

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, 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)

- 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 115 or CH 115 or ENGL 115 or PAS 115 or equivalent
Recommended Preparatory: CH S 151 or COMS 151 or PAS 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 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)

REAL ESTATE

DEGREE REQUIREMENTS (24 UNITS)

CATALOG YEARS 2006-Present

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)

REAL ESTATE CORE REQUIREMENTS (15 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 303; 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 303; 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 course)

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.