REAL ESTATE CONCENTRATION - BUSINESS ADMINISTRATION (B.S.)

The **Real Estate concentration in the Business Administration major** blends theory and practice to help students understand common real estate principles. Students learn the financial fundamentals of real estate, as well as real estate investing, analysis and development. The program also provides the foundation for a career in commercial real estate, where knowledge will be used to analyze, evaluate, finance and manage property assets.

In the Real Estate profession, experts may specialize in areas like development, sales and marketing, brokerage, property management, lending, and professional services such as law and accounting. Real estate involves land, residential, commercial and industrial spaces including buildings, roads, structures, and utility systems.

Admission Criteria:
Overall GPA – 3.0

120 credits of coursework is required for the baccalaureate degree with a minimum 2.0 overall GPA, and a minimum 2.0 major GPA.

Degree Requirements Overview

Code	Title	Credits
SEEDS: General Education Requirements		15-18
New Student Seminar		1
Major Requirements		42
Concentration Requirements		30
Free Electives		32-29
Total Credits		**120**

Major Requirements

Code	Title	Credits
Business Administration Required Core		
Business Fundamentals		
ACCT 204	Fundamentals of Accounting (Students in the Finance concentration take ACCT 201)	3
or ACCT 201	Fundamentals of Financial Accounting	
BSLW 235	Legal, Ethical, and Global Environment of Business	3
BCOM 280	Strategic Business Communications	3
INFO 290	Technology in Business	3
MGMT 201	Business Ethics and Social Impact	3
MGMT 439	Applied Business Strategy	3
Integrated Core		
FINC 300	Integrated Core: Finance	3
INFO 300	Integrated Core: Operations Management	3
MGMT 300	Integrated Core: Management	3
MKTG 300	Integrated Core: Marketing	3
Collateral Courses		
ECON 101	Applied Macroeconomics	3
ECON 102	Applied Microeconomics	3
INFO 173	Spreadsheet Modeling for Business Decisions	3
INFO 240	Statistical Methods in Business	3
Business Administration Career Learning		
BUGN 310	Campus to Career Transition Course I: Prepare for Your Career	0
BUGN 320	Campus to Career Transition Course II: On the Job Success	0
Total Credits		**42**

Real Estate Concentration Requirements

Code	Title	Credits
Required Concentration Courses		
ECON 208	Intermediate Macroeconomic Analysis	3
REAL 204	Real Estate Principles and Practice	3
REAL 305	Commercial Real Estate Analysis	3
REAL 360	Mortgage and Fixed Income Analysis	3
REAL 405	Real Estate Developtment	3
REAL 460	Real Estate Investments	3
Concentration Electives		
Complete 6 credits from the following:		6
ECON 207	Intermediate Microeconomic Analysis	
ECON 301	Money and Banking	
ECON 395	Business Forecasting and Analytics	
FINC 326	Investments	
FINC 430	Financial Derivatives	
MGMT 318	Leadership	
MKTG 241	Consumer Behavior	
MKTG 342	Sales Management	
MKTG 443	Sales Leadership and Negotiation	
PALG 304	Real Estate Law	
Business Administration Major Electives		
Complete 6 credits from the list below.		6
Total Credits		**30**

Business Administration Major Electives

Code	Title	Credits
Required or elective concentration courses will not count as major electives		
Cooperative Education		
COED 401	Cooperative Education Experience I	3-8
COED 402	Cooperative Education Experience II	3-8
COED 403	Cooperative Education Experience III	3-8
COED 404	Cooperative Education Experience IV	3-8
Economics		
ECON 201	Data Analysis Tools in Economics and Business	3
ECON 203	Fundamental Mathematics for Economics	3
ECON 206	Managerial Economics	3
ECON 207	Intermediate Microeconomic Analysis	3
ECON 208	Intermediate Macroeconomic Analysis	3
ECON 215	The Economics of Social Problems	3
ECON 221	Economics of Professional Sports	3
ECON 224	Financial Economics	3
ECON 240	Economics of Time and Mind	3
ECON 301	Money and Banking	3

ECON 303	Economic Growth and Development	3
ECON 308	Public Finance	3
ECON 310	Urban and Regional Economics	3
ECON 311	Labor Economics	3
ECON 314	Development of Economic Thought	3
ECON 317	Optimization Methods for Economics	3
ECON 321	Economics of Industrial Organization	3
ECON 324	Capital Markets and Financial Institutions	3
ECON 370	International Economics	3
ECON 371	World Trade and Investment	3
ECON 381	Global Economies and Markets	3
ECON 390	Applied Econometrics	3
ECON 395	Business Forecasting and Analytics	3
ECON 398	Economics Independent Study	1-3
ECON 405	Economic Development of Sub-Saharan Africa	3
ECON 408	Strategic Thinking and Game Theory	3
ECON 422	Globalization and World Development	3
ECON 430	International Macroeconomic Policy	3
Entrepreneurship		
ENTR 201	The Entrepreneurial Mindset and Innovation	3
ENTR 260	Introduction to Innovation and 3D Printing	3
ENTR 290	Special Topics in Entrepreneurship	3
ENTR 301	Creating Your Startup Business Model	3
ENTR 302	Preparing to Pitch and Launch Your Startup	3
ENTR 303	Create and Pitch Your Startup	6
ENTR 310	Entrepreneurial Accounting and Finance	3
ENTR 320	Marketing for Entrepreneurs	3
ECON 322	Health Economics and Policy	3
ENTR 350	Entrepreneurship Cooperative Education	1-3
ENTR 360	Advanced Innovation and Digitally Mediated Making	3
ECON 381	Global Economies and Markets	3
ENTR 401	The Legal Entrepreneurial Journey	3
ENTR 420	Growing Your Startup Company	3
ENTR 460	Applied Digital Innovation Design, and Lean Fabrication	3
Finance		
FINC 209	Personal Finance	3
FINC 221	Introduction to Finance	3
FINC 318	Introduction to Financial Planning	3
FINC 322	Corporate Finance	3
FINC 326	Investments	3
FINC 327	International Financial Management	3
FINC 350	Special Topics in Finance	3
FINC 361	Financial Technology	3
FINC 372	Securities Industry Essentials	3
FINC 391	Blockchain and Cryptoassets for Finance	3
FINC 410	Computer Applications in Economics and Finance	3
FINC 423	Advanced Corporate Finance	3
FINC 425	Working Capital Management	3
FINC 430	Financial Derivatives	3
FINC 431	Advanced International Financial Management	3
FINC 490	Advanced Investment Analysis	3
FINC 491	Cooperative Education in Finance	3-8
FINC 495	Student Managed Fund	3
Hospitality and Tourism		
HSET 208	Leisure and Recreation in Society	3
HSET 250	Introduction to Hospitality and Tourism	3
HSET 255	Professional Development in Hospitality, Sports, Events, Tourism	3
HSET 260	Sport Sales	3
HSET 302	Managing Facilities in Hospitality, Sports, Events, and Tourism	3
HSET 315	International Tourism Marketing and Management	3
HSET 320	Sport Marketing	3
HSET 321	Events and Entertainment Management and Marketing I	3
HSET 325	Service Management	3
HSET 330	Resort and Cruise Management	3
HSET 335	International Experience in Hospitality, Sports, Events, and Tourism	3
HSET 340	Restaurant Management and Operations	3
HSET 350	Club Management	3
HSET 353	Legal Issues in Hospitality and Tourism	3
HSET 354	Analytics for Sports and Entertainment Industries	3
HSET 355	Hospitality, Sports, Events, and Tourism Co-op Ed	3
HSET 356	Entertainment, Theme Park, and Attractions Industries	3
HSET 360	Casino Management	3
HSET 365	Event Marketing and Management II	3
HSET 366	Hospitality Financial Management	3
HSET 370	Customer Relationship Management (CRM) Technologies in Hospitality	3
HSET 375	Property and Community Association Management	3
HSET 380	Lodging Management	3
HSET 385	Human Resource Management in Hospitality, Sports, Events, and Tourism	3
HSET 390	Food and Beverage Management	3
HSET 392	Special Topics in Hospitality Management	1-6
HSET 395	Information Systems and Technology in Hospitality, Sports, Events, and Tourism	3
HSET 480	Revenue Management in Hospitality, Sports, Events, and Tourism	3
HSET 492	Independent Study in Hospitality, Sports, Events, and Tourism	1-3
HSET 493	Special Topics in Leisure and Tourism	3
International Business		
INBS 250	Introduction to International Business	3
INBS 347	Export/Import Marketing Process	3
INBS 349	International Marketing	3
INBS 350	Cross-Cultural Behavior and Negotiation	3
INBS 440	International Retailing	3
INBS 482	International Business Co-op Ed	3
Information and Decision Science		
INFO 230	Introduction to Business Co-Op Work Exp	3-6

INFO 299	Special Topics in Data and Technology	3
INFO 301	Business Decision Making	3
INFO 306	Introduction to Web Development	3
INFO 342	Information Technology Infrastructure	3
INFO 351	Fundamentals of Project Management	3
INFO 360	MIS Co-Op	3
INFO 361	Information Technology Projects	3
INFO 366	Managing Big Data and Cloud Computing	3
INFO 367	Introduction to Data Mining	3
INFO 390	Digital Transformation	3
INFO 391	Blockchain Technology	3
INFO 395	Business Analytics and Artificial Intelligence Strategy	3
INFO 414	Information Security System Management	3
INFO 416	Business Process Analysis and Enterprise Systems	3
INFO 470	Electronic Commerce: Creating Business Value Using Information Technology	3
INFO 476	Data Mining for Business	3
INFO 488	Business Application with Artificial Intelligent (AI) Systems	3
INFO 491	Independent Study in Information Systems	3
INFO 492	Special Topics in Information Systems	1-3
INFO 496	Advanced Systems Analysis and Design	3
Management		
MGMT 250	Introduction to Neurodiversity and Neuroinclusive Practice	3
MGMT 295	Elements of Business	3
MGMT 305	Negotiations in the Workplace	3
MGMT 314	Corporate Social Responsibility: Global Strategies	3
MGMT 315	Organizational Behavior	3
MGMT 316	Human Resource Management	3
MGMT 318	Leadership	3
MGMT 327	Training, Development, and Career Planning	3
MGMT 332	Diversity In Business	3
MGMT 335	Small Business Management	3
MGMT 350	Neuroinclusive Workplaces and Professional Practice	3
MGMT 355	Neuroinclusive Leadership Development	3
MGMT 356	Cross-Cultural Behavior and Management	3
MGMT 363	Business and Society	3
MGMT 392	Management Cooperative Education	3
MGMT 415	Organizational Theory: Macro Approaches	3
MGMT 416	Global Talent Management	3
MGMT 417	Total Rewards: Compensation and Benefits	3
MGMT 431	Strategic Business Execution	3
MGMT 433	Entrepreneurship and Innovation	3
MGMT 436	Strategic Project Management	3
MGMT 491	Business Consulting	3
MGMT 492	Special Topics in Management	1-3
Marketing		
MKTG 241	Consumer Behavior	3
MKTG 250	Professional Selling	3
MKTG 307	Retail Marketing and Management	3
MKTG 309	Buying and Distribution Strategies	3
MKTG 310	Services Marketing	3
MKTG 322	Customer Relationship Management Practicum	3
MKTG 325	Practicum in E-Retailing	3
MKTG 342	Sales Management	3
MKTG 344	Integrated Marketing Communications	3
MKTG 345	Nonprofit Operations and Marketing	3
MKTG 348	Digital Marketing	3
MKTG 350	Pharmaceutical and Health Care Marketing	3
MKTG 351	Retail Co-op Education	3
MKTG 360	Brand Management	3
MKTG 365	Sustainability Marketing	3
MKTG 441	Digital Selling	3
MKTG 442	Marketing Research	3
MKTG 443	Sales Leadership and Negotiation	3
MKTG 446	Marketing Strategy and Implementation	3
MKTG 447	Marketing Analytics	3
MKTG 451	Internship in Retail Management	3
MKTG 483	Seminar in Retail Management	3
MKTG 490	Marketing Co-op Ed	3
MKTG 492	Independent Study in Marketing	1-3
MKTG 493	Special Topics in Marketing	1-3
Real Estate		
REAL 204	Real Estate Principles and Practice	3
REAL 305	Commercial Real Estate Analysis	3
REAL 360	Mortgage and Fixed Income Analysis	3
REAL 405	Real Estate Developtment	3
REAL 460	Real Estate Investments	3

New Student Seminar

Code	Title	Credits
Students in the Adult Learner program must take GNED 100.		
Complete one course from the following. Some courses may be restricted by major. Consult with an academic advisor.		1
ADVS 198	Pathways to Success	
CHEM 190	Freshman Seminar in Chemistry	
FYS 100	First Year Seminar	
GNED 100	Adult Academic Success Seminar	
GNED 199	New Student Seminar	
HPEM 199	Freshman Seminar in Health and Physical Education	
IDS 155	Pathways to Adult Learning	
JUST 199	New Student Seminar	
MATH 102	New Student Experience for Mathematical Sciences	
MUGN 199	Freshman Seminar for Music Majors	
NURS 199	Introduction to Nursing	
POLS 199	Freshman Seminar in Political Science and Law	

SEEDS General Education Requirements

Click here for a list of courses that fulfill the SEEDS requirements. (http://catalog.montclair.edu/programs/seeds-general-education-requirements/)

Code	Title	Credits
Foundations		
Effective Writing I		
Complete one Effective Writing I course.		3
Effective Writing II		
Fulfilled by BCOM 280 in the major.		
Interactive Communication		
Complete one Interactive Communication course.		3
Quantitative Reasoning		
Fulfilled by INFO 240 in the major.		
Political and Civic Life		
Fulfilled by ECON 102 in the major.		
World Languages		
Complete two sequential classes in one World Language when starting at the Beginner I or Beginner II level. Complete one class when starting at the Intermediate/Advanced Level.		3-6
Exploration		
Complete one course from four different Exploration categories.		6
Analyzing Cultures and Societies		
Fulfilled by ECON 101 in the major.		
Creative Expression		
Ethical Inquiry		
Fulfilled by MGMT 201 in the major.		
Historical Thinking		
Literary and Artistic Analysis		
Scientific Reasoning		
Total Credits		**15-18**

Recommended Roadmap to Degree Completion

This recommended degree plan is provided as an outline for students to follow in order to complete their degree requirements within four years and 120 credits. This plan is a recommendation and MUST be used in consultation with their academic advisor. Important note: Students should be aware this plan assumes no pre-requisite coursework is required. If pre-requisite coursework is needed, students may have additional requirements to fulfill which do not appear on the plan.

First Year

Fall	Credits	Spring	Credits
New Student Seminar	1	BCOM 280 (Fulfills SEEDS: Effective Writing II)	3
SEEDS: Effective Writing I	3	INFO 240 (Fulfills SEEDS: Quantitative Reasoning)	3
ECON 102 (Fulfills SEEDS: Political and Civic Life)	3	ECON 101 (Fulfills SEEDS: Exploration – Analyzing Cultures and Societies)	3
MGMT 201 (Fulfills SEEDS: Exploration - Ethical Inquiry)	3	ACCT 204	3
INFO 173	3	REAL 204	3
MATH 100 (or Free Elective)	3		
	16		**15**

Second Year

Fall	Credits	Spring	Credits
INFO 290	3	SEEDS: Interactive Communication	3
FINC 300	3	ECON 208	3
INFO 300	3	REAL 305	3
MGMT 300	3	BSLW 235	3
MKTG 300	3	BUGN 320	0
BUGN 310	0	Free Elective	3
	15		**15**

Third Year

Fall	Credits	Spring	Credits
SEEDS: World Language 1	3	SEEDS: World Language 2	3
REAL 360	3	REAL 405	3
Concentration Elective 1	3	Concentration Elective 2	3
Free Elective	3	Major Elective 1	3
Free Elective	3	Free Elective	3
	15		**15**

Fourth Year

Fall	Credits	Spring	Credits
SEEDS: Exploration 3	3	SEEDS: Exploration 4	3
MGMT 439	3	Major Elective 2	3
REAL 460	3	Free Elective	3
Free Elective	3	Free Elective	3
Free Elective	3	Free Elective	2
	15		**14**

Total Credits 120