B.A. in Administration
Real Estate Concentration

Requirements (92-100 units)
Total units required for graduation: 180

Requirements for the B.A. in Administration

Students are encouraged to check that they have met the prerequisite requirements for each course in the College of Business and Public Administration in which they are planning to enroll. Prerequisite requirements listed for each course are strictly enforced.

Enrollment in 300-, 400- and 500-level courses in the College of Business and Public Administration is restricted to students who have completed at least 90 quarter units (i.e., at least junior class level) and all lower-division courses listed below. Course prerequisites are strictly enforced.

Students who do not meet the stated requirements may be disenrolled from the course(s).

Students must earn a grade of "C" (2.0) or better in all lower division, upper-division and concentration courses required to fulfill a B.A. in Administration.

Lower-division core requirements (32)
- ACCT 211 Introductory Accounting I 4
- ACCT 212 Introductory Accounting II 4
- ECON 200 Principles of Microeconomics 4
- ECON 202 Principles of Macroeconomics 4
- IST 101 Introduction to Information Technology 4
- MGMT 230 Business Law 4
- ADMN 210 Applied Business Statistics 4

Four units chosen from (also meets the General Education requirement category B1):
- MATH 110 College Algebra
- MATH 120 Pre-Calculus Mathematics
- MATH 192 Methods of Calculus
- MATH 211 Basic Concepts of Calculus

Upper-division core requirements (36)
- FIN 313 Business Finance 4
- FIN 314 Corporate Financial Management 4
- IST 309 Information Systems and Technology 4
- MGMT/PSYC 302 Management and Organizational Behavior 4
- MGMT 350 Administrative Communications 4
- MGMT 490 Strategic Management 4
- MKTG 305 Marketing Principles 4
- PA 315 Government-Business Relations 4
- SCM 304 Principles of Supply Chain Management 4

Concentration (24-32) 24-32

Note: The concentration electives should be chosen from the electives listed for each concentration or, with the prior approval of the department chair, the student may substitute other courses for these electives. With prior approval, up to two of the concentration electives may be chosen from other academic disciplines. In planning their career goals, students should review course offerings of other departments to determine if specific courses fit their career plans.

Real Estate Concentration (24 units) (Program Code: RLST)

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 380</td>
<td>Principles of Real Estate</td>
<td>4</td>
</tr>
<tr>
<td>FIN 432</td>
<td>Financial Institutions and Capital Formation</td>
<td>4</td>
</tr>
<tr>
<td>FIN 480</td>
<td>Real Estate Appraisal</td>
<td>4</td>
</tr>
<tr>
<td>FIN 481</td>
<td>Real Estate Practice</td>
<td>4</td>
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<tr>
<td>or FIN 485</td>
<td>Legal Aspects of Real Estate</td>
<td>4</td>
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<tr>
<td>FIN 585</td>
<td>Real Estate Finance</td>
<td>4</td>
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</tbody>
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Four units chosen from:
- ACCT 347 Management Accounting and Ethics in Business 4
- ACCT 372 Intermediate Accounting 4
- ACCT 373 Problem Areas in Intermediate Accounting 4
- ACCT 426 Introduction to Taxation 4
- ACCT 536 Corporate and Partnership Taxation 4
- ECON 410 Money and Banking 4
- FIN 355 Business and Asian Culture 4
- FIN 360 Financial Planning Process and Insurance 4
- FIN 433 International Business Finance 4
- FIN 435 Investment Analysis 4
- FIN 445 Financial Analysis and Decision-Making 4
- FIN 460 Retirement Planning 4
- FIN 481 Real Estate Practice (if not taken previously) 4
- FIN 482 Real Estate Development 4
- FIN 485 Legal Aspects of Real Estate (if not taken previously) 4
- FIN 523 Security Trading and Analysis 4
- FIN 546 Student Managed Investment Fund 4
- ADMN 575 Internship 4
- FIN 575 Internship 4
- MKTG 430 Professional Selling and Sales Management 4

Total Units: 24