

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:

Code	Title	Credit Hours
General Education Requirements ^{1, 2}		
Written Communication Skills:		
WRS 105	First-Year Writing I	3
WRS 106 or ENG 106	First-Year Writing II ³ Writing About Literature and Culture	3
Quantitative Skills:		
MAS 110 or MTH 161	Quantitative Applications in Business (fulfilled through the BBA business core) Calculus I	
Areas of Knowledge:		
Arts and Humanities Cognate		9
People and Society Cognate		9
STEM Cognate (9 credits) (fulfilled through the major)		
Additional Requirements		
UMX 100	The University of Miami Experience	0
Electives		25
BBA Business Core Requirements ¹		
ACC 211	Principles of Financial Accounting	3
ACC 212	Managerial Accounting	3
BSL 212	Introduction to Business Law and Ethics	3
BTE 210	Fundamentals of Business Technology and Innovation	3
BUS 150	Business Analytics	3
BUS 211 or MGT 199	Professional Development for Finance and Accounting (or other approved Miami Herbert Business School career course) Professional Development and Success in the Workplace	1
BUS 300	Critical Thinking and Persuasion for Business ³	3
ECO 211	Principles of Microeconomics (Microeconomics)	3
ECO 212	Principles of Macroeconomics (Macroeconomics)	3
FIN 302	Fundamentals of Finance	3
MAS 110 or MTH 161	Quantitative Applications in Business (minimum grade of C- required; fulfills Quantitative Skills Requirement) Calculus I	3
MAS 201	Introduction to Business Statistics (minimum grade of C- required)	3
MAS 202	Intermediate Business Statistics	3
MGT 100	Managing for Success in the Global Environment	3
MGT 303	Operations Management	3
MGT 304	Organizational Behavior	3
MGT 401	Strategic Management (taken in the final semester)	3
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:		3
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

¹ **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. MAS 110 or MTH 161 or their equivalent must be completed **prior to** the 5th semester of coursework. All courses must be taken within the current prerequisite structure. Each course may satisfy a requirement in only one major or minor area of specialization (i.e., no double counting).

² 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.

³ 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.

⁴ 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.

⁵ All specific coursework for the major in Real Estate must be completed with a grade of "C-" or 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.

⁶ 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 first-year 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 or Writing About Literature and Culture	3
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

Spring		
MGT 401	Strategic Management	3
Elective		3
Elective		3
Elective		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.