



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

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

Catalog Year **2016 - 2017**  
Minimum Units Required **180**

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

<b>Required Core Courses</b>
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. ACC 207/207A - Financial Accounting for Decision Making (4/1) ACC 208/208A - Managerial Accounting for Decision Making (4/1) CIS 310 - Management Information Systems (4) FRL 201 - Legal Environment of Business Transactions (4) FRL 300 - Managerial Finance I (3) FRL 301 - Managerial Finance II (3) IBM 301 - Principles of Marketing Management (4) MHR 301 - Principles of Management (4) MHR 318 - Organizational Behavior (4) TOM 301 - Operations Management (4) TOM 302 - Managerial Statistics (4) BUS 495 - Strategic Management (4)
Grade "C" or better required in ACC 207/207A, ACC 208/208A, FRL 201, FRL 300, FRL 301 and TOM 302.
<b>Total Units 48</b>

<b>Required Subplan/Option Core Courses</b>
FRL 302 - Legal Environment of Business Organizations (4) FRL 306 - Fundamentals of Real Estate (4) FRL 315 - Financial Institutions and Markets (4) FRL 330 - Investment Analysis (4) FRL 367 - Corporate Finance Theory (4) FRL 440 - Evaluation of Financial Policy (4)
Grade "C" or better required in FRL 367.
<b>Total Units 24</b>

<b>Elective Subplan/Option Core Courses</b>
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 16</b>

<b>Required Support Courses</b>
CIS 101 - Introduction to Personal Computing (4) <sup>1</sup> ENG 130 - Freshman English II (4) (A3) STA 120 - Statistics with Applications (4) (B4) MAT 125 - Introductory Calculus for Business (4) (B4) EC 201 - Principles of Economics (4) (D2) EC 202 - Principles of Economics (4) (D2)
<b>Total Units 20-24</b>

<b>Unrestricted Electives</b>
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 0-16</b>

<b>Other Major (Plan) Requirements</b>
<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.

<b>Interdisciplinary General Education</b>
See Interdisciplinary General Education Courses on the back of the Curriculum Sheet.
<b>Total Units 32</b>

<b>General Education Requirements</b>	
<b>Area A Communication &amp; Critical Thinking (12 units)</b>	
1. Oral Communication	
2. Written Communication	
3. Critical Thinking	
<b>Area B Mathematics &amp; Natural Sciences (16 units)</b>	
1. Physical Science	
2. Biological Science	
3. Laboratory Activity	
4. Math/Quantitative Reasoning	
5. Science & Technology Synthesis	
<b>Area C Humanities (16 units)</b>	
1. Visual and Performing Arts	
2. Philosophy and Civilization	
3. Literature and Foreign Language	
4. Humanities Synthesis	
<b>Area D Social Sciences (20 units)</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 (4 units)</b>	
<b>Total Units 68</b>	

<b>American Institutions</b>	
Courses that satisfy this requirement may also satisfy GE Area D1	<b>8</b>

<b>American Cultural Perspectives Requirement</b>	
Refer to the University Catalog General Education Program section for a list of courses that satisfy this requirement. Course may also satisfy major, minor, GE, or unrestricted elective requirements.	<b>4</b>

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.

**Career Emphasis in Finance and Real Estate: (16 units)**

- FRL 363 - Business Forecasting (4)
- FRL 380 - Real Estate Appraisal (4)
- FRL 383 - Real Estate Finance (4)
- FRL 386 - Real Property Management (4)
- FRL 404 - Financial Modeling (4)
- FRL 420 - Financing Small Business (4)
- FRL 431 - Derivatives Markets (4)
- FRL 433 - Seminar in Portfolio Management and Capital Markets (4)
- FRL 453 - Multinational Financial Management (4)
- FRL 460 - Commercial Banking (4)
- FRL 483 - Real Estate Market Analysis (4)
- FRL 486 - Real Estate Investment Analysis (4)
- FRL 487 - Practices and Applications of Real Estate Law (4)
- FRL 490 - Urban Land Development and Analysis (4)
- ACC 402 - Financial Accounting and Analysis (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 and economics.*

**Career Emphasis in Business Law (16 units)**

- FRL 325 - Contract Administration (4)
- FRL 326 - Contract Aspects of the Uniform Commercial Code (4)
- FRL 327 - Contract Case Study/Practical Application (4)
- FRL 401 - Government Regulation of Business (4)
- FRL 403 - Legal Implications of Financial Transactions (4)
- FRL 426 - Legal Aspects of International Business (4)
- FRL 450 - International Law and Dispute Settlement (4)
- FRL 484 - Real Estate Law (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).*

**Interdisciplinary General Education**

An alternate pattern for partial fulfillment of GE Areas A, C, D, and E available for students is the Interdisciplinary General Education (IGE) program. Students should see an advisor for specific GE coursework required by their major. Students must be exempt from or score at least 147 on the EPT to qualify for IGE. Please refer to the University Catalog General Education Program section for additional information.

**How IGE fulfills General Education Requirements:**

Year	Completion of IGE Courses	Satisfies GE Requirements
Freshman	IGE 120, IGE 121, IGE 122	A2 as well as any 2 courses from C1-C3
Sophomore	IGE 220, IGE 221, IGE 222	D1 (8 units) and D3
Junior	IGE 223, IGE 224	D2 and Area E

**Total Units 32**