B.B.A. IN REAL ESTATE

Overview

Major Area of Specialization in Real Estate (STEM)

The real estate major is designed for students who want to apply theoretical and analytical concepts to real estate lending, investment and development. The program builds on real estate development and new urbanism concepts, while maintaining a strong emphasis on quantitative methods in finance.

Curriculum Requirements

In addition to satisfying the University General Education Requirements and Electives, students pursuing the BBA in Real Estate must complete the BBA Business Core and the specific coursework for the Real Estate major area of specialization as follows:

General Education Requirements 1,2	Code	Title	Credit Hours
WRS 105 First-Year Writing I 3	General Education Requirements 1, 2		
WRS 106 First-Year Writing II ³ or ENG 106 Writing About Literature and Culture Quantitative Skills: MAS 110 Quantitative Applications in Business (fulfilled through the BBA business core) or MTH 161 Calculus I Areas of Knowledge: Arts and Humanities Cognate People and Society Cognate STEM Cognate (9 credits) (fulfilled through the major) Additional Requirements UMX 100 The University of Miami Experience 0 DEfectives 1 Principles of Financial Accounting ACC 211 Principles of Financial Accounting 3 SL 212 Introduction to Business Law and Ethics 3 SEL 212 Introduction to Business Technology and Innovation 3 SEL 212 Introduction to Business Technology and Innovation 3 SEL 211 Professional Development of Principles of Principles of Financial Accounting 3 SEL 211 Professional Development for Finance and Accounting or other approved Miami Herbert Business School career course) or MGT 199 Professional Development for Finance and Accounting (or other approved Miami Herbert Business School career course) or MGT 199 Professional Development of Principles of Microeconomics (Microeconomics) 3 SEC 211 Principles of Microeconomics (Microeconomics) 3 SEC 212 Principles of Microeconomics (Microecon	Written Communication Skills:		
or ENG 106 Writing About Literature and Culture Quantitative Skills: MAS 110 Quantitative Applications in Business (fulfilled through the BBA business core) or MTH 161 Calculus I Areas of Knowledge: Arts and Humanities Cognate People and Society Cognate STEM Cognate (9 credits) (fulfilled through the major) Additional Requirements UMX 100 The University of Miami Experience 0 Electives 25 BBA Business Core Requirements ACC 211 Principles of Financial Accounting 3 ACC 212 Managerial Accounting 3 BSL 212 Introduction to Business Law and Ethics BTE 210 Fundamentals of Business Technology and Innovation 3 BUS 150 Business Analytics BUS 211 Professional Development for Finance and Accounting (or other approved Miami Herbert Business School career course) or MGT 199 Professional Development and Success in the Workplace BUS 300 Critical Thinking and Persuasion for Business 3 BUS 301 Principles of Microeconomics (Microeconomics) 3 BCC 212 Principles of Microeconomics (Macroeconomics) 3 BCC 213 Principles of Microeconomics (Macroeconomics) 3 BUS 301 Calculus Introduction to Business Statistics (minimum grade of Crequired) 3 MAS 310 MAS 301 Intermediate Business Statistics (minimum grade of Crequired) 3 MAS 202 Intermediate Business Statistics (minimum grade of Crequired) 3 MAS 202 Intermediate Business Statistics 3 MGT 303 Operations Management (taken in the final semester) 3 MGT 304 Organizational Behavior (146en in the final semester)	WRS 105	3	3
Quantitative Skills: MAS 110 Quantitative Applications in Business (fulfilled through the BBA business core) or MTH 161 Areas of Knowledge: Arts and Humanities Cognate People and Society Cognate 9 People and Society Cognate STEM Cognate (9 credits) (fulfilled through the major) Additional Requirements UMX 100 The University of Miami Experience 0 Electives Phas Business Core Requirements ACC 211 Principles of Financial Accounting 3 ACC 212 Managerial Accounting 3 BSL 212 Introduction to Business Law and Ethics BEE 210 Fundamentals of Business Fernology and Innovation 3 BUS 150 Business Analytics 3 BUS 211 Professional Development for Finance and Accounting (or other approved Miami Herbert Business School career course) or MGT 199 Professional Development and Success in the Workplace BUS 300 Critical Thinking and Persuasion for Business 3 ECC 211 Principles of Macroeconomics (Microeconomics) 3 ECC 212 Principles of Macroeconomics (Microeconomics) 3 ECC 212 Principles of Macroeconomics (Microeconomics) 3 ECC 212 Principles of Macroeconomics (Microeconomics) 3 ECC 211 Principles of Macroeconomics (Microeconomics) 3 ECC 212 Principles of Macroeconomics (Microeconomics) 3 ECC 211 Principles of Macroeconomics (Microeconomics) 3 ECC 212 Principles of Macroeconomics (Microeconomics) 3 ECC 211 Principles of Macroeconomics (Microeconomics) 3 ECC 211 Principles of Macroeconomics (Microeconomics) 3 ECC 211 Principles of Macroeconomics (Microeconomics) 3 ECC 212 Principles of Macroeconomics (Microeconomics) 3 ECC 211 Principles of Macroeconomics (Microeconomics) 3 ECC 212 Principles of Macroeconomics (Microeconomics) 3 ECC 211 Principles of Microeconomics (Microeconomics) 3 ECC 212 Principles of Microeconomics (Microeconomics) 3 ECC 212 Principles of Microeconomics (Microeconomics) 3 ECC 212 Principles of Microeconomics (Microeconomics) 3 ECC 211 Principles of Microeconomics (Microeconomics) 3 ECC 212 Principles of Microeconomics (Microeconomics) 3 ECC 211 Principles of Microeconomics (Microeconomics) 3 ECC 212 Principles o	WRS 106	First-Year Writing II ³	3
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MGT 401 Strategic Management (taken in the final semester) 3	MGT 303	Operations Management	
	MGT 304	Organizational Behavior	3
MKT 201 Foundations of Marketing 3	MGT 401	Strategic Management (taken in the final semester)	
	MKT 201	Foundations of Marketing	3

or MKT 301	Marketing Foundations	
Major Area of Specialization in Real Estate ^{4,5}		
FIN 302	Fundamentals of Finance (taken as part of the Business Core - minimum grade of B required)	
BSL 333	Legal Aspects of Real Estate Transactions (pre-requisite BSL 212)	3
FIN 320	Investment and Security Markets (pre-requisite FIN 302)	3
FIN 344	Real Estate Investment Analysis (pre-requisite FIN 302 & pre- or co-requisite FIN 303 or FIN 320)	3
FIN 347	Introduction to ARGUS	1
FIN 445	Real Estate Finance (pre-requisite FIN 344)	3
FIN 446	Real Estate Market Analysis (pre- or co-requisite FIN 344)	3
Major Choice Courses - Select one course (3 credit hours) from the following:		
FIN 423	Introduction to Alternative Investment (pre-requisites FIN 302 & FIN 320)	
FIN 427	Fixed Income Markets and Analysis (pre-requisites FIN 302 & FIN 320)	
Optional Course (Strongly Recommended)		
FIN 348	Advanced ARGUS (offered as a one-credit enhancement in the spring semester) 6	
Total Credit Hours		120

- NOTE: WRS 105 and WRS 106 or ENG 106, or their equivalents, must be completed prior to attaining junior year classification, per the University

 General Education Requirements. Additionally, all 100 and 200-level Business Core courses must be completed by the end of the fifth semester of college work or during the semester in which the student is completing 75 credit hours.
- At least one course with an international focus must be completed within the degree requirements. The appropriateness of the course is determined by the Vice Dean for Undergraduate Business Education.
- Students who do not earn at least a C- in WRS 106 or ENG 106 must either repeat WRS 106 or ENG 106 and earn at least a C- or complete WRS 230 with at least a C- before enrolling in BUS 300.
- In order to pursue a major area of specialization in Real Estate, a student must earn a grade of "B" (grade point of 3.0) or higher in FIN 302 (note that a grade of "B-" does not qualify), and must have a minimum cumulative University of Miami GPA of 2.5 before enrolling in FIN 303 or FIN 320.
- All specific coursework for the major in Real Estate must be completed with a grade of "C-" of higher (except for the minimum "B" grade required for FIN 302, as noted). A minimum cumulative GPA of 2.5 is required for all specific coursework taken in the major area of specialization. All courses must be taken within the current pre-requisite structure.
- The pre-requisite for FIN 348 is FIN 347.

Sample Plan of Study

This Sample Plan of Study represents one possible version of a new freshman business student's 8-semester plan. The individual student's plan may vary depending upon the initial placement into English Composition and mathematics. Moreover, numerous plan variations are possible if a student enters the University with advanced college credits, wishes to participate in study abroad, chooses a special program option, or selects additional majors or minors.

Note that each major/minor at the University of Miami satisfies a particular "Area of Knowledge" within the general education requirements of the University. This means that it is possible to pursue two majors or a major and a minor within Miami Herbert Business School and fulfill both the STEM and People and Society Areas of Knowledge; a separate cognate in these areas would not be required. The only remaining general education Area of Knowledge is Arts and Humanities, which must be completed through a major, minor, or cognate outside of the Business School.

Students construct their individualized plans in collaboration with their assigned academic advisor.

Freshman Year		
Fall		Credit Hours
ECO 211	Principles of Microeconomics	3
MAS 110 or MTH 161	Quantitative Applications in Business or Calculus I	3
MGT 100	Managing for Success in the Global Environment	3
MKT 201	Foundations of Marketing	3
WRS 105	First-Year Writing I	3

UMX 100	The University of Miami Experience	0
	Credit Hours	15
Spring		
BSL 212	Introduction to Business Law and Ethics	3
ECO 212	Principles of Macroeconomics	3
MAS 201	Introduction to Business Statistics	3
WRS 106 or ENG 106	First-Year Writing II	3
	or Writing About Literature and Culture	
Arts and Humanities Cognate Course		3
	Credit Hours	15
Sophomore Year		
Fall		
ACC 211	Principles of Financial Accounting	3
BUS 150	Business Analytics	3
BUS 211	Professional Development for Finance and Accounting	1
MAS 202	Intermediate Business Statistics	3
MGT 304	Organizational Behavior	3
Arts and Humanities Cognate Course		3
	Credit Hours	16
Spring		
ACC 212	Managerial Accounting	3
BTE 210	Fundamentals of Business Technology and Innovation	3
BUS 300	Critical Thinking and Persuasion for Business	3
FIN 302	Fundamentals of Finance	3
Arts and Humanities Cognate Course		3
	Credit Hours	15
Junior Year		
Fall		
FIN 320	Investment and Security Markets	3
FIN 344	Real Estate Investment Analysis	3
MGT 303	Operations Management	3
People and Society Cognate Course		3
Elective		3
	Credit Hours	15
Spring		
BSL 333	Legal Aspects of Real Estate Transactions	3
FIN 347	Introduction to ARGUS	1
FIN 445	Real Estate Finance	3
People and Society Cognate Course		3
Elective recommended - FIN 348 Advanced	ARGUS	1
Elective		3
Elective		1
	Credit Hours	15
Senior Year		
Fall		
FIN 446	Real Estate Market Analysis	3
Real Estate Major Choice Course		3
People and Society Cognate Course		3
Elective		3
Elective		3
	Credit Hours	15

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Spring		
MGT 401	Strategic Management	3
Elective		2
	Credit Hours	14
	Total Credit Hours	120

Mission

• To develop innovative ideas and principled leaders that transform global business and society.

Goals

The Real Estate major area of specialization is designed for business students seeking to apply the theoretical and analytical concepts of finance to real estate lending, investment, and development.

Student Learning Outcomes

- BBA/BSBA graduates will be critical thinkers, able to select and apply appropriate models, tools, and techniques, and frameworks to enable them to render analytically sound business decisions.
- BBA/BSBA graduates will be able to identify, analyze and resolve ethical issues in business scenarios.
- BBA/BSBA graduates will demonstrate professional written communication skills.