



**California State Polytechnic University, Pomona
Degree Curriculum Sheet**

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

Catalog Year 2009-2010 Name _____
Minimum Units Required 180 Student ID _____

Evaluator _____
MCP Satisfied Yes No
GWT Satisfied Yes No

Required Core Courses		
Course		Units
Legal Environment of Business Transactions	FRL 201	4
Financial Accounting for Decision Making	ACC 207/207A	4/1
Managerial Accounting for Decision Making	ACC 208/208A	4/1
Managerial Finance I	FRL 300	3
Managerial Finance II	FRL 301	3
Principles Marketing Management	IBM 301	4
Principles of Management	MHR 301	4
Organizational Behavior	MHR 318	4
Operations Management	TOM 301	4
Managerial Statistics	TOM 302	4
Management Information Systems	CIS 310	4
Strategic Management or Strategic Management	MHR 410 TOM 411	4 (4)
Total Units		48

Required Subplan/Option Courses		
Course		Units
Fundamentals of Real Estate	FRL 306	4
Financial Institutions and Markets	FRL 315	4
Investment Analysis	FRL 330	4
Corporate Finance Theory	FRL 367	4
Evaluation of Financial Policy	FRL 440	4
Total Units		20

Elective Subplan/Option Courses		
Course	Units	
FRL students are required to select and sign their intended career track with the department before taking any career track courses. (See list on back.)	20	
Finance Real Estate Business Law and Contract Management		
Student Signature _____		
Date _____		
Total Units		20

Required Support Courses		
Course		Units
Freshman English II (A3)	ENG 105	4
Introduction to Calculus for Business (B4)	MAT 125	4
Statistics with Applications (B4)	STA 120	4
Principles of Economics (D2)	EC 201	4
Principles of Economics (D2)	EC 202	4
Introduction to Microcomputing	CIS 101 ¹	4
Total Units		20-24

Unrestricted Electives		
Course	Units	
Unrestricted Electives	0-16	
Select a sufficient number of courses so that the total from "Required Support," "GE," and "Unrestricted Electives" is at least 92 units.		
Total Units		0-16

Other Major (Plan) Requirements
¹ Microcomputer proficiency (MCP) must be demonstrated by satisfying one of the following three alternatives: 1) CIS 101, 2) microcomputer proficiency skills tests in Word, Excel, and PowerPoint, or 3) an approved college course. There are no units associated with the Microcomputer Proficiency Skills Test.
Students must complete and earn a grade of "C" (2.0) or better in each of the following courses before taking FRL 315, FRL 330, FRL 367 or FRL 440: ACC 207, ACC 207A, ACC 208, ACC 208A, EC 201, EC 202, ENG 104 (or ENG 102 and ENG 103), FRL 201, FRL 300, FRL 301, MAT 125, STA 120.
Students must complete and earn a grade of "C" (2.0) or better in each of the following courses before taking FRL 306: ACC 207, ACC 207A, EC 201, FRL 201, FRL 300.
Students must complete and earn a grade of "C" (2.0) or better in FRL 301 and FRL 367 before taking FRL 440.

General Education Requirements		
Area	Units	
Area A Communication & Critical Thinking	12	
1 Oral Communication		
2 Written Communication		
3 Critical Thinking		
Area B Mathematics & Natural Sciences	16	
<i>Select at least one lab course from sub-area 1 or 2.</i>		
1 Physical Science		
2 Biological Science		
3 Laboratory Activity		
4 Math/Quantitative Reasoning		
5 Science & Technology Synthesis		
Area C Humanities	16	
1 Visual and Performing Arts		
2 Philosophy and Civilization		
3 Literature and Foreign Language		
4 Humanities Synthesis		
Area D Social Sciences	20	
1 U.S. History, Constitution, American Ideals		
2 History, Economics and Political Science		
3 Sociology, Anthropology, Ethnic & Gender Studies		
4 Social Science Synthesis		
Area E Lifelong Understanding & Self Development	4	
Total Units		68

American Institutions	Units
Courses that satisfy this requirement may also satisfy G.E. Area D1	8

American Cultural Perspectives Requirement	Units
Refer to catalog for list of courses that satisfy this requirements. Course may also satisfy major, minor, GE, or unrestricted elective requirements.	4

The following required support courses should be taken to satisfy the indicated GE Requirements to achieve the minimum units to degree listed at the top of this sheet.		
Course		GE Area
Freshman English II	ENG 105	A3
Introduction to Calculus for Business or Statistics with Applications	MAT 125 STA 120	B4 (B4)
Principles of Economics	EC 201	D2
or Principles of Economics	EC 202	(D2)
The remaining GE requirements may be satisfied by any course approved for that area.		

No more than 105 community college quarter units or 36 extension credit quarter units may be applied toward a Bachelor's degree.
A minimum 2.0 cumulative GPA is required in core (including option) courses, Cal Poly Pomona courses, and overall work completed in order to receive a degree in this major.

Students must take *five* courses from their intended career track (total 20 units) in the FRL Department.

1. Career Track in Finance (20 units)

Required Career Track (4 units)

Legal Environment of Business Organizations FRL 302 (4)

Select *four* courses (16 units) from below:

Financial Derivatives	FRL 331	(4)	Financial Modeling	FRL 404	(4)
Financial Forecasting	FRL 363	(4)	Financing Small Business	FRL 420	(4)
Multinational Financial Mgmt.	FRL 453	(4)	Seminar in Portfolio Mgmt.	FRL 433	(4)
Seminar in Finance	FRL 463	(4)	Commercial Banking	FRL 460	(4)

With the approval of a finance advisor, FRL students can substitute one course in any FRL career track or a course from either Economics or Accounting for one of the elective finance courses listed above.

FRL students can satisfy one of the optional career-track courses by taking four units of internships (FRL 441) or senior project (FRL 461 and FRL 462).

2. Career Track in Real Estate (20 units)

Required Career Track (12 units)

Real Estate Appraisal	FRL 380	(4)
Real Estate Finance	FRL 383	(4)
Real Estate Law	FRL 484	(4)

Select two courses (8 units) from below:

Property Management	FRL 386	(4)
Real Estate Market Analysis	FRL 483	(4)
Real Estate Investment Analysis	FRL 486	(4)
Real Estate Practices	FRL 485	(4)
Urban Land Development	FRL 490	(4)

With the approval of a Real Estate advisor, FRL students can substitute one course in any FRL career track or in Economics for one of the elective real estate courses listed above.

With the approval of their career track advisor, FRL students can satisfy one of the optional career-track courses by taking four units of internships (FRL 441) or senior project (FRL 461 and FRL 462).

3. Career Track in Business Law and Contract Management (20 units)

Required Career Track (8 units)

Legal Environment of Business Organizations	FRL 302	(4)
And choose either:		
Contract Administration	FRL 325	(4)
or Contract Aspects of UCC	FRL 326	(4)

Select *three* courses (12 units) from below:

Contract Administration	FRL 325	(4)	Entrepreneurial Law	FRL 407	(4)
Con Asp of Unif Com Code	FRL 326	(4)	Law for Accounting	FRL 408	(4)
Contract Case Study	FRL 327	(4)	E-commerce Law	FRL 410	(4)
Contract Cost Price	FRL 328	(4)	Legal Environment of Marketing	FRL 419	(4)
Gov. Regulations of Business	FRL 401	(4)	Legal Aspects of Intl Bus	FRL 426	(4)
Legal Impl of Fin Transactions	FRL 403	(4)	Legal Environment of Labor Rel	FRL 406	(4)
Real Estate Law	FRL 484	(4)	Real Estate Practices	FRL 485	(4)

With the approval of a Law/Contract advisor, FRL students can substitute one course in any FRL career track for one of the elective law or contract management courses listed above.

FRL students can satisfy one of the optional career-track courses by taking four units of internships (FRL 441) or senior project (FRL 461 and FRL 462).

ADVISORS BY CONCENTRATION

General Finance:	Ghazanfari	66-220
Chernobai	Kholdy	66-221
McLaughlin	Lentz	66-218
Muhtaseb	McLaughlin	66-223
Sarmas	Muhtaseb	66-226
Sun	Sarmas	66-219
Tan	Sohrabian	66-214
	Young	66-209
Corporate Finance:		
Chernobai	66-210	
Ghazanfari	66-220	
Kholdy	66-221	
Lentz	66-218	
McLaughlin	66-223	
Muhtaseb	66-226	
Sarmas	66-219	
Sun	66-225	
Tan	66-212	
Financial Institutions:		
Ghazanfari	66-220	
Sarmas	66-219	
Sohrabian	66-214	
Multinational Finance:		
Kholdy	66-221	
Sarmas	66-219	
Sohrabian	66-214	
Security Analysis:		
Chernobai	66-210	
Ghazanfari	66-220	
Muhtaseb	66-226	
Schrabian	66-214	
Real Estate Brokerage & Dvlp.		
Carney	66-205	
Lentz	66-218	
Real Estate Finance:		
Carney	66-205	
Lentz	66-218	
Contract Administration:		
Enders	66-210	
Wyatt	66-216	
Business Law		
Enders	66-210	
Wyatt	66-216	
Young	6-209	

Advisors (continued)

Graduate: