

# REAL ESTATE CONCENTRATION - BUSINESS ADMINISTRATION (B.S.)

The **Real Estate concentration in the Business Administration major** blends theory and practice to help students understand common real estate principles. Students learn the financial fundamentals of real estate, as well as real estate investing, analysis and development. The program also provides the foundation for a career in commercial real estate, where knowledge will be used to analyze, evaluate, finance and manage property assets.

In the Real Estate profession, experts may specialize in areas like development, sales and marketing, brokerage, property management, lending, and professional services such as law and accounting. Real estate involves land, residential, commercial and industrial spaces including buildings, roads, structures, and utility systems.

## Admission Criteria:

# Overall GPA – 3.0

120 credits of coursework is required for the baccalaureate degree with a minimum 2.0 overall GPA, and a minimum 2.0 major GPA.

## Program Requirements Overview

Code	Title	Credits
	General Education Requirements	30
	World Languages and Cultures Requirements	3-9
	Major Requirements	42
	Concentration Requirements	30
	Free Electives	15-9
	<b>Total Credits</b>	<b>120</b>

## Major Requirements

Code	Title	Credits
<b>Business Administration Required Core</b>		
<i>Business Fundamentals</i>		
ACCT 204	Fundamentals of Accounting (Students in the Finance concentration take ACCT 201)	3
or ACCT 201	Fundamentals of Financial Accounting	
BSLW 235	Legal, Ethical, and Global Environment of Business	3
BUGN 280	Strategic Business Communications	3
INFO 290	Technology in Business	3
MGMT 201	Business Ethics and Social Impact	3
MGMT 439	Applied Business Strategy	3
<i>Integrated Core</i>		
FINC 300	Integrated Core: Finance	3
INFO 300	Integrated Core: Operations Management	3
MGMT 300	Integrated Core: Management	3
MKTG 300	Integrated Core: Marketing	3
<i>Collateral Courses</i>		
ECON 101	Applied Macroeconomics	3
ECON 102	Applied Microeconomics	3
INFO 173	Spreadsheet Modeling for Business Decisions	3

INFO 240	Statistical Methods in Business	3
<b>Business Administration Career Learning</b>		
BUGN 310	Campus to Career Transition I	0
BUGN 320	Campus To Career Transition II	0
<b>Total Credits</b>		<b>42</b>

## Real Estate Concentration Requirements

Code	Title	Credits
<b>Required Concentration Courses</b>		
ECON 208	Intermediate Macroeconomic Analysis	3
REAL 204	Real Estate Principles and Practice	3
REAL 305	Commercial Real Estate Analysis	3
REAL 360	Mortgage and Fixed Income Analysis	3
REAL 405	Real Estate Development	3
REAL 460	Real Estate Investments	3
<b>Concentration Electives</b>		
Complete 6 credits from the following:		6
ECON 207	Intermediate Microeconomic Analysis	
ECON 301	Money and Banking	
ECON 412	Business Forecasting and Analytics	
ECON 490	Real Estate Internship	
FINC 326	Investments	
FINC 430	Financial Derivatives	
MGMT 318	Leadership	
MKTG 341	Consumer Behavior	
MKTG 342	Sales Management	
MKTG 443	Sales Leadership and Negotiation	
PALG 304	Real Estate Law	
<b>Business Administration Major Electives</b>		
Complete 6 credits from the list below.		6
<b>Total Credits</b>		<b>30</b>

## Business Administration Major Electives

Code	Title	Credits
Required or elective concentration courses will not count as major electives		
<b>General Business</b>		
BUGN 295	Elements of Business	3
<b>Cooperative Education</b>		
COED 401	Cooperative Education Experience I	3-8
COED 402	Cooperative Education Experience II	3-8
COED 403	Cooperative Education Experience III	3-8
COED 404	Cooperative Education Experience IV	3-8
<b>Economics</b>		
<b>Entrepreneurship</b>		
ENTR 201	The Entrepreneurial Mindset and Innovation	3
ENTR 260	Introduction to Innovation and 3D Printing	3
ENTR 290	Special Topics in Entrepreneurship	3
ENTR 301	Creating Your Startup Business Model	3
ENTR 302	Preparing to Pitch and Launch Your Startup	3
ENTR 303	Create and Pitch Your Startup	6
ENTR 310	Entrepreneurial Accounting and Finance	3
ENTR 320	Marketing for Entrepreneurs	3

ECON 322	Health Economics and Policy	3	HSET 366	Hospitality Financial Management	3
ENTR 350	Entrepreneurship Cooperative Education	1-3	HSET 370	Customer Relationship Management (CRM) Technologies in Hospitality	3
ENTR 360	Advanced Innovation and Digitally Mediated Making	3	HSET 375	Property and Community Association Management	3
ECON 381	Global Economies and Markets	3	HSET 380	Lodging Management	3
ENTR 401	The Legal Entrepreneurial Journey	3	HSET 385	Human Resource Management in Hospitality, Sports, Events, and Tourism	3
ENTR 420	Growing Your Startup Company	3	HSET 390	Food and Beverage Management	3
ENTR 460	Applied Digital Innovation Design, and Lean Fabrication	3	HSET 392	Special Topics in Hospitality Management	1-6
ENTR 491	Independent Study in Entrepreneurship	3	HSET 395	Information Systems and Technology in Hospitality, Sports, Events, and Tourism	3
<b>Finance</b>			HSET 480	Revenue Management in Hospitality, Sports, Events, and Tourism	3
FINC 209	Personal Finance	3	HSET 492	Independent Study in Hospitality, Sports, Events, and Tourism	1-3
FINC 221	Introduction to Finance	3	HSET 493	Special Topics in Leisure and Tourism	3
FINC 318	Introduction to Financial Planning	3	<b>International Business</b>		
FINC 322	Corporate Finance	3	INBS 250	Introduction to International Business	3
FINC 326	Investments	3	INBS 347	Export/Import Marketing Process	3
FINC 327	International Financial Management	3	INBS 349	International Marketing	3
FINC 350	Special Topics in Finance	3	INBS 350	Cross-Cultural Behavior and Negotiation	3
FINC 361	Financial Technology	3	INBS 440	International Retailing	3
FINC 372	Securities Industry Essentials	3	INBS 482	International Business Co-op Ed	3
FINC 391	Blockchain and Cryptoassets for Finance	3	<b>Information and Decision Science</b>		
FINC 410	Computer Applications in Economics and Finance	3	INFO 230	Introduction to Business Co-Op Work Exp	3-6
FINC 423	Advanced Corporate Finance	3	INFO 299	Special Topics in Data and Technology	3
FINC 425	Working Capital Management	3	INFO 301	Business Decision Making	3
FINC 430	Financial Derivatives	3	INFO 306	Introduction to Web Development	3
FINC 431	Advanced International Financial Management	3	INFO 342	Information Technology Infrastructure	3
FINC 490	Advanced Investment Analysis	3	INFO 351	Fundamentals of Project Management	3
FINC 491	Cooperative Education in Finance	3-8	INFO 360	MIS Co-Op	3
FINC 495	Student Managed Fund	3	INFO 361	Information Technology Projects	3
<b>Hospitality and Tourism</b>			INFO 366	Managing Big Data and Cloud Computing	3
HSET 208	Leisure and Recreation in Society	3	INFO 367	Introduction to Data Mining	3
HSET 250	Introduction to Hospitality and Tourism	3	INFO 390	Digital Transformation	3
HSET 255	Professional Development in Hospitality, Sports, Events, Tourism	3	INFO 391	Blockchain Technology	3
HSET 260	Sport Sales	3	INFO 395	Business Analytics and Artificial Intelligence Strategy	3
HSET 302	Managing Facilities in Hospitality, Sports, Events, and Tourism	3	INFO 414	Information Security System Management	3
HSET 315	International Tourism Marketing and Management	3	INFO 416	Business Process Analysis and Enterprise Systems	3
HSET 320	Sports Marketing	3	INFO 470	Electronic Commerce: Creating Business Value Using Information Technology	3
HSET 321	Event Marketing and Management I	3	INFO 476	Data Mining for Business	3
HSET 325	Service Management	3	INFO 488	Business Application with Artificial Intelligent (AI) Systems	3
HSET 330	Resort and Cruise Management	3	INFO 491	Independent Study in Information Systems	3
HSET 335	International Experience in Hospitality, Sports, Events, and Tourism	3	INFO 492	Special Topics in Information Systems	1-3
HSET 340	Restaurant Management and Operations	3	INFO 496	Advanced Systems Analysis and Design	3
HSET 350	Club Management	3	<b>Management</b>		
HSET 353	Legal Issues in Hospitality and Tourism	3	MGMT 305	Negotiations in the Workplace	3
HSET 354	Analytics for Sports and Entertainment Industries	3	MGMT 314	Corporate Social Responsibility: Global Strategies	3
HSET 355	Hospitality, Sports, Events, and Tourism Co-op Ed	3	MGMT 315	Organizational Behavior	3
HSET 356	Entertainment, Theme Park, and Attractions Industries	3			
HSET 360	Casino Management	3			
HSET 365	Event Marketing and Management II	3			

MGMT 316	Human Resource Management	3
MGMT 318	Leadership	3
MGMT 327	Training, Development, and Career Planning	3
MGMT 331	Family Business	3
MGMT 332	Diversity In Business	3
MGMT 335	Small Business Management	3
MGMT 356	Cross-Cultural Behavior and Management	3
MGMT 363	Business and Society	3
MGMT 392	Management Cooperative Education	3
MGMT 415	Organizational Theory: Macro Approaches	3
MGMT 416	Global Talent Management	3
MGMT 417	Total Rewards: Compensation and Benefits	3
MGMT 431	Strategic Business Execution	3
MGMT 433	Entrepreneurship and Innovation	3
MGMT 436	Strategic Project Management	3
MGMT 491	Business Consulting	3
MGMT 492	Special Topics in Management	1-3
<b>Marketing</b>		
MKTG 250	Professional Selling	3
MKTG 307	Retail Marketing and Management	3
MKTG 309	Buying and Distribution Strategies	3
MKTG 310	Services Marketing	3
MKTG 322	Customer Relationship Management Practicum	3
MKTG 325	Practicum in E-Retailing	3
MKTG 341	Consumer Behavior	3
MKTG 342	Sales Management	3
MKTG 344	Integrated Marketing Communications	3
MKTG 345	Nonprofit Operations and Marketing	3
MKTG 348	Digital Marketing	3
MKTG 350	Pharmaceutical and Health Care Marketing	3
MKTG 351	Retail Co-op Education	3
MKTG 360	Brand Management	3
MKTG 365	Sustainability and Green Marketing	3
MKTG 441	Digital Selling	3
MKTG 442	Marketing Research	3
MKTG 443	Sales Leadership and Negotiation	3
MKTG 446	Marketing Strategy and Implementation	3
MKTG 447	Marketing Analytics	3
MKTG 451	Internship in Retail Management	3
MKTG 482	Independent Owned and Franchised Retailing	3
MKTG 483	Seminar in Retail Management	3
MKTG 490	Marketing Co-op Ed	3
MKTG 492	Independent Study in Marketing	1-3
MKTG 493	Special Topics in Marketing	1-3
<b>Real Estate</b>		
REAL 204	Real Estate Principles and Practice	3
REAL 305	Commercial Real Estate Analysis	3
REAL 360	Mortgage and Fixed Income Analysis	3
REAL 405	Real Estate Development	3
REAL 460	Real Estate Investments	3
ECON 201	Data Analysis Tools in Economics and Business	3
ECON 203	Fundamental Mathematics for Economics	3

ECON 206	Managerial Economics	3
ECON 207	Intermediate Microeconomic Analysis	3
ECON 208	Intermediate Macroeconomic Analysis	3
ECON 215	The Economics of Social Problems	3
ECON 221	Economics of Professional Sports	3
ECON 224	Financial Economics	3
ECON 240	Economics of Time and Mind	3
ECON 301	Money and Banking	3
ECON 303	Economic Growth and Development	3
ECON 308	Public Finance	3
ECON 310	Urban and Regional Economics	3
ECON 311	Labor Economics	3
ECON 314	Development of Economic Thought	3
ECON 317	Quantitative Methods for Economics	3
ECON 321	Economics of Industrial Organization	3
ECON 324	Capital Markets and Financial Institutions	3
ECON 370	International Economics	3
ECON 371	World Trade and Investment	3
ECON 381	Global Economies and Markets	3
ECON 390	Applied Econometrics	3
ECON 398	Economics Independent Study	1-3
ECON 405	Economic Development of Sub-Saharan Africa	3
ECON 408	Strategic Thinking and Game Theory	3
ECON 412	Business Forecasting and Analytics	3
ECON 422	Globalization and World Development	3
ECON 430	International Macroeconomic Policy	3

## General Education Requirements

Click here for a list of courses that fulfill General Education categories.  
(<http://catalog.montclair.edu/programs/general-education-requirements-ba-bs/>)

Code	Title	Credits
<b>A. New Student Seminar</b>		
Complete a 1 credit New Student Seminar course.		1
<b>C. Communication</b>		
1. Writing		3
2. Literature		3
3. Communication		3
<b>D. Fine and Performing Arts</b>		
Complete a 3 credit Fine and Performing Arts course.		3
<b>F. Humanities</b>		
1. Great Works and Their Influences		3
2. Philosophical and Religious Perspectives		3
<b>G. Computer Science</b>		
INFO 173	Spreadsheet Modeling for Business Decisions (Fulfilled in the major.)	
<b>H. Mathematics</b>		
INFO 240	Statistical Methods in Business (Fulfilled in the major.)	
<b>I. Natural Science Laboratory</b>		
Complete a 4 credit Natural Science Laboratory course.		4
<b>J. Physical Education</b>		

Complete a 1 credit Physical Education course.	1
<b>K. Social Science</b>	
1. American and European History	3
2. Global Cultural Perspectives	3
3. Social Science Perspectives	
ECON 101 Applied Macroeconomics (Fulfilled in the major.)	
<b>L. Interdisciplinary Studies</b>	
ECON 102 Applied Microeconomics (Fulfilled in the major.)	
<b>Total Credits</b>	<b>30</b>

## World Languages and Cultures Requirements

Click here for a list of courses that fulfill World Languages and Cultures categories. (<http://catalog.montclair.edu/programs/world-languages-and-cultures-requirements/>)

Code	Title	Credits
<b>World Languages</b>		
Based on language placement exam, complete one or two sequential courses in the same language. <b>Requirement is automatically fulfilled by language major courses.</b>		
<b>World Cultures</b>		
Requirement may be fulfilled by course selected in General Education 0-3 - Social Science: Global Cultural Perspectives. Requirement may also be fulfilled by major coursework. See list of courses.		
<b>Total Credits</b>		<b>3-9</b>

## Recommended Roadmap to Degree Completion

This four-year plan is provided as an outline for students to follow in order to complete their degree requirements within four years. This plan is a recommendation and students should only use it in consultation with their academic advisor.

<b>First Year</b>			
<b>Fall</b>	<b>Credits</b>	<b>Spring</b>	<b>Credits</b>
GENERAL EDUCATION: (A) New Student Seminar		1 GENERAL EDUCATION: (C2) Literature	3
GENERAL EDUCATION: (C1) Writing		3 ECON 101	3
GENERAL EDUCATION: (C3) Communication		3 INFO 240	3
ECON 102		3 INFO 290	3
INFO 173		3 MGMT 201	3
MATH 100		3	
(if needed) or Free Elective			
	<b>16</b>		<b>15</b>
<b>Second Year</b>			
<b>Fall</b>	<b>Credits</b>	<b>Spring</b>	<b>Credits</b>
GENERAL EDUCATION (K1) Social Science – American and European History		3 BUGN 310	0

ACCT 204	3 FINC 300	3
BUGN 280	3 INFO 300	3
BSLW 235	3 MGMT 300	3
ECON 208	3 MKTG 300	3
	REAL 204	3
	<b>15</b>	<b>15</b>

<b>Third Year</b>			
<b>Fall</b>	<b>Credits</b>	<b>Spring</b>	<b>Credits</b>
GENERAL EDUCATION (F1) Humanities – Great Works and Their Influences		3 GENERAL EDUCATION (K2) Social Science – Global Cultural Perspectives	3
GENERAL EDUCATION (I) Natural Science Laboratory		4 World Language 2	3
World Language 1		3 REAL 405	3
REAL 305		3 REAL 460	3
REAL 360		3 Concentration Elective	3
	<b>16</b>		<b>15</b>

<b>Fourth Year</b>			
<b>Fall</b>	<b>Credits</b>	<b>Spring</b>	<b>Credits</b>
GENERAL EDUCATION (J) Physical Education		1 GENERAL EDUCATION (D) Fine and Performing Arts	3
BUGN 320		0 GENERAL EDUCATION (F2) Humanities – Philosophical and Religious Perspectives	3
MGMT 439		3 World Cultures	3
Concentration Elective		3 Free Elective	3
Major Elective		3 Free Elective	3
Major Elective		3	
	<b>13</b>		<b>15</b>

**Total Credits 120**