

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, 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)

- ACCT 220 Intro to Financial Accounting (3)**
Prerequisites: A grade of "C" or higher in MATH 103 or higher level mathematics course and sophomore standing
- ACCT 230 Intro to Managerial Accounting (3)**
Prerequisite: ACCT 220
- ECON 160 Principles of Microeconomics (3)**
Prerequisites: Qualifying scores on ELM and EPT or exemption, or satisfactory completion of developmental courses
- ECON 161 Principles of Macroeconomics (3)**
Prerequisites: ECON 160 and qualifying scores on ELM and EPT or exemption, or satisfactory completion of developmental courses
- COMP 100 Computers: Their Impact & Use (3)**
- SOM 120* Basic Business Statistics (3)**
Prerequisite: A grade of "C" or higher in MATH 103 or higher level mathematics course
*The 4-unit MATH 140 course also satisfies this requirement
- ENGL 205 Business Communication (3)**
Prerequisite: 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.
- BLAW 280 Business Law I (3)**
Prerequisites: Completion of lower division writing requirement and sophomore standing
- MATH 103** Mathematical Methods for Bus (3)**
Prerequisites: 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

UPPER DIVISION CORE REQUIREMENTS (19 UNITS)

- BUS 302 Gateway Experience (3)**
Prerequisites: 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
- BUS 302L Gateway Lab (1)**
Prerequisites: Junior standing and completion of all Lower Division Business Core courses.
Corequisite: BUS 302.
- FIN 303 Financial Management (3)**
Pre/Corequisite for Business Majors: BUS 302/L
- MGT 360 Management and Org. Behavior (3)**
Pre/Corequisite for Business Majors: BUS 302/L
- MKT 304 Marketing Management (3)**
Pre/Corequisite for Business Majors: BUS 302/L
- SOM 306 Operations Management (3)**
Prerequisite: MATH 103; SOM 120 or MATH 140
Recommended corequisite or preparatory: BUS 302/L
- BUS 497 Capstone (3)**
Prerequisites: 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)

REAL ESTATE

DEGREE REQUIREMENTS (24 UNITS)

CATALOG YEARS 2016-PRESENT

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)
- BLAW 414 Real Estate Principles (3)**
Co-requisite: BUS 302/L for business majors
- FIN 433 Real Estate Finance (3)**
Prerequisites: FIN 303 with a grade of "C" or better; BLAW 414; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (UDWPE)
- BLAW 416 Real Estate Appraisal (3)**
Prerequisites: FIN 303; BLAW 414; 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

SELECT FROM THE FOLLOWING (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