REQUIRED BUSINESS CORE COURSES

A Business Major is any student majoring in Accountancy; Finance; Information Systems; Management; Marketing; or Business Administration with an option in one of the following: Business Law, Global Supply Chain Management, Insurance and Financial Services, Real Estate, or Systems and Operations Management.

All business programs are accredited by AACSB and therefore have the same core requirements. Students will be held to fulfilling all prerequisite courses. The prerequisites for Business courses are listed below and also available in the current CSUN Catalog.

### LOWER DIVISION

**CORE REQUIREMENTS (27 UNITS)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 220</td>
<td>Intro to Financial Accounting (3)</td>
<td>A grade of “C” or higher in MATH 103 or higher level mathematics course and sophomore standing</td>
</tr>
<tr>
<td>ACCT 230</td>
<td>Intro to Managerial Accounting (3)</td>
<td>Prerequisite: ACCT 220</td>
</tr>
<tr>
<td>ECON 160</td>
<td>Principles of Microeconomics (3)</td>
<td>Qualifying scores on ELM and EPT or exemption, or satisfactory completion of developmental courses</td>
</tr>
<tr>
<td>ECON 161</td>
<td>Principles of Macroeconomics (3)</td>
<td>ECON 160 and qualifying scores on ELM and EPT or exemption, or satisfactory completion of developmental courses</td>
</tr>
<tr>
<td>COMP 100</td>
<td>Computers: Their Impact &amp; Use (3)</td>
<td>A grade of “C” or higher in MATH 103 or higher level mathematics course *The 4-unit MATH 140 course also satisfies this requirement</td>
</tr>
<tr>
<td>SOM 120*</td>
<td>Basic Business Statistics (3)</td>
<td>A grade of “C” or higher in MATH 103 or higher level mathematics course</td>
</tr>
<tr>
<td>ENGL 205</td>
<td>Business Communication (3)</td>
<td>AAS 113B/114B/115 or AFRS 113B/114B/115 or CAS 113B/114B/115 or CHS 113B/114B/115 or ENGL 113B/114B/115 or QS 113B/114B/115 or equivalent. Recommended Preparatory: AAS/AFRS/CAS/CHS/COMS 151 or equivalent; COMP 100 or equivalent.</td>
</tr>
<tr>
<td>BLAW 280</td>
<td>Business Law I (3)</td>
<td>Completion of lower division writing requirement and sophomore standing</td>
</tr>
<tr>
<td>MATH 103**</td>
<td>Mathematical Methods for Bus (3)</td>
<td>Passing score on or exemption from the ELM or credit in MATH 093 **MATH 103 or MATH 150A or MATH 150B (Calculus) with a grade of “C” or higher</td>
</tr>
</tbody>
</table>

### UPPER DIVISION

**CORE REQUIREMENTS (19 UNITS)**

<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 302</td>
<td>Gateway Experience (3)</td>
<td>Lower Division Business Core: ACCT 220, ACCT 230; ECON 160, ECON 161; COMP 100; SOM 120 or MATH 140, ENGL 205; BLAW 280; and MATH 103. Corequisite: BUS 302L</td>
</tr>
<tr>
<td>BUS 302L</td>
<td>Gateway Lab (1)</td>
<td>Junior standing and completion of all Lower Division Business Core courses. Corequisite: BUS 302.</td>
</tr>
<tr>
<td>FIN 303</td>
<td>Financial Management (3)</td>
<td>Pre/Corequisite for Business Majors: BUS 302/L</td>
</tr>
<tr>
<td>MGT 360</td>
<td>Management and Org. Behavior (3)</td>
<td>Pre/Corequisite for Business Majors: BUS 302/L</td>
</tr>
<tr>
<td>MKT 304</td>
<td>Marketing Management (3)</td>
<td>Pre/Corequisite for Business Majors: BUS 302/L</td>
</tr>
<tr>
<td>SOM 306</td>
<td>Operations Management (3)</td>
<td>MATH 103; SOM 120 or MATH 140 Recommended corequisite or preparatory: BUS 302/L</td>
</tr>
<tr>
<td>BUS 497</td>
<td>Capstone (3)</td>
<td>Senior standing; BUS 302/L; FIN 303; MGT 360; MKT 304; and a passing score (8 or higher) on the Upper Division Writing Proficiency Exam (UDWPE).</td>
</tr>
</tbody>
</table>

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REAL ESTATE
DEGREE REQUIREMENTS (24 UNITS)

REAL ESTATE CORE REQUIREMENTS (18 UNITS)

BLAW 308  Business Law II (3)
Prerequisites: BLAW 280; BUS 302/L is a Pre/Corequisite for business majors

BLAW 481  Real Estate Law (3)
Prerequisites: BLAW 280; BLAW 308; BUS 302/L for business majors;
Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam
(UDWPE)

FIN 338  Real Estate Principles (3)
Prerequisite: Upper Division Standing

FIN 433  Real Estate Finance (3)
Prerequisites: FIN 303; FIN 338; BUS 302/L for business majors;
Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam
(UDWPE)

FIN 439  Real Estate Valuation (3)
Prerequisites: FIN 303; FIN 338; BUS 302/L for business majors;
Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam
(UDWPE)

BLAW 412  Real Estate Practice (3)
Prerequisite: Passing Score (8 or higher) on the Upper Division Writing Proficiency
Exam (UDWPE); BUS 302/L for business majors

SELECT FROM THE FOLLOWING (3 UNITS)
(select one course)

BLAW 368*  Law, Business and Ethics (3)
Prerequisite: BLAW 280; BUS 302/L co/prerequisite for business majors
*BLAW 368 fulfills GE

BLAW 453  Negotiation (3)
Prerequisite: BLAW 280; Passing Score (8 or higher) on the Upper Division Writing
Proficiency Exam (UDWPE); BUS 302/L for business majors

REAL ESTATE BREADTH AND PERSPECTIVE (3 UNITS)
(select one course)

ECON 310*  Price Theory and Applications (3)
Prerequisites: ECON 160 or 300. MATH 103 or higher with a grade of “C” or better
*ECON 310 fulfills GE

IS 312  Information Systems for Business (3)
Prerequisite: ACCT 220

ECON 350  Urban Economics (3)
Prerequisite: ECON 160 OR 300

FIN 303 must be completed with a grade of “C” or higher to qualify for all upper division Finance courses except FIN 302, FIN 336 and FIN 338 (effective for students enrolling in FIN 303 Spring 2010 or later)