

UNIVERSITY OF NORTH TEXAS COLLEGE OF BUSINESS

2018-2019

John S. Baen, Ph.D.
BLB 358H
940-565-3071
Baen@unt.edu

B.B.A. Real Estate

University Core (42 hours)

Please see the UNT catalog or the COB Advising and Students Services Office in BLB 110 for specific core requirements.

Pre-Business Requirements (21 hours)

ECON 1100 & 1110 (6 hrs)	Principles of Economics
MATH 1190 (3 hrs)	Business Calculus
BCIS 2610 (3 hrs)	Introduction to Computers in Business
ACCT 2010 & 2020 (6 hrs)	Accounting Principles I & II
DSCI 2710 (3 hrs)	Data Analysis with Spreadsheets

Other Requirements

Communication: COMM 1010* Intro to Communication or TECM 2700 Technical Writing

Professional Development:

BUSI 1200
BUSI 2200/3100 (starting Fall 2020)
BUSI 3200 or other approved Professional Development course (see advisor)

Free Electives (to reach 120 hours; hours vary)

IMPORTANT NOTICE: *In order to enroll in JR/SR level courses and file a degree plan, students must: complete 45 hours, complete the pre-business requirement courses with minimum grades of C; have a minimum 2.7 pre-business GPA; AND have a minimum 2.0 UNT cumulative GPA.*

Business Foundation Courses (24 hours)

BUSI 3660 (3 hrs)	Professional Speaking, Writing and Presentation
BLAW 3430 (3 hrs)	Legal and Ethical Environment of Business
BCIS 3610 (3 hrs)	Basic Information Systems
MKTG 3650 (3 hrs)	Foundations of Marketing Practice
DSCI 3710 (3 hrs)	Business Statistics with Spreadsheets
FINA 3770 (3 hrs)	Finance
MGMT 3720 (3 hrs)	Organizational Behavior
BUSI 4940* (3 hrs)	Business Policy

* Requirements for enrollment in BUSI 4940: completion of all other business foundation courses w/C or higher, SR status, and graduating semester.

Professional Field Courses (18 hours; no substitutions)

REAL 2100 (3 hrs)	Principles of Real Estate
REAL 4000* (3 hrs)	Real Estate Finance
REAL 4200** or 3100 (3 hrs)	Property Management or Real Estate Agency
REAL 4300* (3 hrs)	Real Estate Investments
REAL 4400* (3 hrs)	Real Estate Valuation
BLAW 4770 (3 hrs)	Real Estate Law and Contracts

* Prerequisites: REAL 2100 and FINA 3770 (FINA 3770 may be taken concurrently)

*Prerequisite: REAL 2100

Note: Not all courses are offered every semester. Check with the FIREL department (940-565-3050) for course availability.

Supporting Field Courses (12 hours)

International Course (3 hrs)

FINA 4500, BLAW 4480, MKTG 4280, or MGMT 4660

Choose one course from:

DSCI 3870, LSCM 3960, ECON 4140, OPSM 3830

Choose two courses from:

REAL 3100, REAL 4800***, BLAW 4430, BLAW 4790, FINA 4200, FINA 4400, RMIN 2500, RMIN 4300, MGMT 3850, MKTG 4120, ECON 4650

Or All 3000-4000 level COB courses and transfer courses will be considered at the 3000-4000 level from approved business schools.

Or any Upper Level Economics, Geography, Computer Science, or Engineering Construction Technology.

Internship (REAL 4800): Earn 3 hrs credit while working 15 hrs per week in a real estate related job. Many opportunities are available. An updated resume and serious business and work ethic are required.

Internship guidelines available at:
<https://cob.unt.edu/firel/internships>

A grade of "C" or higher is required in all Business Foundation, Professional Field, and Supporting Field courses.

A 2.0 UNT, 2.0 Overall, and 2.0 Professional/Supporting Field GPA is required for graduation.

For more information on careers and companies recruiting graduates from this program, contact the Career Center at 940-565-2105

B.B.A. Real Estate 2018-2019 Suggested Curriculum

YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
FRESHMAN	English (ENGL 1310)**	3	English (TECM 2700 or ENGL 1320)**	3
	Univ. Core Mathematics (MATH 1180 if required as a prerequisite or MATH 1190)**	3	Mathematics (MATH 1190)**	3
	Life and Physical Science	3	Political Science/Government (PSCI 2305 or 2306)	3
	Political Science/Government (PSCI 2305 or 2306)	3	Economics (ECON 1100)**	3
	Component Area Option (COMM 1010 or BUSI 1340 recommended)**	3	Professional Development I (BUSI 1200)	1
			Intro to Computers in Business (BCIS 2610)	3
	Total		15	Total
YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
SOPHOMORE	Language, Philosophy and Culture	3	Life and Physical Science	3
	American History (HIST 2610)	3	Speech (COMM 1010)** or Technical Writing (TECM 2700)**	3
	Economics (ECON 1110)**	3	American History (HIST 2620)	3
	Accounting (ACCT 2010)	3	Accounting (ACCT 2020)	3
	Creative Arts	3	Data Analysis with Spreadsheets (DSCI 2710)	3
	Total		15	Total
YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
JUNIOR	Principles of Real Estate (REAL 2100)	3	Basic Information Systems (BCIS 3610)*	3
	Professional Speaking, Writing and Presentation (BUSI 3660)*	3	Foundations of Marketing Practice (MKTG 3650)*	3
	Business Statistics with Spreadsheets (DSCI 3710)*	3	Free Elective**	3
	Legal and Ethical Environment of Business (BLAW 3430) *	3	Organizational Behavior (MGMT 3720)*	3
	Finance (FINA 3770)*	3	Professional Development III (BUSI 3200)	1
	Professional Development II (BUSI 3100)	1	Real Estate Investments (REAL 4300)	3
	Total		16	Total
YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
SENIOR	Property Management (REAL 4200) or Real Estate Agency (REAL 3100)	3	Business Policy (BUSI 4940—Capstone)	3
	Real Estate Finance (REAL 4000)	3	Real Estate Valuation (REAL 4400)	3
	Supporting Field Course (International see list)	3	Supporting Field Course (selected in consultation with REAL advisor)	3
	Real Estate Law and Contracts (BLAW 4770)	3	Supporting Field Course (selected in consultation with REAL advisor)	3
	Supporting Field (Create of Goods & Services see list)	3		
	Total		15	Total

*Business foundation courses. These must be completed with a grade of C or higher prior to enrolling in BUSI 4940.

** Courses that will fulfill university core and pre-business requirements. Courses used to fulfill both University and College requirements will increase number of required free electives to reach the 120 hours minimum for graduation. Consult with your advisor for questions on number of free electives needed.

- This schedule is only a suggestion; make sure you understand the necessary prerequisites for each course and consult the Undergraduate Academic Advising and Student Services Office. Course availability subject to change; actual degree audits may change depending on course availability in a given semester.
- Before enrolling in MATH 1190, the correct math placement is required or you must pass the prerequisite math with a grade of C or higher.
- **Bolded courses** are pre-business prerequisites to all JR/SR level business courses and require a grade of C or higher. **Additionally**, completion of all pre-business prerequisite courses with a minimum *2.7 pre-business GPA* and a minimum *2.0 UNT cumulative GPA* along with completion of 45 hours are required prior to enrolling in any JR/SR level business course and/or filing for an official degree plan.
- A total of 120 credit hours are required for this degree. GPA requirements for graduation: 2.0 UNT cumulative, Professional Field varies by major (see advisor), and 2.0 Overall.