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Real Estate

A SELF-ADVISING GUIDE

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Real Estate Programs: A bird's-Eye View

CSUSB offers a range of programs in real estate: *BA in Real Estate*, *BS in Real Estate*, and *Minor in Real Estate*.

A bachelor's degree at CSUSB has two components: General education (GE) and the major. GE advising is provided by Advising and Academic Services, located in UH 380 (Phone 909-537-5034).

The courses that belong to the second component—the major—are divided into two groups. The first is *the core*, a set of courses that every student doing a business degree must take and pass with a grade of "C" or better. They are subdivided into Lower Division (LD) and Upper Division (UD). The LD core consists of six 4-unit courses (32 units), listed below.

- ACCT 211 Introductory Accounting I
- ACCT 212 Introductory Accounting II (Prerequisite: ACCT 211)
- ECON 200 Principles of Microeconomics
- ECON 202 Principles of Macroeconomics
- IST 101 Introduction to Information Technology
- MGMT 230 Business Law
- SCM 210 Applied Business Statistics
- One course chosen from: MATH 110, MATH 120, MATH 192, MATH 211

The UD core includes the following nine 4-unit courses.

- FIN 313 Business Finance (Prerequisites: ACCT 212 and SCM 210)
- FIN 314 Corporate Financial Management (Prerequisite: FIN 313)
- IST 309 Information Management (Prerequisite: IST101)
- MGMT 302 Management and Organizational Behavior
- MGMT 330 Legal Environment of Business (Prerequisite: MGMT 230)
- MGMT 490 Strategic Management (Prerequisite: completion of the UD core courses (one course may be taken concurrently) and the UD writing requirement,
- MKTG 305 Marketing Principles (Prerequisite: junior standing)
- PA 315 Government-Business Relations
- SCM 304 Principles of Supply Chain Management (Prerequisite: SCM 210)

Courses in concentrations are divided into *required* and *electives* and are outlined below.

So, students who enter CSUSB as freshmen will follow this general path:

- First year: LD GE
- Second year: LD GE and LD core
- Third year: UD GE, UD core, and concentration courses
- Fourth year: UD GE, UD core, and concentration courses

BA in Real Estate (24 units)

Beyond the courses in the core, BS in Financial Planning requires 24 units of coursework. 24 units are required and 4 units are electives. The required courses are the following:

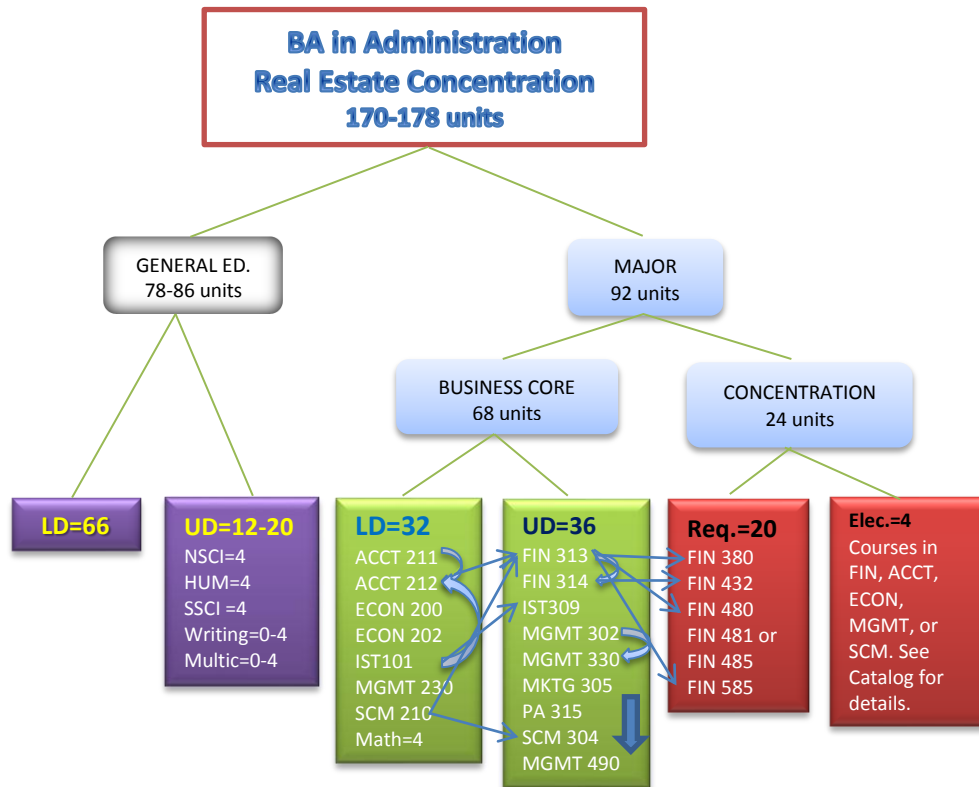
FIN 380	Principles of Real Estate (Prerequisite: FIN 313)
FIN 432	Financial Institutions & Capital Formation (Prerequisite: FIN 314)
FIN 480	Real Estate Appraisal (Prerequisite: FIN 313)
FIN 481	Real Estate Practice
OR	
FIN 485	Legal Aspects of Real Estate
FIN 585	Real Estate Finance (Prerequisite: FIN 313)

The 4 units of electives are chosen from the following:

ACCT	347	Management Accounting and Decision Making. (Prerequisite: ACCT 212)
ACCT	372	Intermediate Accounting (Prerequisite: ACCT 212)
ACCT	373	Problem Areas in Intermediate Accounting (Prerequisite: ACCT 372)
ACCT	426	Introduction to Taxation (Prerequisite: ACCT 211)
ACCT	536	Corporate & Partnership Taxation (Prerequisite: ACCT 426)
ECON	410	Money and Banking
FIN	355	Business and Asian Culture
FIN	360	Financial Planning & Insurance (Prerequisite: FIN 313)
FIN	433	International Business Finance (Prerequisite: FIN 313)
FIN	435	Investment Analysis (Prerequisite: FIN 430)
FIN	445	Financial Analysis and Decision-Making (Prerequisite: FIN 430)
FIN	460	Retirement Planning (Prerequisite: FIN 360)
FIN	481	Real Estate Practice
FIN	482	Real Estate Development
FIN	485	Legal Aspects of Real Estate
FIN	523	Security Trading and Analysis (Prerequisite: FIN 503 or equivalent)
FIN	546	Student Managed Investment Fund (2 units, requiring department consent)
FIN	575	Internship in Finance (Contact CBPA internship coordinator.)
MKTG	430	Professional Selling and Sales Management (Prerequisite: UD Writing)

The following figure represents the requirements for the entire BA in Real Estate Concentration.

BA in Real Estate at a glance



Advising tips for BA in Real Estate students

1. Prerequisites are strictly enforced: You cannot enroll in a class unless you have taken its prerequisites. The blue arrows in the figure above show the prerequisites for courses in the core and the concentration. See Catalog for prerequisites for other courses.
2. Once you reach junior standing, take courses in the concentration as soon as you can. Delaying them will delay your graduation.
3. The general rule of thumb for each quarter is: Select concentration courses first (**the red box**), then the business core courses (**the green box**). Fill in remaining time slots with UD General Education courses (**the purple box**).

Thus, students are advised to follow the road map of courses below.

Road map for BA in Real Estate (junior and senior years)

	Quarter 1	Quarter 2	Quarter 3
1	FIN 313 (1)	FIN 380	FIN 480
2	MGMT 306	FIN 314 (4)	FIN 481 or 485
3	Business Core (2)	Business Core (5)	Business Core (6)
4	Business Core (3)	UD GE	UD GE

	Quarter 4	Quarter 5	Quarter 6
1	FIN 585	FIN 432	RE Elective
2	Business Core (7)	MGMT 490 (9)	Others as needed
3	Business Core (8)	UD GE as needed	Others as needed
4	UD GE Capstone	Others as needed	Others as needed

BS in Real Estate (44 units)

Beyond the courses in the core, BS in Financial Planning requires 44 units of coursework. 24 units are required and 20 units are electives. The required courses are the following:

FIN 380	Principles of Real Estate (Prerequisite: FIN 313)
FIN 430	Financial Theory and Practice (Prerequisite: FIN 314)
FIN 432	Financial Institutions and Capital Formation (Prerequisite: 314)
FIN 480	Real Estate Appraisal (Prerequisite: FIN 313)
FIN 481	Real Estate Practice
OR	
FIN 485	Legal Aspects of Real Estate
FIN 585	Real Estate Finance (Prerequisite: FIN 313)

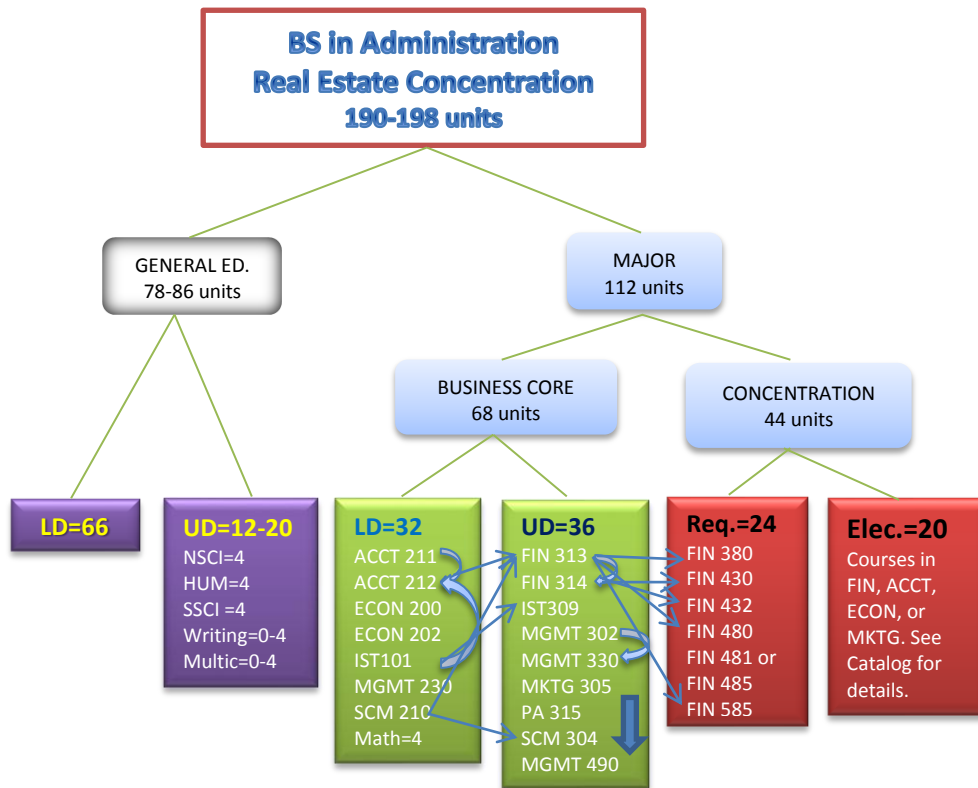
20 units of electives are chosen from:

ACCT	347	Management Accounting and Decision Making. (Prerequisite: ACCT ACCT 212)
ACCT	372	Intermediate Accounting (Prerequisite: ACCT 212)
ACCT	373	Problem Areas in Intermediate Accounting (Prerequisite: ACCT 372)
ACCT	426	Introduction to Taxation (Prerequisite: ACCT 211)
ACCT	536	Corporate & Partnership Taxation (Prerequisite: ACCT 426)
ECON	410	Money and Banking
FIN	355	Business and Asian Culture
FIN	360	Financial Planning & Insurance (Prerequisite: FIN 313)
FIN	433	International Business Finance (Prerequisite: FIN 313)
FIN	435	Investment Analysis (Prerequisite: FIN 430)

FIN	445	Financial Analysis and Decision-Making (Prerequisite: FIN 430)
FIN	460	Retirement Planning (Prerequisite: FIN 360)
FIN	481	Real Estate Practice
FIN	482	Real Estate Development
FIN	485	Legal Aspects of Real Estate
FIN	523	Security Trading and Analysis (Prerequisite: FIN 503 or equivalent)
FIN	546	Student Managed Investment Fund (2 units, requiring department consent)
FIN	575	Internship in Finance (Contact CBPA internship coordinator.)
MKTG	430	Professional Selling and Sales Management (Prerequisite: UD Writing)

The following figure represents the requirements for the entire BS in Real Estate Concentration.

BS in Real Estate at a glance



Advising tips for BS in Real Estate students

1. Prerequisites are strictly enforced. The blue arrows in the figure above show the prerequisites for courses in the core and the concentration. Therefore, once you reach junior standing, take courses in the concentration as soon as you can. Delaying them will delay your graduation.
2. The general rule of thumb for each quarter is: Select concentration courses first (the red box), then the business core courses (the green box). Fill in remaining time slots with UD General Education courses (the purple box).

Thus, students are advised to follow the road map of courses below.

Road map for BS in Real Estate majors (junior and senior years)

	Quarter 1	Quarter 2	Quarter 3
1	FIN 313 (1)	FIN 380	FIN 480
2	Business Core (2)	FIN 430	FIN 432
3	Business Core (3)	FIN 314 (4)	Business Core (6)
4	MGMT 306	Business Core (5)	UD GE

	Quarter 4	Quarter 5	Quarter 6
1	FIN 481 or 485	FIN 585	RE Elective
2	RE Elective	RE Elective	RE Elective
3	RE Elective	Business Core (8)	MGMT 490 (9)
4	Business Core (7)	UD GE	UD GE

Minor in Real Estate (28 Units)

The Minor in Real Estate requires 28 units of course work, 20 units of which are required, as seen below:

ACCT 211	Introductory to Accounting I
ACCT 212	Introductory to Accounting II (Prerequisite: ACCT 211)
FIN 313	Business Finance (Prerequisite: ACCT 212 and SCM 210)
FIN 314	Corporate Financial Management (Prerequisite: FIN 313)
FIN 380	Principles of Real Estate (Prerequisite: FIN 313)

And 8 units are electives, chosen from:

FIN 355	Business and Asian Culture
FIN 432	Financial Institutions and Capital Formation (Prerequisite: FIN 314)
FIN 480	Real Estate Appraisal (Prerequisite: FIN 313)
FIN 481	Real Estate Practice
FIN 485	Legal Aspects of Real Estate
FIN 585	Real Estate Finance (Prerequisite: FIN 313)