



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

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

Catalog Year **2014 - 2015**  
Minimum Units Required **180**

Name \_\_\_\_\_  
Student ID \_\_\_\_\_

Required Core Courses		
Course		Units
Required of all business majors. A 2.0 cumulative GPA is required in core courses including subplan courses for the major in order to receive a degree in the major.		
Financial Acctg for Decision Making	ACC 207/207A	4/1
Managerial Acctg 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 of Marketing Mgmt	IBM 301	4
Principles of Mgmt	MHR 301	4
Organizational Behavior	MHR 318	4
Operations Mgmt	TOM 301	4
Managerial Statistics	TOM 302	4
Strategic Mgmt	BUS 495	4
Note: Grade "C" or better required in ACC 207/ACC 207A, ACC 208/ACC 208A, FRL 201, FRL 300, FRL 301 and TOM 302.		
<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
Note: Grade "C" or better in FRL 367.		
<b>Total Units</b>		<b>24</b>

Elective Subplan/Option Core Courses		
Course		Units
Students are required to select and sign their intended career emphasis with the department before taking any career emphasis courses. (See list on back.)		
<b>Total Units</b>		<b>16</b>

Required Support Courses		
Course		Units
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.		
Intro 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
Introductory Calculus for Business (B4)	MAT 125	4
Statistics with Applications (B4)	STA 120	4
Note: Grade "C" or better in CIS 101, EC 201, EC 202, MAT 125, STA 120.		
<b>Total Units</b>		<b>20-24</b>

Unrestricted Electives		
Course		Units
Select a sufficient number of courses so that the total from "Required Support," "GE," and "Unrestricted Electives" is at least 92 units.		
The number of unrestricted elective units depends on whether or not ENG 105, STA 120 or MAT 125, and EC 201 or EC 202 are used for General Education (see curriculum sheet for the subplan). If any of these courses are used for General Education, unrestricted electives will be increased by four units per course up to the unit maximum of 16.		
<b>Total Units</b>		<b>0-16</b>

Other Major (Plan) Requirements
<sup>1</sup> Computer proficiency must be demonstrated by satisfying one of the following three alternatives: 1) CIS 101, 2) Computer Proficiency Skills Tests in Word, Excel, Access, and PowerPoint, or 3) an approved college course. There are no units associated with the Computer Proficiency Skills Test. If the test is passed, then unrestricted electives in subplan/option selected may be increased by 4 units.

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 subarea 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		
a. United States History		
b. Introduction to American Government		
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 GE Area D1	8

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

All persons who receive undergraduate degrees from Cal Poly Pomona must pass the Graduation Writing Test (GWT). The test must be taken by the quarter following completion of 120 units for undergraduates.

College of Business Administration  
Finance, Real Estate, and Law  
2014-2015

**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)