

Name: _____
 Plan: Business Administration, B.S.
 SubPlan/Option: Finance, Real Estate, and Law
 Min. Units Required: **120 units**

Major Required Core 54 units

ACC2070 - Financial Accounting for Decision Making (3)
 ACC2080 - Managerial Accounting for Decision Making (3)
 BUS3000 - Applied Business Communication (3)
 BUS3102 - Globalization of Business-Modules (3)
 BUS4950 - Strategic Management (3)
 CIS1010 - Introduction to Personal Computing (3) 1
 CIS3100 - Management Information Systems (3)
 EC2201 - Principles of Microeconomics (3) (D3)
 EC2202 - Principles of Macroeconomics (3) (D3)
 FRL2013 - The Legal Environment of Business and its Transactions (3)
 FRL3000 - Managerial Finance (3)
 IBM3012 - Principles of Marketing Management (3)
 MAT1250 - Introductory Calculus for Business (3) (B4)
 MHR3010 - Principles of Management (3)
 MHR3020 - Organizational Behavior (3) (D4)
 STA1200 - Statistics with Applications (3) (B4)
 TOM3010 - Operations Management (3)
 TOM3020 - Managerial Statistics (3)

FRL4862 - Real Estate Investment Analysis (3)
 FRL4872 - Practices and Applications of Real Estate Law (3)
 FRL4902 - Urban Land Development (3)
 FRL4990 - Special Topics for Upper Division Students (1-3)

Business Law and Contract Management Emphasis 12 units

Select 12 units from the following:
 FRL3253 - Contract Administration (3)
 FRL3263 - Contract Aspects of the Uniform Commercial Code (3)
 FRL3273 - Contract Case Study/Practical Application (3)
 FRL3283 - Contract Cost/Price Techniques-Negotiation (3)
 FRL4013 - Government Regulation of Business (Administrative Law and Regulation) (3)
 FRL4033 - Law of Financial Transactions (3)
 FRL4263 - Legal Aspects of International Business (International Business Law) (3)
 FRL4411 - Internship 1 (1-3)
 FRL4503 - International Law and Dispute Settlement (3)
 FRL4842 - Real Estate Law (3)

Personal Computer Proficiency Requirement

1 (see policy statement in College of Business Administration introductory section).

Note(s):

All students in any College of Business Administration subplan, and all other students taking certain business courses, must demonstrate proficiency with specific personal computer software packages. The proficiency must be demonstrated prior to taking any business course with the term "personal computer proficiency" in the prerequisite list. Some business courses identify specific personal computer packages in their prerequisite lists. In these cases, proficiency in the noted packages must be demonstrated prior to taking the course.

1 Personal Computer Proficiency must be demonstrated by satisfying one of the following three alternatives: 1) CIS 1010, 2) personal computer proficiency test in Word, Excel, Access, and PowerPoint, or 3) an approved college course. There are no units associated with the personal computer proficiency test. If the test is passed, then electives in subplan selected may be increased by 3 units.

Subplan/Option Required Option 15 units

FRL3062 - Fundamentals of Real Estate (3)
 FRL3151 - Financial Markets and Institutions (3)
 FRL3301 - Investments (3)
 FRL3671 - Corporate Finance Theory (3)
 FRL4401 - Evaluation of Financial Policy (3)

Subplan/Option Electives 12 units

Select ONE of the following three Emphases:

Finance Emphasis 12 units

Select 12 units from the following:
 ACC4122 - Financial Accounting and Analysis (3)
 FRL3832 - Real Estate Finance (3)
 FRL4041 - Financial Modeling (3)
 FRL4311 - Financial Derivatives (3)
 FRL4331 - Seminar in Portfolio Management and Capital Markets (3)
 FRL4411 - Internship 1 (1-3)
 FRL4531 - Multinational Financial Management (3)
 FRL4601 - Commercial Banking (3)
 FRL4631 - Business Forecasting (3)
 FRL4671 - Business Valuation, Mergers and Acquisitions (3)
 FRL4862 - Real Estate Investment Analysis (3)
 FRL4990 - Special Topics for Upper Division Students (1-3)

Real Estate Emphasis 12 units

Select 12 units from the following:
 FRL3802 - Real Estate Appraisal (3)
 FRL3832 - Real Estate Finance (3)
 FRL3862 - Real Property Management (3)
 FRL4041 - Financial Modeling (3)
 FRL4411 - Internship 1 (1-3)
 FRL4631 - Business Forecasting (3)
 FRL4671 - Business Valuation, Mergers and Acquisitions (3)
 FRL4832 - Real Estate Market Analysis (3)
 FRL4842 - Real Estate Law (3)

General Education Requirements 48 Units

Students should consult the Academic Programs website
<https://www.cpp.edu/~academic-programs/general-education-course-listings.shtml>

for current information regarding this requirement. Unless specific courses are required, please refer to the list of approved courses under General Education Requirements, Areas A through E.

Area A. English Language Communication and Critical Thinking (9 units)

1. Oral Communication
2. Written Communication
3. Critical Thinking

Area B. Scientific Inquiry and Quantitative Reasoning (12 units)

1. Physical Sciences
2. Life Sciences
3. Laboratory Activity
4. Mathematics/Quantitative Reasoning
5. Science and Technology Synthesis

Area C. Arts and Humanities (12 units)

1. Visual and Performing Arts
- 2a. Philosophy and Civilization
- 2b. Literature and Language Other than English
3. Arts and Humanities Synthesis

Area D. Social Sciences (12 units)

1. U.S. History and American Ideals
2. U.S. Constitution and California Government
3. Social Sciences: Principles, Methodologies, Value Systems, and Ethics
4. Social Science Synthesis

Area E. Lifelong Learning and Self-Development (3 units)

Interdisciplinary General Education 21 Units

An alternate pattern for partial fulfillment of GE Areas A, C, and D available for students is the Interdisciplinary General Education (IGE) program. Students should see an advisor for specific GE coursework required by their major. Please refer to the University Catalog General Education Program section for additional information.

How IGE fulfills General Education Requirements:

<i>Year</i>	<i>Completion of IGE Courses</i>	<i>Satisfies GE Requirements</i>
<i>Freshman</i>	<i>IGE 1100, IGE 1200</i>	<i>A2 and C2b</i>
<i>Sophomore</i>	<i>IGE 2100, IGE 2200</i>	<i>C1 and C2a</i>
<i>Junior</i>	<i>IGE 2300, IGE 2400</i>	<i>D1 and D3</i>
<i>Senior</i>	<i>IGE 3100</i>	<i>C3 or D4</i>

American Institutions 6 Units

Courses that satisfy this requirement may also satisfy GE Area D1 and D2.

American Cultural Perspectives Requirement 3 Units

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.

Graduation Writing Test

All persons who receive undergraduate degrees from Cal Poly Pomona must pass the Graduation Writing Test (GWT). The test must be taken by the semester following completion of 60 units for undergraduates.