



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

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

Catalog Year 2011-2012 Name \_\_\_\_\_  
Minimum Units Required 180 Student ID \_\_\_\_\_

Evaluator \_\_\_\_\_  
MCP Satisfied      Yes      No  
GWT Satisfied      Yes      No

Required Core Courses		
Course		Units
Financial Accounting for Decision Making	ACC 207/207A	4/1
Managerial Accounting for Decision Making	ACC 208/208A	4/1
Management Information Systems	CIS 310	4
Legal Environment of Business Transactions	FRL 201	4
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
Strategic Management	MHR 410	4
or Strategic Management	TOM 411	(4)
<b>Total Units</b>		<b>48</b>

Required Subplan/Option Core Courses		
Course		Units
Legal Environment of Business Organizations	FRL 302	4
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
<b>Total Units</b>		<b>24</b>

Elective Subplan/Option Core 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.)	16
Finance and Real Estate Business Law	
Student Signature _____	
Date _____	
<b>Total Units</b>	<b>16</b>

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

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.	
<b>Total Units</b>	<b>0-16</b>

Other Major (Plan) Requirements
<sup>1</sup> 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.

General Education Requirements	
Area	Units
<b>Area A Communication &amp; Critical Thinking</b>	<b>12</b>
1 Oral Communication	
2 Written Communication	
3 Critical Thinking	
<b>Area B Mathematics &amp; Natural Sciences</b>	<b>16</b>
<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	
<b>Area C Humanities</b>	<b>16</b>
1 Visual and Performing Arts	
2 Philosophy and Civilization	
3 Literature and Foreign Language	
4 Humanities Synthesis	
<b>Area D Social Sciences</b>	<b>20</b>
1 U.S. History, Constitution, American Ideals	
2 History, Economics and Political Science	
3 Sociology, Anthropology, Ethnic & Gender Studies	
4 Social Science Synthesis	
<b>Area E Lifelong Understanding &amp; Self Development</b>	<b>4</b>
<b>Total Units</b>	<b>68</b>

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	MAT 125	B4
or Statistics with Applications	STA 120	(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.

**Career emphasis in Finance and Real Estate (16 units)**

Financial Derivatives	FRL 331 (4)
Financial Forecasting	FRL 363 (4)
Real Estate Appraisal	FRL 380 (4)
Real Estate Finance	FRL 383 (4)
Real Property Management	FRL 386 (4)
Financial Modeling	FRL 404 (4)
Financing Small Business	FRL 420 (4)
Portfolio Management	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	FRL 327 (4)
Gov Regulations of Business	FRL 401 (4)
Legal Impl of Fin Transaction	FRL 403 (4)
Legal Aspects of Intl Bus	FRL 426 (4)
Real Estate Law	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) 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 441/442).**

**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 331 (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 Management	FRL 453 (4)

**Investments**

Financial Derivatives	FRL 331 (4)
Financial Forecasting	FRL 363 (4)
Portfolio Management	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)
Real Estate Law	