ACCELERATED MBA IN REAL ESTATE

Overview
The Miami Herbert Business School offers an accelerated MBA program with a concentration in real estate highlighted by two internship opportunities. Bringing together the School's strengths in management education with the strengths of the UM School of Architecture in new urbanism, the program prepares students to succeed in commercial real estate market careers. This program is designed to meet the needs of the student with an undergraduate degree in business. Applicants must demonstrate successful completion of the core business courses: Financial and Managerial Accounting, Microeconomics, Macroeconomics, Statistics, Calculus, Organizational Behavior, Operations Management, Marketing, and Finance.

To obtain detailed program admission information, please reference the program brochure which can be requested by contacting Graduate Business Admissions at 305-284-2510, by email at mba@miami.edu or visiting the Miami Herbert Business School website (https://herbert.miami.edu/graduate/find-and-compare-programs/real-estate-mba/).

Admission Requirements
The following is a list of the required conditions as well as the required documents for your application for admission.

- Completed application for admission submitted through BusinessCAS
- A baccalaureate degree from an accredited institution
  - Official academic transcripts from all previously attended post-secondary institutions must be submitted directly to BusinessCAS.
  - Academic transcripts from institutions outside of the United States must be verified by an approved international credentialing evaluation service such as World Education Services to confirm degree equivalency and GPA calculation.
- Successful completion of business prerequisite courses in areas of accounting, economics, statistics, finance, marketing, organizational behavior, and operations management. Please contact Miami Herbert Business School for a complete prerequisite course list.
- Current resume outlining your professional and/or academic achievements
- Personal statement (up to 600 words) and a short-essay response to the program-related question in BusinessCAS
- At least one letter of recommendation is required. Up to three may be submitted.
- GMAT score report – A valid test score (less than 5 years old) is required. Exam waiver requests or requests to submit a GRE score in place of the GMAT are considered on a case-by-case basis.
  - GMAT Institution Code: 7NV-S1-02
  - GRE Institution Code: 5815
- TOEFL or IELTS score report – A valid score (less than 2 years old) is required as proof of English proficiency for international applicants who did not receive a degree in the United States or a foreign country where English is the primary language. The following minimum score is required for admission to a graduate business degree program.
  - TOEFL - 94 or above Institution code: 5815
  - IELTS - 7.0 or above Institution code: 4861

If you do not yet have a GMAT or GRE test score and/or a TOEFL or IELTS score (international candidates only), you may complete and submit your application prior to taking the exam by indicating your approximate date within the Standardized Tests tab in the Academic History section. Select “Add Test Score” by the relevant test, then indicate that you have not yet taken the exam and add your estimated test date in the section provided.

We encourage candidates to upload unofficial transcripts and test scores with their BusinessCAS application in order to expedite the review of their file while official documents are processed.

QUESTIONS?
Connect with Miami Herbert Business School's graduate enrollment advisors at (305) 284-2510, by email at mba@miami.edu, or visit the Miami Herbert Business School website. (https://herbert.miami.edu/graduate/find-and-compare-programs/real-estate-mba/)

Curriculum Requirements

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>ACC 670</td>
<td>Financial Reporting and Analysis</td>
<td>2</td>
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<tr>
<td>BSL 690</td>
<td>Responsible Business</td>
<td>2</td>
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<tr>
<td>BUS 610</td>
<td>Communicating for Career Success</td>
<td>2</td>
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<tr>
<td>BTE 610</td>
<td>Digital Transformation</td>
<td>2</td>
</tr>
<tr>
<td>BUS 801</td>
<td>Introduction to Commercial Real Estate: Analysis and Field Experience</td>
<td>3</td>
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**Accelerated MBA in Real Estate**

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<td>BUS 801</td>
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<td>3</td>
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<tr>
<td>BUS 802</td>
<td>Commercial Real Estate Field Experience</td>
<td>3</td>
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<tr>
<td>ECO 643</td>
<td>Firms, Institutions, Stakeholders</td>
<td>2</td>
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<tr>
<td>FIN 641</td>
<td>Valuation and Financial Decision Making</td>
<td>2</td>
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<tr>
<td>FIN 642</td>
<td>The Financial Environment</td>
<td>2</td>
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<tr>
<td>FIN 645</td>
<td>Real Estate Finance (Full Semester)</td>
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<tr>
<td>FIN 648</td>
<td>Advanced ARGUS</td>
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<td>FIN 659</td>
<td>Real Estate Capital Markets</td>
<td>2</td>
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<tr>
<td>MAS 632</td>
<td>Management Science Models for Decision Making</td>
<td>2</td>
</tr>
<tr>
<td>MGT 609</td>
<td>Leading with Introspection</td>
<td>2</td>
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<tr>
<td>MGT 677</td>
<td>Corporate Strategy and Organization</td>
<td>2</td>
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<tr>
<td>MKT 650</td>
<td>Strategic Marketing</td>
<td>2</td>
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<tr>
<td>RED 601</td>
<td>Introduction to Real Estate Development and Urbanism</td>
<td>3</td>
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<tr>
<td>RED 630</td>
<td>Real Estate Economics and Market Analysis</td>
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<td>TOTAL CREDIT HOURS</td>
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<td>40</td>
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**Plan of Study**

### Year One

**Summer**
- BUS 801: Introduction to Commercial Real Estate: Analysis and Field Experience (3 credit hours)
- BUS 802: Commercial Real Estate Field Experience (3 credit hours)

**Fall**
- ACC 670: Financial Reporting and Analysis (2 credit hours)
- BTE 610: Digital Transformation (2 credit hours)
- BUS 610: Communicating for Career Success (2 credit hours)
- ECO 643: Firms, Institutions, Stakeholders (2 credit hours)
- FIN 641: Valuation and Financial Decision Making (2 credit hours)
- FIN 645: Real Estate Finance (3 credit hours)
- FIN 648: Advanced ARGUS (1 credit hour)
- FIN 659: Real Estate Capital Markets (2 credit hours)
- MAS 632: Management Science Models for Decision Making (2 credit hours)
- RED 630: Real Estate Economics and Market Analysis (3 credit hours)

**Spring**
- RED 601: Introduction to Real Estate Development and Urbanism (3 credit hours)

**Total Credit Hours**: 40

### Year Two

**Fall**
- BSL 690: Responsible Business (2 credit hours)
- FIN 642: The Financial Environment (2 credit hours)
- MGT 609: Leading with Introspection (2 credit hours)
- MGT 677: Corporate Strategy and Organization (2 credit hours)
- MKT 650: Strategic Marketing (2 credit hours)
- RED 601: Introduction to Real Estate Development and Urbanism (3 credit hours)

**Total Credit Hours**: 40

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

**Student Learning Outcomes**
- The Accelerated MBA in Real Estate students will demonstrate the ability to integrate business information and knowledge within the strategies and perspectives of an organization with a special emphasis on applications within the commercial real estate industry.
• The Accelerated MBA in Real Estate students will demonstrate the ability to understand and utilize the process of critical and analytical thinking in diverse business settings to solve problems and make decisions with a focus on problems and decisions pertaining to commercial real estate investment and use.

• The Accelerated MBA in Real Estate students will demonstrate the ability to gain an awareness of and a sensitivity to issues in business decision-making from an ethical and social perspective (principled leaders).

• The Accelerated MBA in Real Estate students will demonstrate an understanding of business operations and decision-making in a global environment, especially as it pertains to operations and decisions that involve the ownership or the provision of credit to commercial real estate.