

**Real Estate Certificate Curriculum Pathway Degree Plans**

MBA, MS Finance, MBA/JD, MBA/MS Hospitality, BBA Finance

**Introduction**

The Real Estate Program offers unique value as a practice based program that complements numerous degree plans.

- Practice Based Education  
The overall goal of the *Practice Based* Real Estate Program is to provide students with an education such that upon graduation they have the skills, knowledge and practical experience to be effective in their careers from their initial employment, *Career Ready*
- Student Success Programs  
Students become members of the real estate community through the programs of the Stanford Alexander Center for Excellence in Real Estate: Internships, mentorships, scholarships, membership in professional real estate organizations and the real estate club.
- Academic Program
  - Comprehensive education in the fundamentals of real estate  
*Essentials of Real Estate Principles, Real Estate Finance, Developing a Real Estate Project and Real Estate Market Analysis*
  - Opportunities for advanced learning through elective courses  
*Residential Real Estate and Mastery of Real Estate Capstone*

**Real Estate Certificate Degree Plans**

<p><b>MBA</b> 48-Credit Degree Elective Courses (27 CH)</p> <p><u>Real Estate Certificate</u> 1.5-CH Prerequisite 12-CH Real Estate Certificate 6-CH Electives</p>	<p><b>MS Finance</b> 36-Credit Degree Elective Courses (15 CH)</p> <p><u>Real Estate Certificate</u> 12-CH Real Estate Certificate 3-CH Elective</p>	<p><b>MBA/JD</b> 111-Credit Degree Bauer Elective Courses (15 CH)</p> <p><u>Real Estate Certificate</u> 1.5-CH Prerequisite Course 12-CH Real Estate Certificate</p>	<p><b>MBA/ MS Hospitality</b> 63-Credit Degree Bauer Elective Courses (15 CH)</p> <p><u>Real Estate Certificate</u> 1.5-CH Prerequisite Course 12-CH Real Estate Certificate</p>	<p><b>BBA Finance 120 CH Degree</b> Elective Courses FINA Advanced Electives- 12, FINA Electives-6 (Total 18 C)</p> <p><u>Real Estate Certificate</u> 12 CH Real Estate Certificate 6 Credit Elective Courses</p>
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(File Source: Academic/Curriculum/Curriculum Planning/Pathway/Pathway v.8 7-7-16)

## Graduate Degrees MBA, MS Finance, MBA/JD, MBA/MS Hospitality

<p><b>MBA</b> 48-Credit Degree Elective Courses (27 CH)</p> <p>Real Estate Certificate 1.5-CH Prerequisite 12-CH Real Estate Certificate 6-CH Electives</p>	<p><b>MS Finance</b> 36-Credit Degree Elective Courses (15 CH)</p> <p>Real Estate Certificate 12-CH Real Estate Certificate 3-CH Elective</p>	<p><b>MBA/JD</b> 111-Credit Degree Bauer Elective Courses (15 CH)</p> <p>Real Estate Certificate 1.5-CH Prerequisite Course 12-CH Real Estate Certificate</p>	<p><b>MBA/ MS Hospitality</b> 63-Credit Degree Bauer Elective Courses (15 CH)</p> <p>Real Estate Certificate 1.5-CH Prerequisite Course 12-CH Real Estate Certificate</p>
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### Degree Required Courses

<b>MBA 48 CH</b>	<b>MS Finance 36 CH</b>	<b>MBA/JD 111 CH</b>	<b>MBA/MS Hospitality 63 CH</b>
<b>CORE COURSES: 22.5 SEMESTER CH</b>	<b>Core Courses: 21 CH</b>	<b>Bauer Business CORE COURSES: 21 CH</b>	<b>Bauer Business CORE COURSES: 21 SEMESTER CH</b>
<p><u>Module 1 Fall 1<sup>st</sup> Year</u></p> <p>ACCT 6331 Financial Accounting (3 CH)  <b>BZAN 6310*</b> Quant. Anal. for Bus. Dec. (3 CH)  <b>*BZAN 6320</b> Foun. for Bus. Analytics (3 CH.) may be substituted for BZAN 6310  <b>GENB 6350</b> Business Communication (3CH.)  <b>FINA 6A35</b> Managerial Finance (1.5 CH.)  <b>MARK 6A61</b> Marketing Administration (1.5 CH)  <b>MANA 6A83</b> Strategic Analysis (1.5 CH)  <b>SCM6A01</b> Prod. &amp; Oper. MGMT. (1.5 CH.)</p> <p><u>Module 2 Spring 1<sup>st</sup>Year</u></p> <p><b>FINA 6387</b> Managerial Analysis (3 CH)  <b>MANA 6A25</b> Ethical Ldrshp. &amp; Critical Reasoning (1.5 CH)  <b>MANA 6A32</b> Organizational Behavior &amp; Management (1.5 CH)  <b>MIS 6A41</b> Information Systems (1.5 CH)</p> <p><u>Module 3 Summer 1<sup>st</sup>Year</u></p> <p><b>MANA 6A25</b> Ethical Leadership &amp; Critical Reasoning (1.5 CH)  <b>MIS 6A41</b> Information Systems (1.5 CH)</p> <p><b>Degree ELECTIVE Courses 25.5 SEMESTER CREDIT HOURS</b></p>	<p><u>Fall 1<sup>st</sup> Year</u></p> <p><b>FINA 6A31</b> Analyzing Fin. Statements (1.5 CH) Fall only  <b>FINA 6A35</b> Managerial Finance (1.5 CH)  <b>FINA 6387</b> Managerial Analysis (3 CH)  <b>BZAN 6310*</b> Quant. Analysis for Bus. Dec. (3 CH) *Or  <b>BZAN 6320</b> Foundations for Bus. Analytics (3 CH)  <b>FINA 7A10</b> Inter. Corp. Finance: Valuation(1.5 CH)</p> <p><u>Spring 1<sup>st</sup> Year</u></p> <p><b>FINA 7A20</b> Cap Markets (1.5 CH)  <b>FINA 7A23</b> Portfolio Theory &amp; Practice (1.5 CH)  <b>FINA 7354</b> Financial Securities &amp; Innov. (3 CH) (Spring only)  <b>FINA Elective</b> (3 CH)</p> <p><u>Summer 1<sup>st</sup> Year*</u></p> <p><b>FINA Elective</b> (3CH)  <b>FINA Elective</b> (3 CH)                      *Summer courses not required, can be completed fall /spring 2<sup>nd</sup> year.</p> <p><u>Fall &amp; Spring 2<sup>nd</sup> Year</u></p> <p><b>FINA 7A30*</b> Advanced Corporate Finance (1.5 CH)                      *Or <b>FINA 7A33</b> Mergers, Acquisitions &amp; Joint Ventures (1.5 CH)  <b>FINA 7350*</b> Derivatives I: Options (3CH) Fall only                      *Or <b>FINA 7351</b> Derivatives II: Forwards, Futures &amp; Swaps (3 CH) Spring only  <b>FINA Elective</b> (3 CH)  <b>FINA Elective</b> (3 CH)</p>	<p><u>Module 1 Fall 1<sup>st</sup> Year</u></p> <p>ACCT 6331 Financial Accounting  <b>FINA 6A35</b> Managerial Finance  <b>MARK 6A61</b> Marketing Administration  <b>GENB 6A50</b> Business Communication  <b>MANA 6A83</b> Strategic Analysis</p> <p><u>Module 2 Spring 1<sup>st</sup> Year</u></p> <p><b>FINA 6387</b> Managerial Analysis  <b>BZAN 6310</b> Quantitative Analysis for Business Decisions  <b>SCM 6A01</b> Production and Operations Management  <b>MANA 6A32</b> Organizational Behavior and Management</p> <p><u>Module 3 Summer 1<sup>st</sup> Year</u></p> <p><b>MANA 6A25</b> Ethical Leadership and Critical Reason  <b>MIS 6A41</b> Information Systems</p> <p><b>ELECTIVES: 27 CREDIT HOURS</b>                      12 CH Law Center, 15 CH Bauer=27 CH  <b>Law Center Courses</b>                      Courses – 75 Credits                      See the UH Law Center Curriculum at:  <a href="https://www.law.uh.uh.edu/academic/jd">https://www.law.uh.uh.edu/academic/jd</a>.</p>	<p><u>Module 1 Fall 1<sup>st</sup> Year</u></p> <p>ACCT 6331 Financial Accounting (3 CH)  <b>FINA 6A35</b> Managerial Finance (1.5CH – 1<sup>st</sup> half)  <b>MARK 6A61</b> Marketing Admin.(1.5 CH – 2<sup>nd</sup> half)  <b>GENB 6A50</b> Bus. Comm. (1.5CH – 1<sup>st</sup> half)  <b>MANA 6A83</b> Strategic Analysis (1.5CH – 2<sup>nd</sup> half)</p> <p><u>Module 2 Spring 1<sup>st</sup> Year</u></p> <p><b>FINA 6387</b> Managerial Analysis (3 CH)  <b>BZAN 6310*</b> Quant. Anal. for Bus. Decisions (3 CH.)  <b>MANA 6A32</b> Organiz. Behavior &amp; MGMT. (1.5 CH.)  <b>SCM 6A01</b> Prod. &amp; Operations MGMT. (1.5 CH)                      *<b>BZAN 6320</b> may be substituted for BZAN 6310 (3 CH)</p> <p><u>Module 3 Summer 1<sup>st</sup> Year</u></p> <p><b>MANA 6A25</b> Eth. Ldrshp &amp; Crit. Reasoning (1.5 CH)  <b>MIS 6A41</b> Information Systems (1.5 cr.)</p> <p><b>ELECTIVES: 27 SEMESTER CREDIT HOURS</b>                      (12 credits from the Hilton + 15 credits from Bauer)                      (12 credits from the Hilton + 13.5 credits from Bauer)                      1. HRMA 4. BAUER 8. BAUER                      2. HRMA 5. BAUER                      3. HRMA 6. BAUER                      4. HRMA 7. BAUER                      For information on MS Hospitality Curriculum of MS/MBA, see Hilton College of Hotel and Restaurant Management  <a href="http://www.bauer.uh.edu/downloads/mba/2015-MS_HRM-MBA-Joint-Masters-Program.pdf">http://www.bauer.uh.edu/downloads/mba/2015-MS_HRM-MBA-Joint-Masters-Program.pdf</a></p>

<u><b>Real Estate Certificate</b></u> 12 CH 6 CH optional electives 1.5 CH Prerequisite	<u><b>Real Estate Certificate</b></u> 12 CH plus optional electives 6 CH* *Requires 39CH Degree for Electives	<u><b>Real Estate Certificate</b></u> 12 CH plus optional electives 6 CH* *Requires 118.5 CH Degree for 2 Electives, 1 Prerequisite	<u><b>Real Estate Certificate</b></u> 12 CH plus optional electives 6 CH* *Requires 67 CH Degree for 2 Electives and Prerequisite
<u><b>Prerequisites</b></u> 1. <b>FINA 7A10</b> Inter. Corp. Fin.& Valuation (1.5 CH) 2. <b>Real Estate Program Orientation</b> , Advising and Degree Plan	<u><b>Prerequisites</b></u> <b>Real Estate Program Orientation</b> , Advising and Degree Plan	<u><b>Prerequisites</b></u> 1. <b>FINA 7A10</b> Intermediate Corporate Finance and Valuation (1.5 CH) 2. <b>Real Estate Program Orientation</b> , Advising and Degree Plan	<u><b>Prerequisites</b></u> 1. <b>FINA 7A10</b> Intermediate Corporate Finance and Valuation (1.5 CH) 2. <b>Real Estate Program Orientation</b> , Advising and Degree Plan
<u><b>Required Real Estate Certificate Courses</b></u> <b>4 Courses, 12 CH</b>  <b>FINA 7397</b> Essentials of RE Principles 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Develop. a Real Estate Project 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Real Estate Mrkt Research & Val. 3 CH (Mixed Grad/UG Course) Note (1) <b>FINA 7380</b> Real Estate Finance 3 CH Note (1)	<u><b>Required Real Estate Certificate Courses</b></u> <b>4 Courses, 12 CH</b>  <b>FINA 7397</b> Essentials of RE Principles 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Develop. a Real Estate Project 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Real Estate Mrkt Research & Val. 3CH (Mixed Grad/UG Course) Note (1) <b>FINA 7380</b> Real Estate Finance 3 CH Note (1)	<u><b>Required Real Estate Certificate Courses</b></u> <b>4 Courses, 12 CH</b>  <b>FINA 7397</b> Essentials of RE Principles 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Develop. a Real Estate Project 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Real Estate Mrkt Research & Val. 3CH (Mixed Grad/UG Course) Note (1) <b>FINA 7380</b> Real Estate Finance 3 CH Note (1)	<u><b>Required Real Estate Certificate Courses</b></u> <b>4 Courses, 12 CH</b>  <b>FINA 7397</b> Essentials of RE Principles 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Develop. a Real Estate Project 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Real Estate Mrkt Research & Val. 3CH (Mixed Grad/UG Course) Note (1) <b>FINA 7380</b> Real Estate Finance 3 CH Note (1)
<u><b>Elective Courses, 2 Courses, 6 CH</b></u>  <b>FINA 7397</b> Mastery of RE - Capstone 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Residential Real Estate 3 CH (Mixed Grad/UG Course)	<u><b>Elective Courses, 2 Courses, 6 CH</b></u>  <b>FINA 7397</b> Mastery of RE – Capstone 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Residential Real Estate 3 CH (Mixed Grad/UG Course)	<u><b>Elective Courses 2 Courses, 6 CH</b></u>  <b>FINA 7397</b> Mastery of RE – Capstone 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Residential Real Estate 3 CH (Mixed Grad/UG Course)	<u><b>Elective Courses 2 Courses, 6 CH</b></u>  <b>FINA 7397</b> Mastery of RE – Capstone 3 CH (Mixed Grad/UG Course) <b>FINA 7397</b> Residential Real Estate 3 CH (Mixed Grad/UG Course)

Notes: CCIM and TREC

- CCIM: Reduced curriculum will eliminate one of the CCIM University Alliance required courses, Advanced Real Estate Finance and Investment. Alliance will be maintained and two of the required courses will be offered, Real Estate Finance and Investment and Real Estate Market Analysis and Valuation
- TREC: (Texas Real Estate Commission) Due to change in course credit hours for FINA 9370 Essentials of Real Estate Principles, from 4 to 3 will mean this course will no longer count toward TREC real estate license education requirements

## Undergraduate Degree BBA Finance

### BBA Finance 120 Credit Degree

Elective Courses FINA Advanced Electives-12, FINA Electives-6 (Total 18 Credits)

### Real Estate Certificate

12 Credit Real Estate Certificate

6 Credit Elective Courses

## Degree Required Courses

**For Freshman and Sophomore Curriculum**, see <http://www.bauer.uh.edu/undergraduate/finance/courses.php>

### **Junior and Senior Year Curriculum**

**Section 5: ADVANCED-LEVEL BUSINESS REQUIREMENTS** (required for all business majors) 24 hours

SCM 3301: Service and Manufacturing Operations (prerequisite: MATH 1313) 3 hrs \_\_\_\_\_

FINA 3332: Principles of Finance (prerequisites: MATH 1313, MATH 1314, and ACCT 2331) 3 hrs \_\_\_\_\_

MANA 3335: Introduction to Organizational Behavior and Management 3 hrs \_\_\_\_\_

MARK 3336: Elements of Marketing Administration 3 hrs \_\_\_\_\_

MARK 3337/COMM 3356\*: Professional Selling/Bus. & Prof. Speaking [TCCN: SPCH 1321 or 1315] 3 hrs \_\_\_\_\_

Global Studies Courses:

INTB 3354\*: Introduction to Global Business (INTB 3350 or INTB 3351 may substitute for INTB 3354) 3 hrs \_\_\_\_\_

INTB 3355\*: Global Environment of Business (INTB 3352 or INTB 3353 may substitute for INTB 3355; 3 hrs \_\_\_\_\_

prerequisites: ECON 2304 and 2305, or ECON 2301 for non-business majors)

Other:

ENB 4350 Business Law & Ethics (prerequisite: GENB 2301, 3301, or 3302) 3 hrs \_\_\_\_\_

### *Advanced BBA Finance Courses*

**Finance** 36 hours

FINA 4320 Investment Management 3 hrs

FINA 4330 Corporate Finance 3 hrs

**FINA ADV ELECS** Advanced Finance Electives 12 hrs\*

**ADV BUS ELECS** Any 3000-4000 level business course 6 hrs\*

**ADV ELECS** Any 3000-4000 level course 6 hrs

**GEN ELECS** Any 1000-4000 level course 6 hrs \_\_\_\_\_

• Consult Finance Advisor for specialty tracks in Global Energy Management, Risk Management and Insurance, Personal Financial Planning and Commercial Banking, and Real Estate.

## Degree Elective Courses 18 CH Available for Real Estate Courses\*

\*FINA ADV ELECT: 12 CH Core RE Courses, FINA ELECS: 6 CH Elective RE Courses

<b>BBA Finance Real Estate Certificate</b> <i>12 CH Required Courses and 6 CH Elective Courses</i>	
<b>Pre-requisites</b> (Prior to admission to program)	
Admission to Program and Real Estate Orientation (Junior or higher with 3.0 or higher cumulative GPA)	
FINA 4330 Corporate Finance (with a grade of B or higher)	
<b>Co-Requisites:</b> (Taken simultaneously)	
FINA 4380 Real Estate Financial Analysis taken while also taking FINA 4397 courses noted below	
<b>To Remain in Program</b>	
Maintain Minimum GPA of B or higher	
<b>Curriculum</b>	
<b>Required Courses</b>	
<b>FINA 4397 Essentials of Real Estate Principles</b> <i>(Mixed Grad/UG Course) (3 CH)</i>	
<b>FINA 4380 Real Estate Financial Analysis</b> <i>(Undergraduate Only) (3 CH)</i>	
<b>FINA 4397 Developing a Real Estate Project</b> <i>(Mixed Grad/UG Course) (3 CH)</i>	
<b>FINA 4397 Real Estate Market Research and Valuation</b> <i>(Mixed Grad/UG Course) (3 CH)</i>	
<b>Elective Courses</b>	
<b>FINA 4397 Residential Real Estate</b> <i>(Mixed Grad/UG Course) (3 CH)</i>	
<b>FINA 4397 Mastery of Real Estate-Capstone</b> <i>(Mixed Grad/UG Course) (3 CH)</i>	