COURSE #: MKT 3093  
TITLE: Auctioneering  
INSTRUCTOR: Jack Bell

COURSE DESCRIPTION
This course teaches the student all of the requirements and knowledge to be an Auctioneer. An “Auctioneer” is defined as a person, not otherwise exempt from N.C.G.S. 85B, who conducts or offers to conduct auctions in the State of North Carolina. This is an individual who in addition to calling bids, contracts for auctions, accepts consignments of items for sale at auctions, advertises an auction, offers items for sale at an auction, accepts payment or disburse monies for items sold at an auction, or otherwise, solicits, arranges, sponsors, or manages an auction or holds themselves out as an auctioneer.

TEACHING STRATEGIES

- Lecture
- Reports
- Tutorials
- Field Work
- Performance

- Exercises
- Demonstration
- DVD
- Role Playing
- Labs

- Audiovisuals
- Small Group Discussion
- Programmed Instruction
- Select Handouts

COURSE OUTCOMES

METHODS OF EVALUATING OUTCOMES

- Assignments
- Written Tests
- Class Participation
- Oral Tests

- Projects
- Class Performance
- Instructor Assessment & Observation
- Demonstration of Skills

COURSE OUTLINE

I. A. Farm Machinery  
   B. Firearms  
   C. Heavy Equipment

II. A. Firms-Designated Person  
    B. Foreclosure & Bankruptcy

III. A. House Auction

IV. A. IV. Hygiene  
    B. Personal Appearance

V. A. Laws, Rules & Regulations  
    B. Liquidation

VI. A. Marketing  
    B. Practice Auction  
    C. Public Speaking

VII. A. Real Estate Sales Tax  
     B. Ring Work

VIII. A. Set Up for Student Auction

Revised 02/14
IX. A. Testing

X. A. Technology

COURSE REQUIREMENTS
The North Carolina Auctioneer Licensing Board Examination states that no person shall be licensed as an auctioneer if the person: is under 18 years of age; is not a high school graduate or the equivalent; has within the preceding five years pleaded guilty to, entered a plea of nolo contendere or been convicted of any felony, or committed or been convicted of any act involving fraud or moral turpitude; has had an auctioneer, apprentice auctioneer, or auction firm license revoked; or has, within the preceding five years, committed any act that constitutes grounds for license suspension or revocation under N.C.G.S. 85B or 21 NCAC 4B.

GRADING CRITERIA
Your final grade for the semester will be a Pass/ Fail computed through Instructor Evaluation Methods listed.

STUDENT ACCESS TO INSTRUCTORS
Part-time faculty members will notify students of and provide for their availability outside of class. Students may call the College at 252.527.6223 and speak with the instructional assistants to schedule appointments with instructors.

ATTENDANCE REQUIREMENTS
Absences seriously disrupt students' progress in a course and diminish the quality of group interaction. Students are expected to attend punctually all lecture and laboratory sessions in the courses for which they are registered, beginning with the first session following registration for the courses. Three late arrivals and/or early departures count as one absence, and students must be in attendance for 50% of the class time to be counted for the day's attendance. Students should notify instructors of planned and emergency tardiness, absences, and early departures.

Although occasional absences may be unavoidable, they in no way excuse students from meeting the requirements of the courses. Absences (excused and/or unexcused) are calculated from the first class meeting following enrollment. "Excessive" absences are defined as absences totaling 15% of the scheduled class meetings. Fifteen percent translates into the following formula: for a 5 contact hour class, 15% = 12 hours of absences; 4 contact hours = 9; 3 contact hours = 7; 2 contact hours = 4; and 1 contact hour = 2. Excessive absences may, at the instructor's discretion, result in suspension from the class. However, students who miss two consecutive weeks are suspended from class on the first day of the third week. Students with prolonged absences should either contact their instructors so that they are not suspended, or officially drop the classes so that attendance is not factored into their final grades. Suspensions for excessive or prolonged absences result in a grade of W (Withdrew), WP (Withdrew Passing), or WF (Withdrew Failing) based on the students’ academic standing on the day of suspension.

The classification of absences as excused requires verification and allows students to make up missed work, in accordance with the instructors make-up procedures, but they are still computed as absences in the 15% tabulation.

All instructors adhere to the established procedure as printed in the LCC catalog, notify students in writing of their make-up procedures, and when possible, confer with students with excessive absences and/or refer those students to counselors. Students' grades, however, cannot be raised or lowered more...
than one letter grade based on excessive absences and/or attendance. This does not take into consideration the effects of students' failure to comply with instructors' make-up procedures. Student appeals are made according to the student appeals procedures. (LCC Catalog)

**DISABILITY SERVICES**
Disability Services are available for students who require academic accommodations due to any physical, psychological, and/or learning disability. To determine eligibility for services, contact the ADA Counselor in the Admissions area of the Administration Building or call (252)527-6223 extension 331.

The College is very concerned about protecting our students, employees, and visitors on campus and at our off campus centers. You can help the college protect everyone by reporting any threats that you receive (or hear about) to your instructor, to security, or to another college official. The College always takes steps to protect anyone who has reason to believe that he/she is in danger. Also, remember to keep your belongings in secure places and report any suspicious activities to college officials. Together, we can help our campus to be a safer place.