

# BBA

# Real Estate

Attention consult online  
degree  
audit for your  
correct catalog year  
**2011-2012**

JOHN S. BAEN, PH.D. ■ BLB 215 ■ 940-565-2931 ■ BAEN@UNT.EDU

## Course Requirements

### 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 (15-24 hours)

ECON 1100 & 1110 (6 hrs)	Principles of Economics
COMM 1010 or TECM 2700(3 hrs)	Speech or Technical Writing
MATH 1190 (3 hrs)	Business Calculus
Free Elective (0-18 hrs)	Free Electives
BCIS 2610 (3 hrs)	Introduction to Computers in Business
ACCT 2010 & 2020 (6 hrs)	Accounting Principles I & II
DSCI 2710 (3 hrs)	Data Description & Analysis with Spreadsheets

**IMPORTANT NOTICE:** Students must have a 2.7 UNT GPA, have 45 hours completed, and have earned a grade of "C" or higher in the following courses prior to filing a degree plan and enrolling in upper level business courses: ENGL 1310 & 1320/TECM 2700, ECON 1100 & 1110, MATH1190, BCIS 2610, ACCT 2010 & 2020, and DSCI 2710.

### Business Foundation Courses (24 hours)

MGMT 3330, MKTG 3010, or BCIS 3615 (3 hrs)	Communicating in Business
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 Statistical Analysis Using 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 (last 19 hrs.)

### 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 Mgmt 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 or consent of the department

**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 three courses from: BLAW 4790, BLAW 4430, REAL 3100, REAL 4800, FINA 4200, FINA 4400, RMIN 2500, RMIN 4300, MGMT 3850, MKTG 3010, MKTG 4120, and ECON 4650

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

Or any Upper Level Economics, Geography, Computer Science, and 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.

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

**A 2.7 UNT, 2.0 Overall, and 2.7 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



[www.cob.unt.edu/programs/undergrad/](http://www.cob.unt.edu/programs/undergrad/)

## Suggested Curriculum Guide for BBA in Real Estate 2011 Catalog

YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
<b>FRESHMAN</b>	<b>English (ENGL 1310, 1313)</b>	3	<b>English (TECM 2700 or ENGL 1320, 1323)**</b>	3
	Univ. Core Mathematics (Prerequisite course to Math 1190, if required, or <b>MATH 1190</b> )**	3	<b>Mathematics (MATH 1190)**</b>	3
	Laboratory Science	3	Political Science (PSCI 1040 or 1050)	3
	Political Science (PSCI 1040 or 1050)	3	<b>Economics (ECON 1100)</b>	3
	Discovery (BUSI 1340 recommended)	3	<b>Intro to Computers in Business (BCIS 2610)</b>	3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
<b>SOPHOMORE</b>	Humanities	3	Laboratory Science	3
	History (HIST 2610)	3	Speech (COMM 1010)** or TECM 2700**	3
	<b>Economics (ECON 1110)**</b>	3	History (HIST 2620)	3
	<b>Accounting (ACCT 2010)</b>	3	<b>Accounting (ACCT 2020)</b>	3
	Visual and Performing Arts	3	<b>Data Description &amp; Analysis with Spreadsheets (DSCI 2710)</b>	3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
<b>JUNIOR</b>	Principles of Real Estate (REAL 2100)	3	Basic Information Systems (BCIS 3610) *	3
	Communicating in Business (BCIS 3615, MGMT 3330, or MKTG 3010) *	3	Foundations of Marketing Practice (MKTG 3650) *	3
	Business Statistical Analysis Using 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	Real Estate Investments (REAL 4300)	3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

YEAR	FALL SEMESTER	HOURS	SPRING SEMESTER	HOURS
<b>SENIOR</b>	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
	INTERNATIONAL COURSE	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 Course (selected in consultation with REAL advisor)	3	Free Elective	3
	<b>Total</b>	<b>15</b>	<b>Total</b>	<b>15</b>

\*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 120 hours minimum for graduation. Consult 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 Academic Advising and Student Services Office. Course availability subject to change; actual degree audits may change depending on course availability in a given semester.
- **Bolded courses** are pre-business prerequisites to all jr./sr. level business courses and require a grade of C or higher. Math placement is required before enrolling in any MATH course.
- Completion of all pre-business prerequisite courses and a UNT cumulative 2.7 minimum gpa are required prior to enrolling in any jr./sr. level business courses and/or filing for an official degree plan.
- A total of 120 credit hours are required for this degree. GPA requirements for graduation: 2.7 UNT cumulative, 2.7 Professional Field, and 2.0 Overall.