



College of Business Administration
 Office of Student Engagement
 Undergraduate Business Advising Center
 Tahoe Hall 1030 – (916) 278-2499 (BIZZ) – cba-ugrad@csus.edu
 Upper Division Major Worksheet (see reverse for lower division requirements)

FINANCE | REAL ESTATE & LAND USE TRACK

Upper Division Major Core Requirements (24 units)

Course	Grade	Institution/Semester Taken	Equivalent Course	Prerequisites/Notes
<i>The following courses are open to expressed interest in business students who have completed the lower division requirements:</i>				
DS 101 – Data Analysis for Managers				(MATH 24 and STAT 1)
HROB 101 – Mgmt of Contemporary Org				(junior standing)
MGMT 102 – Business Communication				(ENGL 20 and junior standing)
<i>Students must be approved into the upper division business major in order to enroll in the following courses:</i>				
FIN 101 – Business Finance				
MKTG 101 – Principles of Marketing				
OPM 101- Operations Management				(DS 101; concurrent enrollment ok)
MIS 101 – Computer Info Systems for Management				
GM 105 – Strategic Management				(DS 101, HROB 101, MGMT 102, FIN 101, MKTG 101, OPM 101)

Concentration Requirements (21 units)

Course	Grade	Institution/Semester Taken	Equivalent Course	Prerequisites/Notes
FIN 134 – Financial Management				(FIN 101)
FIN 135 – Investments				(FIN 101)
FIN 142+ – Real Estate Finance				(FIN 19 or FIN 101 or ACCY 121 or ENGR 140)
Fin 143++ – Real Estate Investment				(FIN 19 or FIN 101 or ACCY 121 or ENGR 140)
FIN 149+ – Current Topics in Real Estate				(Completion of 9 units of required real estate courses or permission of instructor)
Select TWO elective courses from the following:				
FIN 19 – Real Estate Principles				
ECON 180 – Urban Economics				(ECON 1B)
FIN 136 – Modern Portfolio Management				(FIN 101)
FIN 137 – Financial Institutions & Markets				(FIN 101)
FIN 139 – Business Property & Liability Insurance				(FIN 138)
FIN 141 – Managerial Real Estate Law				(FIN 19)

+ Typically offered Fall semester only

++ Typically offered Spring semester only



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 Business Administration Major Works **Finance – Real Estate and Land Use Track**
 Effective Fall 2018

Lower Division Requirements (24 units)

All lower division requirements must be completed at the time of application to the upper division major

Course	Grade	Institution/Semester Taken	Equivalent Course	Prerequisites/Notes
MIS 1- Word Processing				
MIS 2 Spreadsheets				
MIS 3 Presentation Graphics				
ACCY 1 Accounting Fundamentals				
ACCY 2 Managerial Accounting				(ACCY 1)
ECON 1A Introduction to Macroeconomics				
ECON 1B Introduction to Microeconomics				
MATH 24 Modern Business Mathematics				(ALEKS PPL) calculus courses ok as substitution
MGMT 10 Introduction to Business Law				
STAT 1- Introduction to Statistics				(ALEKS PPL)

- The Business Administration major is **impacted**.
- Applicants will be **ranked based on overall GPA and lower division major GPA**.
- Minimum GPA **apply** is 2.4, however, this does not guarantee admission to the program. Actual GPA cutoffs have been higher.
- All lower division requirements must be completed at the time of application
- For a recent history of the "cutoff GPA" please visit www.csus.edu/cba/ubac/impaction.html.
- The number of students admitted to the major each semester will be dependent on faculty resources.

Where to apply:

The application can be found in the Student Center bottom right under "Forms" OR www.csus.edu/cba/ubac/impaction.html.

When to apply online:

Spring Semester

If finishing computer literacy/lower divisions by the end of the previous Summer, the application will be available September 1.

Supplemental online business application due:

October 15

Fall Semester

If finishing computer literacy/lower divisions by the end of the previous Fall, the application will be available February 1

Supplemental online business application due:

March 15