

Smeal College of Business Recommended Academic Plan
Program Year 2015 (Students entering their major in Summer/Fall 2015 at University Park)

actual sequence/selection will vary

Risk Management (R M) with the Real Estate Option (R EST) – Effective Fall 2011

Degree Completion: Students accepted into a Smeal College major are expected to enroll at University Park the fall semester after the entrance-to-major process has concluded. In addition, Senate Policy 83-80.5 stipulates that the college dean and program faculty may require up to 24 credits of course work in the major to be taken in the college where the degree is earned. Based on this policy, the Smeal College of Business has set the following credit earning limitations:

1. All 300/400 level prescribed and additional major field courses (with the exception of entrance-to-major courses and courses identified as 3rd or 4th semester) must be completed with Smeal College faculty at University Park.
2. Additional credits of 300/400 level related and supporting courses as identified by the department faculty must also be completed at University Park so the total number of prescribed, additional, and supporting courses equal 24 credits.

1 st Semester		2 nd Semester	
PSU 006 – First Year Seminar	1	§ MGMT 301 – Basic Management Concepts	3
§ <i>MATH 110 or MATH 140 (GQ) – Calculus or</i> § <i>SCM 200 or STAT 200 (GQ) – Statistics</i>	4	§ <i>SCM 200 or STAT 200 (GQ) – Statistics or</i> § <i>MATH 110 or MATH 140 (GQ) – Calculus</i>	4
§ ENGL 015 or ENGL 030 (GWS) – English Composition	3	† Foreign Language 002	4
§ <i>ECON 102 (GS) – Microeconomics</i>	3	General Education Natural Science (GN)	3
† Foreign Language 001	4	General Education Health/KINES (GHA)	1.5
0B Semester Credits	15	Semester Credits	15.5
3 rd Semester		4 th Semester	
§ MKTG 301 – Principles of Marketing	3	§ FIN 301 – Corporation Finance	3
§ ACCTG 211 – Financial and Managerial Accounting	4	SCM 301 – Supply Chain or <i>ENGL 202D – Business Writing</i>	3
ECON 104 – Macroeconomics or Gen Education (GA/GH/GS)	3	CAS 100 (GWS) – Speech Communication	3
† Foreign Language 003	4	General Education (GA/GH/GS)	3
		General Education Natural Science (GN)	3
Semester Credits	14	Semester Credits	15
5 th Semester		6 th Semester	
R M 301 – Risk and Decisions	3	R M 330W – Real Estate Risk Analysis	3
B LAW 341 – Business Law I: Contracts, Liability & Property or B A 342 – Ethical and Sustainable Business Practices	3	B A 342 – Ethical and Sustainable Business Practices or B LAW 341 – Business Law I: Contracts, Liability & Property	3
<i>ENGL 202D – Business Writing</i> or SCM 301 – Supply Chain	3	Two-Piece Sequence (see R EST option list)	3
MIS 204 – Business Information Systems	3	Gen Education (GA/GH/GS) or ECON 104 – Macroeconomics	3
General Education Natural Science (GN)	3	General Education (GA/GH/GS)	3
Semester Credits	15	Semester Credits	15
7 th Semester		8 th Semester	
R M (FIN) 460 – Real Estate Financial Analysis	3	R M 450 – Contemporary Issues in Real Estate Markets	3
Related Area (see R EST option list)	3	R M (FIN) 470 – Real Estate and Capital Markets	3
B A 411 – Analyzing Business and Industry	3	General Education (GA/GH/GS)	3
Two-Piece Sequence (see list for R EST option)	3	Electives	3
General Education (GA/GH/GS)	3	Electives	2
		General Education Health/KINES (GHA)	1.5
Semester Credits	15	Semester Credits	15.5

§ Entrance-to-Major courses must be finished by the end of the spring semester of the sophomore year.

† Students must complete 12th credit level in a foreign language. Credits vary based on skill level.

Courses in **Bold** required a grade of "C" or higher. Courses in *Italics* satisfy general education and degree requirements.

Students must take one IL and one US designated course. Courses designated as US/IL can be used for either requirement but cannot double count.

Risk Management (R M) with the Real Estate Option (R EST) – Effective Fall 2011
Requirements for Program Year 2015

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1. All 300/400 level prescribed and additional major field courses (with the exception of entrance-to-major courses and courses identified as 3rd or 4th semester) must be completed with Smeal College faculty at University Park.
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A. PRESCRIBED COURSES – Take all of the following prescribed courses (15 credits)

A grade of “C” or higher is required in all courses.

[R M 301](#) – Risk and Decisions (3) [Prerequisite: FIN 301; MATH 110 or 140; and SCM 200 or STAT 200]

[R M 450](#) – Contemporary Issues in Real Estate Markets (3) [Prerequisite: R M 330W or R M 303]

[R M \(FIN\) 460](#) – Real Estate Financial Analysis (3) [Prerequisite: R M 330W or R M 303 or FIN 305W]

[R M \(FIN\) 470](#) – Real Estate and Capital Markets (3) [Prerequisite: R M 330W or R M 303 or FIN 305W]

B. ADDITIONAL COURSES – Take the following course (3 credits)

A grade of “C” or higher is required

[R M 330W](#) – Real Estate Risk Analysis (3) [Prerequisite: R M 301]

C. ADDITIONAL COURSES – Select three credits from the following (3 credits)

A grade of “C” or higher is required

[FIN 406](#) – Property and Casualty Insurance (3) [Prerequisite: FIN 301]

[R M 420](#) – Fundamentals of Private Pensions (3) [Prerequisite: R M 320W or R M 302]

[R M \(B LAW\) 424](#) – Real Estate Law (3) [Prerequisite: B LAW 341]

[R M \(B LAW\) 425](#) – Business and Environmental Regulation (3) [Prerequisite: B LAW 341]

[R M 480](#) – International Real Estate Markets (3) [Prerequisite: R M 330W or R M 303]

D. SUPPORTING COURSES: Two-Piece Sequence – Select one Two-Piece Sequence from the following (6 credits)

Accounting – Select two courses from the following

[ACCTG 404](#) – Managerial Accounting: Economic Perspective (3)

[ACCTG 471](#) – Intermediate Financial Accounting I (3)

[ACCTG 472](#) – Intermediate Financial Accounting II (3)

Actuarial Science – Take the following two courses

[R M 410](#) – Compound Interest and Annuities (3)

[R M 411](#) – Actuarial Mathematics I (3)

Business Sustainability – Take the following two courses

[B A 441](#) – Strategies for Enterprise Sustainability (3) [**B A 497A – Fall 2013**]

[B A 442](#) – Sustainable Behavior of Consumers, Firms and Societies (3) [**B A 497B – Spring 2014**]

Corporate Benefits – Take the following two courses

[R M 401](#) – Fundamentals of Private Pensions (3)

[R M 430](#) – Life and Health Insurance (3)

Economics – Select two courses from the following

Select 3 credits of 300/400 level **Economics**

Select 3 credits of 400 level **Economics**

Entrepreneurship – Select courses based on the following

a. Take the following course

[MGMT 425](#) – New Venture Creation (3)

b. Select one of the following courses

[MGMT 426](#) – Invention Commercialization (3)

[MGMT 427](#) – Managing an Entrepreneurial Start-Up Company (3)

Finance – Select two courses from the following

[FIN 305](#) – Financial Management of the Business Enterprise (3)

[FIN 406](#) – Security Analysis and Portfolio Management (3)

[FIN 408](#) – Financial Markets and Institutions (3)

Hotel, Restaurant, and Institutional Management (HRIM) – Select two courses from the following

[HRIM 480](#) (3) – Advanced Hotel Management

[HRIM 482](#) (3) – Hospitality Real Estate

[HRIM 483](#) (3) – Revenue Management

Hospitality Management (HM) – Select two courses from the following [effective Fall 2014]

[HM 480](#) (3) – Advanced Hotel Management

[HM 482](#) (3) – Hospitality Real Estate

[HM 483](#) (3) – Revenue Management

Information Systems Management – Take the following two courses

[MIS 390](#) – Information Systems Management and Applications (3)

[MIS 446](#) – Information Technology and Business Strategy (3)

International Business – Select two courses from the following

[I B 303](#) – International Business Operations (IL) (3)

[I B 403](#) – International Business and National Policies (3)

[I B 404](#) – Contemporary Issues in International Business (3)

[I B 450](#) – Business Environment of Europe (3)

[I B 460](#) – International Business in Emerging Nations (3)

[I B/R M 480](#) – International Real Estate Markets (3)

Landscape Architecture – Take the following two courses

[LARCH 414](#) – Design and Theory V: Advanced Landscape Architectural Design (3)

[LARCH 424](#) – Design Theory Seminar (3)

Management – Select courses based on the following

a. Take the following course

[MGMT 326](#) – Organizational Behavior and Design (3)

b. Select one of the following courses

[MGMT 461](#) – International Management (3)

[MGMT 471](#) – Strategic Management (3)

Marketing – Select courses based on the following

a. Select one of the following courses

[MKTG 327](#) – Retailing (3)

[MKTG 330](#) – Consumer Behavior (3)

b. Select one of the following courses

[MKTG 422](#) – Advertising and Sales Promotion Management (3)

[MKTG 445](#) – Global Marketing (IL) (3)

Risk Management – Take the following two courses

[R M 302](#) – Risk and Insurance (3)

[R M 405](#) – Corporate Risk Management (3)

Supply Chain and Information Systems – Select two courses from the following

[SCM 404](#) – Demand Fulfillment (3)

[SCM 405](#) – Manufacturing and Services Strategies (3)

[SCM 406](#) – Strategic Procurement (3)

Risk Management (R EST Option) majors Please Note:

In lieu of completing a two-piece sequence, students may complete one of the minors listed below provided the minor has a minimum of six credits of upper-level coursework completed at University Park that can be used in the two-piece category according to the course layout in the degree audit system.

Smeal College Minors

Information Systems Management - [ISM](#)

International Business - [I B](#)

Legal Environment of Business - [LEBUS](#)

Supply Chain and Information Sciences & Technology - [SCIST](#)

Penn State Minors

Economics - [ECON](#)

Foreign Language Minors

Arabic Language - [ARAB](#)

Chinese Language - [CHNS](#)

French and Francophone Studies - [FR](#)

German - [GER](#)

Greek - [GREEK](#)

Hebrew - [HEBR](#)

Italian - [IT](#)

Japanese Language - [JAPNS](#)

Latin - [LATIN](#)

Russian - [RUS](#)

Spanish - [SPAN](#)