

# BUSINESS ADMINISTRATION: REAL ESTATE

## DEGREE REQUIREMENTS (24 UNITS)

CATALOG YEAR 2021 - Present

### REAL ESTATE CORE REQUIREMENTS (21 UNITS)

- BLAW 308 Business Law II (3)**  
*Prerequisites: BLAW 280; BUS 302+302L is a Pre/Corequisite for business majors*
- BLAW 481 Real Estate Law (3)**  
*Prerequisites: BLAW 280; BLAW 308; BUS 302+302L for business majors*
- RE 412\* Real Estate Practice (3)**  
*Prerequisites: Completion of the lower division writing requirement; BUS 302+302L is a Pre/Corequisite for business majors*
- RE 414\* Real Estate Principles (3)**  
*BUS 302+302L is a Pre/Corequisite for business majors*
- RE 416\* Real Estate Appraisal (3)**  
*Prerequisites: RE 414; BUS 302+302L for business majors*
- RE 418\* Real Estate Market and Development Analysis (3)**  
*Completion of the lower division writing requirement; BUS 302+302L is a co/prerequisite for Business majors*
- RE 420\* Real Estate Finance (3)**  
*Prerequisites: RE 412 and RE 414; BUS 302+302L is a prerequisite for business majors*

### Real Estate Option Requirement (3 UNITS)

(select one course)

- BLAW 368 Law, Business and Ethics (3)**  
*Prerequisite: Completion of the lower division writing requirement*
- BLAW 453 Negotiation (3)**  
*Prerequisite: BLAW 280; BUS 302+302L for business majors*
- MGT 456 Negotiation and Conflict Management (3)**  
*Prerequisites: MGT 360; BUS 302 +302L for business majors*

\* Beginning Fall, 2019, prefixes for these classes changed from "BLAW" to "RE". The change should populate automatically on SOLAR, but if not, students should submit course substitution forms.

# REQUIRED BUSINESS CORE COURSES

A Business Major is any student majoring in Accountancy, Information Systems; or Business Administration with an option in one of the following: Business Analytics, Business Law, Finance, Global Supply Chain Management, Management, Marketing, 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: Multiple Measures Placement in (1) GE-level Mathematics and (2) GE-level Written Communication or completion of 113A or 114A.*
- ECON 161 Principles of Macroeconomics (3)**  
*Prerequisites: ECON 160*
- IS 212 Info Systems for Business Users (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: Completion of Lower Division Writing Exam. Recommended Preparatory: AAS/AFRS/CAS/CHS/COMS 151 or equivalent; IS 212 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: Eligibility for GE level mathematics*  
\*\*MATH 103 or higher-level mathematics course must be completed with a "C" or higher.

## UPPER DIVISION CORE REQUIREMENTS (19 UNITS)

- BUS 302 Gateway Experience (3)**  
*Prerequisites: Junior Standing, Lower Division Business Core: ACCT 220, ACCT 230, ECON 160, ECON 161, IS 212, 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+302L*
- MGT360 Management and Org. Behavior (3)**  
*Pre/Corequisite for Business Majors: BUS 302+302L*
- MKT 304 Marketing Management (3)**  
*Pre/Corequisite for Business Majors: BUS 302+302L*
- SOM 306 Operations Management (3)**  
*Pre/Corequisite for Business Majors: BUS 302+302L*
- BUS 497 Capstone: Strategic Management (3)**  
*Prerequisites: Senior standing; BUS 302+302L, FIN 303, MGT 360, MKT 304; Graduating senior standing*

Transfer students should be aware that no grade lower than a "C" will be accepted on transfer from another institution to satisfy department or David Nazarian College of Business and Economics requirements.