California State Polytechnic University, Pomona
Degree Curriculum Sheet

Plan (Major) BUSINESS ADMINISTRATION
Subplan/Option Finance, Real Estate and Law

| Minimum Units Required | 180 |

Required Core Courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Accounting</td>
<td>4/1</td>
</tr>
<tr>
<td>Management Accounting</td>
<td>4/1</td>
</tr>
<tr>
<td>Management Information Systems</td>
<td>4</td>
</tr>
<tr>
<td>Legal Environment of Business Transactions</td>
<td>3</td>
</tr>
<tr>
<td>Managerial Finance</td>
<td>3</td>
</tr>
<tr>
<td>Principles of Marketing Management</td>
<td>4</td>
</tr>
<tr>
<td>Principles of Mgmt</td>
<td>4</td>
</tr>
<tr>
<td>Organizational Behavior</td>
<td>4</td>
</tr>
<tr>
<td>Operations Management</td>
<td>4</td>
</tr>
<tr>
<td>Managerial Statistics</td>
<td>4</td>
</tr>
<tr>
<td>Strategic Management</td>
<td>4</td>
</tr>
</tbody>
</table>

General Education Requirements

<table>
<thead>
<tr>
<th>Area</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>A Communication &amp; Critical Thinking</td>
<td>12</td>
</tr>
<tr>
<td>B Mathematics &amp; Natural Sciences</td>
<td>16</td>
</tr>
<tr>
<td>C Humanities</td>
<td>16</td>
</tr>
<tr>
<td>D Social Sciences</td>
<td>20</td>
</tr>
</tbody>
</table>

Required Support Courses

<table>
<thead>
<tr>
<th>Course</th>
<th>Units</th>
</tr>
</thead>
<tbody>
<tr>
<td>Intro to Microcomputer</td>
<td>1</td>
</tr>
<tr>
<td>Principles of Economics (D2)</td>
<td>4</td>
</tr>
<tr>
<td>Introductory Calculus for Business (B4)</td>
<td>4</td>
</tr>
<tr>
<td>Statistics with Applications (B4)</td>
<td>4</td>
</tr>
</tbody>
</table>

Total Units: 20-24

Unrestricted Electives

Select a sufficient number of courses so that the total from “Required Support,” “GE,” and “Unrestricted Electives” is at least 92 units.

Other Major (Plan) Requirements

American Institutions

Courses that satisfy this requirement may also satisfy GE Area A.1

American Cultural Perspectives Requirement

Refer to catalog for list of courses that satisfy this requirement. Course may also satisfy major, minor, GE, or unrestricted elective requirements.

Total Units 68
Career Emphasis in Finance and Real Estate: (16 units)

- Business Forecasting: FRL 363 (4)
- Real Estate Appraisal: FRL 380 (4)
- Real Estate Finance: FRL 383 (4)
- Real Property Mgmt: FRL 386 (4)
- Financial Modeling: FRL 404 (4)
- Financing Small Business: FRL 420 (4)
- Derivatives Markets: FRL 431 (4)
- Seminar in Portfolio Mgmt and Capital Markets: FRL 433 (4)
- Multinational Financial Mgmt: FRL 453 (4)
- Commercial Banking: FRL 460 (4)
- Real Estate Market Analysis: FRL 483 (4)
- Real Estate Investment Analysis: FRL 486 (4)
- Urban Land Development: FRL 490 (4)

With the approval of a faculty advisor, finance students can select one course outside the finance area, either a course in the business law emphasis or a course from the departments of accounting or economics.

Career Emphasis in Business Law (16 units)

- Contract Administration: FRL 325 (4)
- Contract Aspects of the UCC: FRL 326 (4)
- Contract Case Study/Practical Application: FRL 327 (4)
- Government Regulations of Business: FRL 401 (4)
- Legal Implications of Financial Transactions: FRL 403 (4)
- Legal Aspects of Intl Business: FRL 426 (4)
- Intl Law and Dispute Settlement: FRL 450 (4)
- Real Estate Law and Practice: FRL 484 (4)

With the approval of a faculty advisor, law students can substitute one course from the other career emphasis. FRL 328-Contract Cost/Price Techniques-Negotiation (4) will be offered through open-university when possible.

FRL students can satisfy one of the optional career-emphasis or elective courses by taking four units of internships (FRL 441/FRL 442).

Students in the finance and real estate career emphasis must complete 16 units of elective coursework in finance and/or real estate. The following advisory emphases are intended to assist students in making course selections. Finance students can select courses from any of the four areas listed below. If a student wants to develop a focus on a particular emphasis, he/she is advised to select as many courses as possible from that emphasis. Students are encouraged to consult with faculty advisors when selecting courses.

Financial Institutions
- Financial Derivatives: FRL 431 (4)
- Real Estate Finance: FRL 383 (4)
- Commercial Banking: FRL 460 (4)

Managerial Finance
- Financial Forecasting: FRL 363 (4)
- Financial Modeling: FRL 404 (4)
- Financing Small Business: FRL 420 (4)
- Multinational Financial Mgmt: FRL 453 (4)

Investments
- Financial Derivatives: FRL 431 (4)
- Financial Forecasting: FRL 363 (4)
- Portfolio Mgmt: FRL 433 (4)
- Real Estate Investment Analysis: FRL 486 (4)

Real Estate
- Real Estate Appraisal: FRL 380 (4)
- Real Estate Finance: FRL 383 (4)
- Real Estate Investment Analysis: FRL 486 (4)