

# 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 either Business Law, Financial Services, 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: MATH 103 or higher level math course*  
*\*The 4-unit MATH 140 course also satisfies this requirement*
- ENGL 205 Business Communication (3)**  
*Prerequisite: AAS 155 or CH 155 or ENGL 155 or PAS 155 or equivalent*  
*Recommended Preparatory: CH S 151 or COMS 151 or PAS 155 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 higher-level 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: SOM 120 or MATH 140 or SOM 391. 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 (WPE)*

# FINANCE

## DEGREE REQUIREMENTS (24 UNITS)

### CATALOG YEARS 2006-2010

Students enrolling in FIN 303 Spring 2010+: FIN 303 must be completed with a grade of "C" or higher to qualify for FIN 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, and/or 442.

### FINANCE CORE REQUIREMENTS (12 UNITS)

- BLAW 308 Business Law II (3)**  
*Prerequisites: BLAW 280; BUS 302/L is a Pre/Corequisite for business majors*
- FIN 432 Investment Analysis and Management (3)**  
*Prerequisites: FIN 303; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*
- FIN 435 Problems in Corporate Financial Policy (3)**  
*Prerequisites: FIN 303; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*
- FIN 437 Advanced Topics in Finance (3)**  
*Prerequisites: FIN 303; FIN 432; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*

### COMMUNICATION REQUIREMENT (3 UNITS)

(select one course)

*Prerequisite/Preparatory: Completion of the lower division writing requirement*

*\*PHIL 305 or COMS 323 fulfill GE section E*

- ENGL 305 Intermediate Expository Writing (3)**
- ENGL 306 Report Writing (3)**
- ENGL 407 Composition and the Professions (3)**  
*Preparatory: Demonstrated proficiency; instructor consent*
- PHIL 305\* Business Ethics and Public Policy (3)**
- COMS 323\* Group Communication (3)**
- COMS 443 Rhetoric in Business (3)**

### FINANCE BREADTH AND PERSPECTIVE (3 UNITS)

(select one course)

- ACCT 440 Taxation of Business Entities and Individuals (3)**  
*Prerequisites: A grade of "C" or higher in ACCT 351 and 351COM*
- 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 (WPE)*
- 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 Section D*
- FIN 436\*\*\* Futures and Options: Theory and Strategy (3)**  
*Prerequisites: FIN 303; FIN 432; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*
- IS 312 Information Systems for Business (3)**  
*Prerequisite: ACCT 220*

### FINANCE ELECTIVE REQUIREMENT (6 UNITS)

(select two courses)

*Select 6 additional units of Upper Division Finance courses (except FIN 302)*

*Note: Most 300-level business courses require completion or concurrent enrollment in BUS 302/L. All 400-level courses require completion of BUS 302/L and a passing score on the WPE. Refer to the CSUN catalog for specific course prerequisites.*

*\*\*\*If FIN 436 is used to satisfy the breadth/perspective requirement, the course **does not** double count as a finance elective.*

# FINANCIAL SERVICES

## DEGREE REQUIREMENTS (24 UNITS)

### CATALOG YEARS 2006-2010

Students enrolling in FIN 303 *Spring 2010+*: FIN 303 must be completed with a grade of "C" or higher to qualify for FIN 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, and/or 442.

### FINANCIAL SERVICES CORE REQUIREMENTS (12 UNITS)

- BLAW 308 Business Law II (3)**  
*Prerequisites: BLAW 280; BUS 302/L is a Pre/Corequisite for business majors*
- FIN 336 Principles of Insurance (3)**  
*Prerequisites: BUS 302/L for business majors*
- FIN 432 Investment Analysis and Management (3)**  
*Prerequisites: FIN 303; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*
- FIN 442 Theory and Practice of Financial Planning (3)**  
*Prerequisites: FIN 303; FIN 432; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*
- BLAW 409 Wills, Estates and Trusts (3)**  
*Prerequisites: BLAW 280; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*
- FIN 431 Risk Management (3)**  
*Prerequisites: FIN 303; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*
- OR
- FIN 434 Advanced Topics in Risk and Insurance (3)**  
*Prerequisites: FIN 336 or 431; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*

### COMMUNICATION REQUIREMENT (3 UNITS)

(select one course)

*Prerequisite/Preparatory: Completion of the lower division writing requirement*

*\*PHIL 305 or COMS 323 fulfill GE section E*

- ENGL 305 Intermediate Expository Writing (3)**
- ENGL 306 Report Writing (3)**
- ENGL 407 Composition and the Professions (3)**  
*Preparatory: Demonstrated proficiency; instructor consent*
- PHIL 305\* Business Ethics and Public Policy (3)**
- COMS 323\* Group Communication (3)**
- COMS 443 Rhetoric in Business (3)**

### FINANCIAL SERVICES BREADTH AND PERSPECTIVE (3 UNITS)

(select one course)

- ACCT 440 Taxation of Business Entities and Individuals (3)**  
*Prerequisites: A grade of "C" or higher in ACCT 351 and 351COM*
- ECON 311\*\* Money, Banking and the Federal Reserve (3)**  
*Prerequisites: ECON 160 and 161, or 300*  
*\*\*ECON 311 fulfills GE Section D*
- FIN 338 Real Estate Principles (3)**  
*Prerequisites: Upper Division Standing*
- FIN 438 Management of Financial Institutions (3)**  
*Prerequisites: FIN 303; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*
- IS 312 Information Systems for Business (3)**  
*Prerequisite: ACCT 220*

# REAL ESTATE

## DEGREE REQUIREMENTS (24 UNITS)

### CATALOG YEARS 2006-2010

Students enrolling in FIN 303 Spring 2010+: FIN 303 must be completed with a grade of "C" or higher to qualify for FIN 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, and/or 442.

### REAL ESTATE CORE REQUIREMENTS (12 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 (WPE)*
- FIN 338 Real Estate Principles (3)**  
*Prerequisite: Upper Division Standing*
- FIN 433 Real Estate Finance (3)**  
*Prerequisites: FIN 338; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*
- FIN 439 Real Estate Valuation (3)**  
*Prerequisites: FIN 338; BUS 302/L for business majors; Passing Score (8 or higher) on the Upper Division Writing Proficiency Exam (WPE)*

### COMMUNICATION REQUIREMENT (3 UNITS)

(select one course)

*Prerequisite/Preparatory: Completion of the lower division writing requirement*

*\*PHIL 305 or COMS 323 fulfill GE section E*

- ENGL 305 Intermediate Expository Writing (3)**
- ENGL 306 Report Writing (3)**
- ENGL 407 Composition and the Professions (3)**  
*Preparatory: Demonstrated proficiency; instructor consent*
- PHIL 305\* Business Ethics and Public Policy (3)**
- COMS 323\* Group Communication (3)**
- COMS 443 Rhetoric in Business (3)**

### 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 Section D*
- IS 312 Information Systems for Business (3)**  
*Prerequisite: ACCT 220*

### REAL ESTATE ELECTIVE REQUIREMENT (3 UNITS)

(select one courses)

*Select 3 additional units of Upper Division Finance courses (except FIN 302)*

*Note: Most 300-level business courses require completion or concurrent enrollment in BUS 302/L. All 400-level courses require completion of BUS 302/L and a passing score on the WPE. Refer to the CSUN catalog for specific course prerequisites.*