

**Major Required 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)<sup>1</sup>  
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 - Statistical Foundations for Business Analytics (3)

**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.

<sup>1</sup> 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 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**

Any combination of courses listed below will satisfy the required 12 units. Emphases are listed to provide guidance for helping students to choose courses of interest that best fit your career goals, but there is no requirement for choosing a specific emphasis for fulfilling these units.

**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 (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 (3)  
FRL4832 - Real Estate Market Analysis (3)  
FRL4842 - Real Estate Law (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)  
FRL3293 - Legal and Contract Management Aspects of Federal Government Contract Property (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).

**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)**

At least 3 units from each sub-area

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

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

At least 3 units from B1, B2, B4, and B5 including 1 unit of lab from B1 or B2 to fulfill B3

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)**

At least 3 units from each sub-area and 3 additional units from sub-areas 1 and/or 2

1. Visual and Performing Arts
2. Literature, Modern Languages, Philosophy and Civilization
3. Arts and Humanities Synthesis

**Area D. Social Sciences (12 units)**

At least 3 units from each sub-area

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:**

Year	Completion of IGE Courses	Satisfies GE Requirements
First	IGE 1100, IGE 1200	A2 and C2
Second/Third	IGE 2100, IGE 2200	C1 and C2
	IGE 2300, IGE 2400	D1 and D3
Third/Fourth	IGE 3100	C3 or D4

**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.