

GUIDE TO GRADUATION

B.S. IN **REAL ESTATE** AND
ECONOMIC DEVELOPMENT

www.ubalt.edu/realestate

The Merrick School of Business is committed to providing the guidance and support you need to complete your program in a timely manner. This **Guide to Graduation** provides the in-depth information necessary to assist you in planning your undergraduate academic career. It contains a complete checklist of required courses and a suggested plan of study, as well as detailed course information, including course prerequisites and projected course offerings.

While this information will be helpful to you, you should also contact the Merrick Advising Center. They are here to assist you in planning your program plan of study and to answer any questions that you may have. Advisers are available during the day and the evening. Students in the online programs and who do not have access to the campus will be advised electronically. All new students are required to meet with an adviser prior to registering for their first semester to receive a personalized program plan of study.

Although your academic adviser will assist you in planning your program, it is ultimately your responsibility to complete the degree requirements and acquaint yourself with the University's academic policies.

Call to schedule your advising appointment today!

CONTACT INFO:

Merrick Advising Center

Business Center Room 142

Phone: 410.837.4944

- For students with last names beginning with A through K:

Judy Sabalauskas

Academic Adviser

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- For students with last names beginning with L through Z:

Jackie Lewis

Senior Academic Adviser

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Office of Records and Registration

www.ubalt.edu/records

Office of Financial Aid

www.ubalt.edu/financialaid

Bursar's Office

www.ubalt.edu/bursar

PROGRAM CHECKLIST

Effective Fall 2009

B.S. in Real Estate and Economic Development

Name: _____

Student ID Number: _____

Semester: _____

DEGREE REQUIREMENTS	UB COURSE	CREDITS	GEN. ED.	SEMESTER COMPLETED	
GENERAL EDUCATION AND UNIVERSITY REQUIREMENTS					
University Requirements		<i>Note: The following course is only required of UB freshmen.</i>			
Seminar – Applied Learning & Study Skills	IDIS 101	2			
Lower Division General Education Requirements					
English Composition	WRIT 101	3	WRIT		
Literature		3	ENGL		
History or Philosophy		3	HIPL		
Fine Arts		3	ART		
Social Science 1 (Other than ECON)		3	SOSC 1		
Biological & Physical Science 1		3	GSCI 1		
Biological & Physical Science 2 (1 with lab)		4	GSCI 2		
Upper Division General Education Requirements					
Ethical Issues in Business and Society	IDIS 302	3	IDIS		
Advanced Expository Writing (by 2 nd semester in the program)	WRIT 300	3	WRIT		
BUSINESS REQUIREMENTS					
Lower Division Business Requirements					
Introduction to Financial Accounting	ACCT 201	3			
Introduction to Managerial Accounting	ACCT 202	3			
Business Law I	BULA 151	3			
Oral Communications	CMAT 201 or 303	3	CMAT		
The Economic Way of Thinking	ECON 200	3	SOSC 2		
College Algebra	MATH 111	3	MATH		
Introduction to Business Statistics	OPRE 201	3	MATH		
Statistical Data Analysis	OPRE 202	3			
Business Fundamental Requirements					
The Entrepreneurial Experience	ENTR 300	3			
Financial Management	FIN 331	3			
Financial Modeling & Communications	FIN 332	3			
Management Information Systems	INSS 300*	3	COSC		
Human Resource Management	MGMT 315	3			
Marketing Management	MKTG 301	3			
REAL ESTATE CORE REQUIREMENTS					
Real Estate Legal Rights & Responsibilities	BULA 312	3			
Public Economics & Land Use Policy	ECON 312	3			
Real Estate Principles & Transactions	FIN 312	3			
Real Estate Investments	FIN 470	3			
Real Estate Finance	FIN 471	3			
Real Estate Market Analysis	MKTG 470	3			
APPROVED PROGRAM ELECTIVES - Choose five of the following. (See Dr. Deborah Ford for additional elective options)					
Intermediate Accounting I	ACCT 301	3	Public Administration	GVPP 320	3
Intermediate Accounting II	ACCT 302	3	Bureaucracy & Public Policy	GVPP 322	3
Income Tax	ACCT 405	3	Urban Politics & Public Policy	GVPP 326	3
Community Studies	CSCS 301	3	State & Local Government	GVPP 348	3
Economic & Community Dev.	CSCS 401	3	MD Government Process/Politics	GVPP 461	3
Any 400 level Finance course	FIN	3	History of Baltimore	HIST 382	3
Total Transfer Credits: _____		Total Credits Required: _____		Total Credits Earned: _____	
					Minimum of 120 credits

*This course also satisfies the University's information literacy requirement.

GUIDE TO GRADUATION

B.S. in Real Estate and Economic Development

Below is an example plan of study for the B.S. in Real Estate and Economic Development. This is meant to act as a guide, but need not be followed in the same order for every student. Part-time students and those students transferring in credits from another university or college will need to adjust their plan accordingly. This plan does not account for courses taken during summer sessions. Students should consult with their adviser each semester prior to registration.

FALL SEMESTER

SPRING SEMESTER

Freshmen

IDIS 101 Applied Learning & Study Skills
DVMA or MATH 111 College Algebra
General Education or Lower-Level Elective
General Education or Lower-Level Elective
General Education or Lower-Level Elective

CMAT 201 Communicating Effectively
WRIT 101 College Composition
General Education or Lower-Level Elective
General Education or Lower-Level Elective
General Education or Lower-Level Elective

Sophomore

ACCT 201 Intro to Financial Accounting
BULA 151 Business Law
OPRE 201 Intro to Business Statistics
General Education or Lower-Level Elective
General Education or Lower-Level Elective

ACCT 202 Intro to Managerial Accounting
ECON 200 Economic Way of Thinking
OPRE 202 Statistical Data Analysis
General Education or Elective
General Education or Elective

Junior

FIN 312 Real Estate Principles & Transactions
FIN 331 Financial Management
MKTG 301 Marketing Management
WRIT 300 Advanced Expository Writing
Program Elective

ECON 312 Public Economics & Land Use
FIN 332 Financial Modeling & Comm.
MGMT 315 Human Resource Management
Program Elective
Program Elective

Senior

BULA 312 Real Estate Legal Rights & Respons.
FIN 471 Real Estate Finance
INSS 300 Management Information Systems
MKTG 470 Real Estate Market Analysis
Program Elective

ENTR 300 The Entrepreneurial Experience
FIN 470 Real Estate Investments
IDIS 302 Ethical Issues in Business & Society
Program Elective
Elective

Important Student Information:

- Maintain a minimum cumulative grade point average of 2.0.
- Earn a minimum of “C-” in all required courses with the exception of non-Business electives.
- Earn a minimum grade of “C” in **WRIT 300 and IDIS 302**.
- Apply up to 60 credits of community college work or up to 90 credits of four-year college or university work toward degree requirements, unless an articulation agreement stipulates otherwise.
- Complete at least 30 credits at the University of Baltimore.
- **PLACEMENT TESTING** is required for MATH 111 *College Algebra* and WRIT 300 *Advanced Expository Writing*. For complete information visit the following Web site: <http://www.ubalt.edu/arc>.
- Please check the current catalog for all courses that satisfy general education requirements
- The last 30 credit hours of your program must be taken at UB. To take courses outside UB toward your program, you must obtain approval from your academic adviser.

Note: The provisions of this fact sheet are not to be regarded as a contract between the student and the University of Baltimore. The Merrick School reserves the right to change courses, schedules, calendars, and any other provisions or requirements. Students are responsible for the selection of courses, completion of degree requirements, and acquainting themselves with academic policies.

LOWER DIVISION BUSINESS REQUIREMENTS

Course	Course Title	Course Description	Prerequisite	Semesters Offered
ACCT 201	Introduction to Financial Accounting	A comprehensive study of basic financial accounting processes applicable to a service, merchandising and manufacturing business. An analysis of transactions, journalizing, posting, preparation of working papers and financial statements.		Fall and Spring semesters and occasionally in the Summer
ACCT 202	Introduction to Managerial Accounting	An introductory study of managerial accounting processes including job order costing, process costing, cost-volume-profit analysis, standard costs, activity-based costing, cost analysis, budgeting and managerial decision making.	ACCT 201 or equivalent with a minimum grade of C	Fall and Spring semesters and occasionally in the Summer
BULA 151	Business Law	A basic study of the judicial system, contracts, agency, fraud, sale of personal property, warranties, transfer of title and legal remedies		Fall and Spring semesters and occasionally in the Summer
CMAT 201	Communicating Effectively	Introduction to oral communication: interpersonal, small group and public speaking. Emphasis on accurately transmitting information, using effective strategies for informing and persuading, using effective communication techniques to work with others, and feeling at ease in front of an audience.		Fall and Spring semesters
CMAT 303	Oral Communication in Business	Extensive practice in presentational speaking, briefing techniques, the mechanics and dynamics of group meetings and the development of interviewing, critical listening and interpersonal communication skills. Laboratory fee required. Note: If students have already completed CMAT 201, they don't need to complete CMAT 303.		Fall and Spring semesters and occasionally in the Summer
ECON 200	The Economic Way of Thinking	An economist sees the world in a unique way and is able to provide a different perspective on many issues. This course presents the "economic way of thinking" with an emphasis on being able to make effective decisions in a wide variety of economic and business situations. In addition, the "economic way of thinking" is used to understand the impact of business and government policies and actions on our daily lives.		Fall and Spring semesters and occasionally in the Summer
MATH 111	College Algebra	Provides students with more advanced skills required for high-level applications of mathematics. Negative and rational exponents; functions, their properties and operations including inverse functions; linear, quadratic, polynomial, rational, absolute value, exponential and logarithmic functions are explored. Students develop graphical and algebraic skills and study applications of concepts.	Adequate placement test score or successful completion of DVMA 95: Intermediate Algebra	Fall and Spring semesters and occasionally in the Summer
OPRE 201	Introduction to Business Statistics	An introductory course in descriptive and inferential statistical concepts and techniques used in business. The study of probability concepts includes discrete and continuous probability distributions. Topics in descriptive statistics explore measures of location and dispersion and the correlation coefficient. The study of inferential statistics includes sampling distributions of statistics, confidence interval estimation and an introduction to hypothesis testing.	Adequate placement test scores or successful completion of DVMA 95: Intermediate Algebra	Fall and Spring semesters and occasionally in the Summer
OPRE 202	Statistical Data Analysis	A second course in the statistical analysis of data related to business activities with emphasis on applications in various functional areas including accounting, finance, management, marketing and operations management, among others. Topics include estimation, hypothesis testing, contingency tables and chi-square test, analysis of variance and covariance, simple and multiple regression analysis and correlation analysis. Computer implementation using Excel-based statistical data analysis or other relevant software and interpretation of results for business applications are emphasized.	OPRE 201 and INSS 100 or equivalent	Fall and Spring semesters and occasionally in the Summer

BUSINESS FUNDAMENTALS

Course	Course Title	Course Description	Prerequisite	Semesters Offered
ENTR 300	The Entrepreneurial Experience	The entrepreneurial process considered as a paradigm, tracing the process and highlighting its practical applications. Special emphasis on the creation and initial growth phases of new ventures, with discussion of related ethical, international and legal issues. Local entrepreneurs serve as guest speakers. Open to all students, this course functions as a survey course as well as the first in the specialization in entrepreneurship sequence.		Fall and Spring semesters and occasionally in the Summer
FIN 331	Financial Management	An overview and understanding of fundamental principles of financial decision making and their application to internal and external problem solving by the business enterprise. Topics include financial statement analysis and forecasting, time value of money and security valuation, corporate capital budgeting, cost of capital and capital structure. Thematic coverage encompasses the traditional, international and ethical dimensions of financial decision making.	ACCT 201 and ECON 200 or 3 hours of micro- or macroeconomics	Fall and Spring semesters and occasionally in the Summer
FIN 332	Financial Modeling and Communication	Designed to equip students with a working knowledge of the technical methods and tools of financial analysis, as well as to provide them with the ability to design and implement professional-quality written, oral and electronic presentation of their results. Topics include financial statement constructions, creating exhibits for presentation of financial information, and analysis and communication of corporate financial policy.	FIN 331 and INSS 300	Fall and Spring semesters
INSS 300	Management Information Systems	Provides a fundamental knowledge of information systems and technology (IS&T) issues from the perspective of business professionals. This includes information technology concepts and vocabulary, as well as insights into IS&T applications in business organizations. Topics include searching and extracting information to solve business problems; the role of organizational context in IS&T effectiveness; the economic, social, legal and ethical impacts of IS&T; the systems life cycle approach; and key technologies such as the Internet, networking and database management systems.		Fall and Spring semesters and occasionally in the Summer
MGMT 315	Human Resource Management	An exploration of competence areas necessary for effectively dealing with people in the workplace. Emphasis is placed on practical application of knowledge gained in the areas of human resource planning, job analysis, selection, training, compensation and safety/health administration. An overview of labor management relations is provided. Course coverage includes diversity, ethics, communication and international considerations.		Fall and Spring semesters and occasionally in the Summer
MKTG 301	Marketing Management	A basic course in the contribution of marketing to the firm or organization that includes decision-making tools for integrating product, price, distribution, and communication decisions and processes into an organization competing in a global environment. Students also build skills in oral and written communication.		Fall and Spring semesters and occasionally in the Summer

REAL ESTATE CORE REQUIREMENTS

Course	Course Title	Course Description	Prerequisite	Semesters Offered
BULA 312	Real Estate Legal Rights and Responsibilities	Focuses on how law impacts real estate, its ownership, conveyance and development. Emphasis is on real property ownership interests, restrictions on such interests, methods of transferring such interests, private and public land use controls, and legal transactions involving real estate, such as gifts, sales and leases.		Fall semester
ECON 312	Public Economics and Land Use Policy	Analyzes the nature and structure of urban economies; the location of economic activity; the economics of an urban framework; and the principles of urban economic development, housing, transportation, poverty, and unemployment and municipal finance.		Spring semester
FIN 312	Real Estate Principles and Transactions	Identifies the framework in which the acquisition and development of real estate are arranged. Particular attention is paid to financing techniques and the underlying financial structures involved in real estate investment choices. Emphasis will be placed on development issues including site acquisition and evaluation, environmental regulation, market analysis and interaction with constituent groups.		Fall semester
FIN 470	Real Estate Investments	Introduces the fundamentals of real estate investment analysis, including elements of mortgage financing and taxation, and applies the standard tools of financial analysis and economics to real estate valuation. Topics include traditional and nontraditional appraisal methods, techniques of real estate financing, real estate work-outs, innovations in real estate financing and the relationship to the macroeconomic environment.	FIN 312 and FIN 331	Spring semester
FIN 471	Real Estate Finance	Analyzes the instruments, techniques and institutions of real estate finance. Emphasis is placed on the sources of funds, mortgage risk analysis and typical policies and procedures used in financing residential and commercial properties.	FIN 312 and FIN 331	Fall semester
MKTG 470	Real Estate Market Analysis	Emphasizes real estate markets with specific attention given to understanding the market forces affecting real estate at the urban and regional levels. The main focus will be on providing insight into the operation of urban land and nonresidential markets and the process of urban growth and regional development.	FIN 312 and MKTG 301	Fall semester

APPROVED PROGRAM ELECTIVES (Choose five courses from the following)

Course	Course Title	Course Description	Prerequisite	Semesters Offered
ACCT 301	Intermediate Accounting I	A study of financial accounting standard setting, the conceptual framework underlying financial accounting, balance sheet and income statement presentations, revenue and expense recognition and accounting for current assets and current liabilities.	ACCT 202 or equivalent with a minimum grade of C	Fall and Spring semesters
ACCT 302	Intermediate Accounting II	A continuation of the study of financial accounting standards with emphasis on accounting for investments, dilutive securities, long-term liabilities, fixed assets, intangible assets, stockholders' equity and earnings per share.	ACCT 301 with a minimum grade of C	Fall and Spring semesters
ACCT 405	Income Taxation	A study and analysis of the federal income tax structure with emphasis on the taxation of individuals. Topics include income determination, deductions, property transactions, credits and procedures, and an introduction to corporation and partnership taxation, tax planning and ethical issues.	ACCT 202 or equivalent with a minimum grade of C	Fall and Spring semesters and occasionally in the Summer
CSCE 301	Community Studies	Uses the Baltimore area as a laboratory for interdisciplinary research on contemporary issues. Through a hands-on service-learning experience, students will have the opportunity to connect in significant and sustained ways with issues related to social change. This course helps students to learn about the complex community life of Central Maryland and urban areas throughout the United States and to develop personal and professional competencies relevant to careers in community-serving and grassroots nonprofit organizations.		Offered by the College of Liberal Arts
CSCE 401	Economic and Community Development	Using theory and practice, this course will emphasize the programs and policies that enhance the economic vitality of low- and moderate-income communities and organizations to provide an understanding of the basis for both economic and community development along with a basic set of practical tools to enable the student to work in the field of community development. This course features a service-learning component.		Offered by the College of Liberal Arts

APPROVED PROGRAM ELECTIVES (continued)

Course	Course Title	Course Description	Prerequisite	Semesters Offered
FIN 420	Risk and Insurance	Fundamental concepts of insurance/reinsurance products as risk management tools for individuals and corporations. Topics include the regulatory environment, financial operations of insurance companies and the role of the capital market in the risk management process.		Spring semester
FIN 430	Entrepreneurial Organization and Finance	Provides knowledge and training in the area of capital acquisition strategies and tactics through the life cycle of an entrepreneurial venture and coverage of valuation techniques as applied to the allocation of business areas. Topics include start-up and mezzanine financing and bridging to initial public offers on the capital budgeting and internal control techniques applied in the strategic context developed in earlier courses. This course is cross-listed with ENTR 430.	FIN 331	Fall and Spring semesters
FIN 433	International Financial Management	In global financial markets, exchange rate risk exposure demands careful management and the use of financial instruments for hedging currency risk. These include currency options, futures and swaps. Working capital management and long-term financing and investment decisions are also crucial to today's financial managers and need to be understood in the context of expanding global financial markets.	FIN 331	Fall and Spring semesters
FIN 450	Professional Finance Portfolio	Students in this course will apply finance tools and techniques to business plans for selected nonprofit and for-profit firms. Nonprofit firms will be assisted in establishing profit-making subsidiaries. Over the semester, students will learn about successful ventures and engage in lectures and hands-on experiences. The students' work for external firms will focus on determining the feasibility of entrepreneurial ideas, analyzing financial obstacles and converting ideas into reality.	FIN 332	Fall semester
FIN 497	Special Topics in Finance	The economics and finance faculty, from time to time, offer an opportunity to integrate new material into the undergraduate program reflecting changes in the field and in the educational needs of students.	FIN 331	Offered according to demand
FIN 499	Independent Study: Finance	An independent study under the direction of a faculty member.	See your academic adviser	
GVPP 320	Public Administration	The problems of municipal, state and federal governments as these relate to organization, budgeting, personnel, welfare, control, reporting, public relations, federal-state-local relations, the city government in society and the division of state and federal powers.		Offered by the College of Liberal Arts
GVPP 322	Bureaucracy and Public Policy	An understanding of the institutional political, legal and ethical challenges of public policy management in the contemporary administrative state.		Offered by the College of Liberal Arts
GVPP 326	Urban Politics and Public Policy	An examination of the organization and main functions of urban government, the major participants and key issues in the urban political process, and the political relationship between cities and other levels of government. The distinctive characteristics of the political process in the urban setting with special emphasis on Baltimore.		Offered by the College of Liberal Arts
GVPP 348	State and Local Government	Emphasis on the organization, powers and functions of state, local, county and municipal governments. Government in theory and practice at different levels in the state of Maryland.		Offered by the College of Liberal Arts
GVPP 461	Maryland Government Processes and Politics	A study of the structure of Maryland's three branches of government and their relationship to interest groups, political parties and public policies.		Offered by the College of Liberal Arts
HIST 382	History of Baltimore	Social and economic changes that took place in American cities. Emphasis is placed on a detailed study of Baltimore as it exemplified changes taking place during the period. Major themes are industrialization and racial and ethnic diversity.		Offered by the College of Liberal Arts

NOTES:
