For select and elite publics

8. Leibniz conceived justice as a communal virtue which preserves the community and includes all except:

The military community

The marital community

The family community

The community of the household

9. Kant held that _____ is not one of four judicial acts involved in every contract:

The promise

The indication of acceptance

The rejection

The thing promised

10. Value judgment does not compare and contrast:

Rationality versus rashness

Prudence and stability versus anxiety and confusion

Good of society versus evil or self indulgence

Inherent rightness versus inherent goodness

11. The salesperson operates under a code of relative rather than absolute ethics. T F

True

False

12. _____ is not one of primary reasons for lack of ethics in the real estate industry:

- Real estate is a big money business
- Real estate is illiquid.
- Real estate industry is controlled by real estate agents
- Consumersâ€™ lack of knowledge

13. Conduct that may violate the Code of Ethics for REALTORS® includes all except:

- Misappropriation of clients funds
- Avoid making unsolicited comments about other practitioners
- Misappropriation of customers property
- Fraud resulting in substantial economic harm

14. In any instant where the code of ethics and the law conflict; the obligation of the code of ethics must take precedent. T F

- True
- False

15. The primary obligations of an agent is to protect and promote the interest of:

- Buyer
- Client
- Seller
- Tenant

16. REALTORS® duties to the public include all except:

- Shall not discriminate on the basis of race
- Shall not discriminate on the basis of religion
- Shall not discriminate on the basis permitted by law
- Shall not discriminate on the basis of national origin

17. REALTORS® shall not solicit from the following who are subject to exclusive agreements:

- Buyers/tenants
- Peers
- Salespersons
- Novices

18. In the event of contract disputes or specific non-contractual disputes between REALTORS® the principals shall submit to:

- Litigation
- Non-passive action
- Arbitration

Mediation

19. Through the realtor the _____ resource of the nation reaches its highest use and private _____ ownership its widest distribution.

Property

Real estate

Land

Natural

20. _____ is a set of principles, or values, a standard of conduct by which the individual guides his own behavior and judges that of others.

Ethics

Effective ethics

Moral

Laws

Chapter 2 - Attitude to ethics

Chapter 3 - Ethical systems

Chapter 4 - Definitions

Chapter 5 - Historical Foundations of Law and Ethics

Chapter 6 - Ethics in Selling

Chapter 7 - Ethical Problems in the Real Estate Industry

Chapter 8 - Code of Ethics and Standards of Practice of the National

Chapter 9 - Ethics and Standards of the Appraisal Institute

Chapter 10 - Code of Ethics for All Real Estate Agents --The Canadian Real Estate Association

Instructions for Submitting Answers Online:

- Sign In at www.ApexCPE.com
- Click the "My CPE" tab at the top of the page.
- Click "My CPE Courses".
- Find the current CPE year and click "Go to My Courses".
- Find this course and click the "Go to Course" link.
- Step 2 on the Course Syllabus page is "Take the Final Exam". Click the "Begin Final Exam" link.
- Enter your answers on the online exam sheet.
- Click the "Grade Exam" button at the bottom of the page. Your exam will be graded automatically. If your score exceeds 70%, a "Create Certificate" button will display. Otherwise, you may continue to retake the exam until you pass.
- A short evaluation page will display. Please provide your feedback for the course.
- Once the evaluation is complete, click the "Submit Evaluation & Create Certificate" button at the top of the page.
- You may print your Certificate of Completion by selecting File Print from your browser. Certificates remain online for at least five years from the certificate date.

**If you have any questions, please call us at 713.234.0892
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