

# FINANCE AND REAL ESTATE MAJOR

## Program Curriculum

Code	Title	Credits
<b>Degree Core Requirements</b>		
ACIS 2116	Principles of Accounting <sup>1,2</sup>	3
FIN 3104	Introduction to Finance <sup>9</sup>	3
FIN 3054	Legal and Ethical Environment of Business <sup>2,9</sup>	3
BIT 3414	Operations and Supply Chain Management <sup>2,9</sup>	3
MKTG 3104	Marketing Management <sup>2</sup>	3
MGT 2314	Introduction to International Business <sup>2</sup>	3
or HTM 2314	Introduction to International Business	
MGT 4394	Strategic Management <sup>2,9</sup>	3
Subtotal		21
<b>Major Requirements</b>		
ACIS 1504	Introduction to Business Analytics and Business Intelligence <sup>1,2</sup>	3
MGT 1104	Foundations of Business <sup>2</sup>	3
ACIS 2115	Principles of Accounting <sup>1,2</sup>	3
REAL 2004	Principles of Real Estate <sup>9</sup>	3
REAL 1014	Careers in Real Estate <sup>9</sup>	1
FIN 3134	Financial Analytics <sup>5,9</sup>	3
REAL 2044	Professional Development in Real Estate <sup>2,9</sup>	3
MGT 3404	Principles of Management <sup>2,9</sup>	3
FIN 3144	Investments: Debt, Equity and Derivatives <sup>5,6,9</sup>	3
FIN 3154	Corporate Finance <sup>5,6,9</sup>	3
ACIS 4194	Analysis of Financial Statements <sup>9</sup>	3
or ACIS 3115	Intermediate Financial Accounting	
REAL 3024	Applied Real Estate Development <sup>2,9</sup>	3
FIN 4154	Real Estate Finance <sup>9</sup>	3
ENGL 3764	Technical Writing <sup>9</sup>	3
REAL 3034	Real Estate Market Analysis <sup>2,9</sup>	3
REAL 4075	Commercial Real Estate Studio <sup>2,7,9</sup>	3
AAEC 4754	<sup>9</sup>	3
FIN 4224	Fixed Income Securities: Analysis and Management <sup>8,9</sup>	3
REAL 4076	Commercial Real Estate Studio <sup>7,9</sup>	3
PM 4684	Leasing Commercial Properties <sup>9</sup>	3
FIN 4254	Bank Management and Financial Services <sup>8,9</sup>	3
Subtotal		61
<b>Pathways to General Education</b>		
<i>Pathways Concept 1 - Discourse</i>		
COMM 1015	Communication Skills (1F) <sup>3</sup>	3
COMM 1016	Communication Skills (1F) <sup>3</sup>	3
Pathway 1a ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G01A">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G01A</a> ) fulfilled by ENGL 3764		
<i>Pathways Concept 2 - Critical Thinking in the Humanities</i>		
Select six credits in Pathway 2 ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G02">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G02</a> )		6
<i>Pathways Concept 3 - Reasoning in the Social Sciences</i>		

ECON 2005	Principles of Economics <sup>1,2</sup>	3
ECON 2006	Principles of Economics <sup>1,2</sup>	3
<i>Pathways Concept 4 - Reasoning in the Natural Sciences</i>		
Select six credits in Pathway 4 ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G04">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G04</a> )		6
<i>Pathways Concept 5 - Quantitative and Computational Thinking</i>		
MATH 1524	Business Calculus (5F) <sup>1,2</sup>	4
BIT 2405	Introduction to Business Statistics, Analytics, and Modeling (5F) <sup>1,2</sup>	3
BIT 2406	Introduction to Business Statistics, Analytics, and Modeling (5A) <sup>1,2</sup>	3
<i>Pathways Concept 6 - Critique and Practice in Design and the Arts</i>		
Select three credits in Pathway 6a ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06A">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06A</a> )		3
Select three credits in Pathway 6d ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06D">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06D</a> )		3
<i>Pathways Concept 7 - Critical Analysis of Identity and Equity in the United States</i>		
SOC 1004	Introductory Sociology <sup>4</sup>	3
Subtotal		43
<b>Total Credits</b>		<b>125</b>

<sup>1</sup> Policy 91: Pamplin students in a business degree program must complete eight business courses (ACIS 1504, MATH 1524, ACIS 2115-2116, BIT 2405-2406, and ECON 2005-2006) with a grade of C- or higher by 72 attempted credit hours (or 90 attempted credit hours for students with more than 18 transfer credits). Students who have not met the requirements will be notified upon reaching 72 (or 90) credit hours that they must complete the missing course(s) in the next term(s) of enrollment. Failure to do so may result in the student's dismissal from the business degree program. This policy is strictly enforced.

<sup>2</sup> Graduation requirement: Students must achieve a grade of C- or higher in select business courses (ACIS 1504, MATH 1524, ACIS 2115-2116, BIT 2405-2406, ECON 2005-2006, MGT 1104, MGT or HTM 2314, MGT 3404, MKTG 3104, FIN 3104, FIN 3054 or FIN 3074, REAL 3024, REAL 3034, BIT 3414, MGT 4394, REAL 4075).

<sup>3</sup> ENGL 1105 First-Year Writing-ENGL 1106 First-Year Writing can substitute for COMM 1015 Communication Skills-COMM 1016 Communication Skills. However, students who make this substitution must also take COMM 2004 Public Speaking.

<sup>4</sup> Students may use PSYC 1004 Introductory Psychology to satisfy the requirement if they meet the Pathway 7: Critical Analysis of Identity & Equity in the U.S. requirement with a different required course.

<sup>5</sup> Graduation requirement: Students must achieve a grade of C- or higher in FIN 3134 Financial Analytics, FIN 3144 Investments: Debt, Equity and Derivatives, and FIN 3154 Corporate Finance

<sup>6</sup> Students who receive a grade of C- in FIN 3134 Financial Analytics may enroll concurrently in FIN 3144 Investments: Debt, Equity and Derivatives and FIN 3154 Corporate Finance while re-taking FIN 3134 Financial Analytics.

<sup>7</sup> REAL 4075 Commercial Real Estate Studio and REAL 4076 Commercial Real Estate Studio must be taken in sequence: Fall/Spring of the same academic year of Spring/Fall of the same calendar year.

<sup>8</sup> Students who receive a grade of C- in FIN 3144 Investments: Debt, Equity and Derivatives and FIN 3154 Corporate Finance may enroll concurrently in FIN 42XX courses while re-taking FIN 3144 Investments: Debt, Equity and Derivatives and FIN 3154 Corporate

Finance. A grade of C or higher in FIN 3134 Financial Analytics is required before enrolling in FIN 42XX courses.

<sup>9</sup> Course used to calculate the in-major GPA.

## General Information

A total of **125 credit hours** is required for graduation. Any exceptions to this curriculum must be approved by the student's department head and Associate Dean for Pamplin Undergraduate Programs. Students in this major are not eligible to earn the minor in Real Estate. Students in this major must add Real Estate, "Real Estate for Commercial Properties", as a second major to register for REAL courses.

## Overall and In-Major GPA

Students must have an overall GPA of 2.00 and an in-major GPA of 2.00 to graduate. Courses used to calculate the in-major GPA are noted.

## Foreign Language Requirement

Students who did not successfully complete at least two years of a single foreign, classical, or sign language during high school must successfully complete six credit hours of a single foreign, classical, or sign language at the college level. Courses taken to meet this requirement do not count towards the minimum credit hours required for graduation.

## Transferring Courses

Requirements and procedures for transferring courses are available at <http://pampl.in/transfercreditsteps> (<http://pampl.in/transfercreditsteps/>)

## Pathways General Education

Pathways General Education requirements <https://www.pathways.prov.vt.edu/>.

## Policy 91

University policy requires a student to make satisfactory academic progress towards a degree in order to remain enrolled at the institution. Students are responsible for reading and understanding Policy 91 in accordance with Pamplin policies <http://pampl.in/policy91> (<http://pampl.in/policy91/>)

## Roadmap

First Year			
Fall Semester			Credits
ACIS 1504	Introduction to Business Analytics and Business Intelligence <sup>1,2</sup>		3
MATH 1524	Business Calculus <sup>1,2</sup>		4
MGT 1104	Foundations of Business <sup>2,3</sup>		3
COMM 1015	Communication Skills <sup>4</sup>		3
SOC 1004	Introductory Sociology <sup>5</sup>		3
<b>Credits</b>			<b>16</b>
Spring Semester			
ACIS 2115	Principles of Accounting <sup>1,2</sup>		3
ECON 2005	Principles of Economics <sup>1,2</sup>		3
BIT 2405	Introduction to Business Statistics, Analytics, and Modeling <sup>1,2,3</sup>		3
COMM 1016	Communication Skills <sup>4</sup>		3
REAL/UAP 2004	Principles of Real Estate <sup>#</sup>		3
REAL 1014	Careers in Real Estate <sup>#</sup>		1
<b>Credits</b>			<b>16</b>

### Second Year

#### Fall Semester

ACIS 2116	Principles of Accounting <sup>1,2</sup>		3
BIT 2406	Introduction to Business Statistics, Analytics, and Modeling <sup>1,2</sup>		3
ECON 2006	Principles of Economics <sup>1,2</sup>		3
FIN 3104	Introduction to Finance <sup>2,#</sup>		3
Select three credits in Pathway 4 ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G04">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G04</a> )			3
Select three credits in Pathway 6a ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06A">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06A</a> )			3
<b>Credits</b>			<b>18</b>

#### Spring Semester

FIN 3134	Financial Analytics <sup>6,#</sup>		3
REAL 2044	Professional Development in Real Estate <sup>2,3,#</sup>		3
MGT 3404	Principles of Management <sup>2,3,#</sup>		3
Select three credits in Pathway 2 ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G02">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G02</a> )			3
Select three credits in Pathway 4 ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G04">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G04</a> )			3
<b>Credits</b>			<b>15</b>

### Third Year

#### Fall Semester

FIN 3144	Investments: Debt, Equity and Derivatives <sup>6,7,#</sup>		3
FIN 3154	Corporate Finance <sup>6,7,#</sup>		3
ACIS 4194	Analysis of Financial Statements <sup>8,#</sup>		3
FIN 3054	Legal and Ethical Environment of Business <sup>2,9,#</sup>		3
REAL 3024	Applied Real Estate Development <sup>2,#</sup>		3
<b>Credits</b>			<b>15</b>

#### Spring Semester

FIN 4154	Real Estate Finance <sup>3,#</sup>		3
BIT 3414	Operations and Supply Chain Management <sup>2,#</sup>		3
ENGL 3764	Technical Writing <sup>#</sup>		3
or ENGL 3774	or Business Writing		
or ENGL 2844	or Introduction to Professional and Technical Writing		
MKTG 3104	Marketing Management <sup>2,#</sup>		3
REAL 3034	Real Estate Market Analysis <sup>2,#</sup>		3
<b>Credits</b>			<b>15</b>

### Fourth Year

#### Fall Semester

REAL 4075	Commercial Real Estate Studio <sup>2,10,#</sup>		3
REAL 4754	Real Estate Law <sup>#</sup>		3
MGT 2314	Introduction to International Business <sup>2</sup>		3
or HTM 2314	or Introduction to International Business		
FIN 4214	Financial Modeling in Excel <sup>11,#</sup>		3
Select three credits in Pathway 6d ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06D">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G06D</a> )			3
<b>Credits</b>			<b>15</b>

#### Spring Semester

REAL 4076	Commercial Real Estate Studio <sup>10,#</sup>		3
Select three credits in Pathway 2 ( <a href="https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G02">https://catalog.vt.edu/course-search/?attrs_pathways=attrs_pathways_G02</a> )			3
PM 4684	Leasing Commercial Properties <sup>#</sup>		3
FIN 4254	Bank Management and Financial Services <sup>11,#</sup>		3
MGT 4394	Strategic Management <sup>2,#</sup>		3
<b>Credits</b>			<b>15</b>

#### Total Credits

**125**

<sup>1</sup> Policy 91: Pamplin students in a business degree program must complete eight business courses (ACIS 1504 Introduction to Business Analytics and Business Intelligence, MATH 1524 Business Calculus, ACIS 2115 Principles of Accounting - ACIS 2116 Principles of

- Accounting, BIT 2405 Introduction to Business Statistics, Analytics, and Modeling - BIT 2406 Introduction to Business Statistics, Analytics, and Modeling, and ECON 2005 Principles of Economics - ECON 2006 Principles of Economics) with a grade of C- or higher by 72 attempted credit hours (or 90 attempted credit hours for students with more than 18 transfer credits). Students who have not met the requirements will be notified upon reaching 72 (or 90) credit hours that they must complete the missing course(s) in the next term(s) of enrollment. Failure to do so may result in the student's dismissal from the business degree program. This policy is strictly enforced.
- <sup>2</sup> Graduation requirement: Students must achieve a grade of C- or higher in select business courses (ACIS 1504 Introduction to Business Analytics and Business Intelligence, MATH 1524 Business Calculus, ACIS 2115 Principles of Accounting - ACIS 2116 Principles of Accounting, BIT 2405 Introduction to Business Statistics, Analytics, and Modeling - BIT 2406 Introduction to Business Statistics, Analytics, and Modeling, ECON 2005 Principles of Economics - ECON 2006 Principles of Economics, MGT 1104 Foundations of Business, MGT 2314 Introduction to International Business or HTM 2314 Introduction to International Business, MGT 3404 Principles of Management, MKTG 3104 Marketing Management, FIN 3104 Introduction to Finance, FIN 3054 Legal and Ethical Environment of Business or FIN 3074 Legal, Ethical, and Financing Issues for Entrepreneurs, REAL 2044 Professional Development in Real Estate, REAL 3024 Applied Real Estate Development, REAL 3034 Real Estate Market Analysis, BIT 3414 Operations and Supply Chain Management, MGT 4394 Strategic Management, REAL 4075 Commercial Real Estate Studio).
- <sup>3</sup> FIN/REAL substitutions:
- MGT 1104 Foundations of Business substitutes for REAL 1004 Discovering Real Estate requirement.
  - BIT 2405 Introduction to Business Statistics, Analytics, and Modeling substitutes for REAL 2034 Real Estate Data Analysis requirement.
  - REAL 2044 Professional Development in Real Estate substitutes for ACIS 2504 Introduction to Accounting Analytics.
  - MGT 3404 Principles of Management satisfies the "REAL choose one elective".
  - FIN 4154 Real Estate Finance substitutes for REAL 3044 Financing Real Estate Projects requirement.
- <sup>4</sup> ENGL 1105 First-Year Writing - ENGL 1106 First-Year Writing can substitute for COMM 1015 Communication Skills - COMM 1016 Communication Skills. However, students who make this substitution must also take COMM 2004 Public Speaking
- <sup>5</sup> Students may use PSYC 1004 Introductory Psychology to satisfy the requirement if they meet the Pathway 7: Critical Analysis of Identity & Equity in the U.S. requirement with a different required course.
- <sup>6</sup> Graduation requirement: Students must achieve a grade of C or higher in FIN 3134 Financial Analytics, FIN 3144 Investments: Debt, Equity and Derivatives, and FIN 3154 Corporate Finance.
- <sup>7</sup> Students who receive a grade of C- in FIN 3134 Financial Analytics may enroll concurrently in FIN 3144 Investments: Debt, Equity and Derivatives and FIN 3154 Corporate Finance while re-taking FIN 3134 Financial Analytics.
- <sup>8</sup> Students may substitute ACIS 3115 Intermediate Financial Accounting for ACIS 4194 Analysis of Financial Statements.
- <sup>9</sup> FIN 3054 Legal and Ethical Environment of Business and FIN 3074 Legal, Ethical, and Financing Issues for Entrepreneurs are equivalent courses. Students may take either course to satisfy graduation requirements.
- <sup>10</sup> REAL 4075 Commercial Real Estate Studio - REAL 4076 Commercial Real Estate Studio must be taken in sequence: Fall/Spring of the same academic year or Spring/Fall of the same calendar year.
- <sup>11</sup> Students who receive a grade of C- in FIN 3144 Investments: Debt, Equity and Derivatives and FIN 3154 Corporate Finance may enroll concurrently in FIN 42XX courses while re-taking FIN 3144 Investments: Debt, Equity and Derivatives and FIN 3154 Corporate Finance. A grade of C or higher in FIN 3134 Financial Analytics is required before enrolling in FIN 42XX courses.
- # Overall and In-Major GPA: Students must have an overall GPA of 2.0 and an in-major GPA of 2.0 to graduate. Courses used to calculate the in-major GPA are noted with a # footnote.
- <sup>1</sup> Policy 91: Pamplin students in a business degree program must complete eight business courses (ACIS 1504, MATH 1524, ACIS 2115-2116, BIT 2405-2406, and ECON 2005-2006) with a grade of C- or higher by 72 attempted credit hours (or 90 attempted credit hours for students with more than 18 transfer credits). Students who have not met the requirements will be notified upon reaching 72 (or 90) credit hours that they must complete the missing course(s) in the next term(s) of enrollment. Failure to do so may result in the student's dismissal from the business degree program. This policy is strictly enforced.
- <sup>2</sup> Graduation requirement: Students must achieve a grade of C- or higher in select business courses (ACIS 1504, MATH 1524, ACIS 2115-2116, BIT 2405-2406, ECON 2005-2006, MGT 1104, MGT or HTM 2314, MGT 3404, MKTG 3104, FIN 3104, FIN 3054 or FIN 3074, REAL 3024, REAL 3034, BIT 3414, MGT 4394, REAL 4075).
- <sup>3</sup> ENGL 1105 First-Year Writing-ENGL 1106 First-Year Writing can substitute for COMM 1015 Communication Skills-COMM 1016 Communication Skills. However, students who make this substitution must also take COMM 2004 Public Speaking.
- <sup>4</sup> Students may use PSYC 1004 Introductory Psychology to satisfy the requirement if they meet the Pathway 7: Critical Analysis of Identity & Equity in the U.S. requirement with a different required course.
- <sup>5</sup> Graduation requirement: Students must achieve a grade of C- or higher in FIN 3134 Financial Analytics, FIN 3144 Investments: Debt, Equity and Derivatives, and FIN 3154 Corporate Finance
- <sup>6</sup> Students who receive a grade of C- in FIN 3134 Financial Analytics may enroll concurrently in FIN 3144 Investments: Debt, Equity and Derivatives and FIN 3154 Corporate Finance while re-taking FIN 3134 Financial Analytics.
- <sup>7</sup> REAL 4075 Commercial Real Estate Studio and REAL 4076 Commercial Real Estate Studio must be taken in sequence: Fall/Spring of the same academic year or Spring/Fall of the same calendar year.
- <sup>8</sup> Students who receive a grade of C- in FIN 3144 Investments: Debt, Equity and Derivatives and FIN 3154 Corporate Finance may enroll concurrently in FIN 42XX courses while re-taking FIN 3144 Investments: Debt, Equity and Derivatives and FIN 3154 Corporate Finance. A grade of C or higher in FIN 3134 Financial Analytics is required before enrolling in FIN 42XX courses.