

**(Concentration in Real Estate Management)**

Student's Name: \_\_\_\_\_ Advisor's Name: \_\_\_\_\_ Start Date: \_\_\_\_\_

\*For a description of the IREM courses that will satisfy Peirce course requirements please consult the Peirce/IREM Articulation Agreement.

**Required Subjects (Suggested Course Sequence)**

___ ENG 101	English Composition	Grade ___
___ MAT 102	College Algebra	Grade ___
	(MAT 102 is the prerequisite for MAT 109)	
___ BIS 101	Introduction to Word Processing & the Internet (TECH CORE)	Grade ___
<b>OR</b>	<b>OR</b>	
___ BIS 109	Information Searching and Presentation	Grade ___
___ GEN ED CORE	General Education Core Elective _____	Grade ___
___ MGT 101♦	Introduction to Business	Grade ___
___ ENG/COM CORE	_____	Grade ___
___ ACC 101	Accounting Principles I	Grade ___
___ MKT 101♦	Introduction to Marketing	Grade ___
___ HUM/HIS CORE	_____	Grade ___
___ TECH CORE	(Recommended BIS 204) _____	Grade ___
___ Elective	_____	Grade ___
___ MAT 109	Business Statistics I	Grade ___
___ ECO 101	Macroeconomics (SOC SCI CORE)	Grade ___
___ ACC 102	Accounting Principles II (Prerequisite: ACC 101)	Grade ___
___ MGT 210♦	Applied Management Concepts (Prerequisite: MGT 101)	Grade ___
___ Elective	_____	Grade ___
___ ECO 102	Microeconomics (SOC SCI CORE)	Grade ___
___ FIN 201♦	Introduction to Finance (Prerequisite: ACC 102)	Grade ___
___ LAW 103	Business Law	Grade ___
___ Elective	_____	Grade ___

**CORE REQUIREMENTS:**

- 2 English/Communication courses, one of which must be English 101
- 2 Mathematics courses
- 2 Social Science courses
- 1 Humanities/History course
- 2 Technology courses
- 1 General Education Core Elective course

**Note:** Please consult with your Program Advisor for a list of core curriculum, electives, and Peirce College/IREM Articulation Agreement.

♦Requirement to be met by courses taken at IREM as defined in the Peirce College/IREM Articulation Agreement.

# Business Administration (Bachelor of Science in Business Administration Continued) (Concentration in Real Estate Management)

2002-2003

♦For a description of the IREM courses that will satisfy Peirce course requirements please consult the Peirce/IREM Articulation Agreement.

## Required Subjects (Suggested Course Sequence)

___ MGT 303♦	Human Resource Management (Prerequisite: MGT 101)	Grade___
___ MIS 404	Introduction to E-Business (prerequisite: BIS 101)	Grade___
___ MAT 210	Business Statistics II	Grade___
___ SOC SCI CORE	_____	Grade___
___ GEN ED CORE	General Education Core Elective_____	Grade___
___ SCI CORE	_____	Grade___
___ MGT 305	Concepts in Leadership (Prerequisite: MGT 210)	Grade___
___ MGT 402	Business Ethics (Prerequisite: MGT 303)	Grade___
___ HUM/HIS CORE	_____	Grade___
___ MKT 401♦	Marketing Management (Prerequisite: MKT 101)	Grade___
___ FIN 401♦	Financial Analysis (Prerequisite: FIN 201)	Grade___
___ MGT 403	Organizational Dynamics (Prerequisite: MGT 210)	Grade___
___ MGT 404♦	Operations Management (Prerequisite: MGT 210, MAT 210)	Grade___
___ SOC SCI CORE	_____	Grade___
___ ENG/COM CORE	_____	Grade___
___ PLG 205	Real Estate Law	Grade___
___ MGT 405♦	Strategic Management (Prerequisite: MGT 210, MGT 303, MGT 402, MGT 403)	Grade___
___ HUM/HIS CORE	_____	Grade___
___ Elective	(Recommended PLG 418 Real Estate Settlement)	Grade___
___ MGT 406♦	Capstone Project (Prerequisite: MGT 402, MGT 403, MGT 404, MGT 405)	Grade___

### CORE REQUIREMENTS:

- 1 English/Communication course
- 2 Humanities/History courses
- 2 Social Science courses
- 1 Science course
- 1 Mathematics course
- 1 Technology course
- 1 General Education Core Elective course

Note: Please consult with your Program Advisor for a list of core curriculum, electives, and Peirce College/IREM Articulation Agreement.

♦Requirement to be met by courses taken at IREM as defined in the Peirce College/IREM Articulation Agreement.

The following table contains the Peirce College courses and the equivalent IREM course(s). You will receive credit toward your degree at Peirce College upon completion of the required IREM courses.

<b>Peirce College/IREM Articulation Agreement</b>		
<b>Peirce Course</b>	<b>Peirce Credits</b>	<b>IREM Courses (IREM Credits)</b>
MKT 101 Introduction to Marketing	3	MKL201 Basic Marketing and Leasing for Real Estate Managers (2) MKL402 Marketing and Leasing Strategies for Multifamily Properties (2) LRM201 Do's and Don'ts of Fair Housing Practices (1) <i>(All three courses required)</i> <b>OR</b> RES201 Successful Site Management (5) <i>Classroom Only</i>
MGT 101 Introduction to Business	3	HRS603 Leadership for Today's Real Estate Manager (3) BDM601 Business Development Strategies for Real Estate Management Companies (3) ETH800 Ethics for the Real Estate Manager (ethics requirement) <i>(All three courses required)</i>
MGT 210 Applied Management Concepts	3	701 Managing the Management Company (5) <i>Offered through 1997</i> 702 Advanced Management Practices and Techniques (5) <i>Offered through 1997</i> <i>(Both courses required)</i>
FIN 201 Introduction to Finance	3	FIN201 Basic Budgeting and Accounting for Real Estate Managers (2) FIN402 Understanding Financial Calculations and Strategies for Real Estate Managers (4) <i>(Both courses required)</i>
MGT 303 Human Resource Management	3	HRS201 Basic Human Resource Tools for Real Estate Managers (2) <i>Home Study Only</i> HRS402 Developing Human Resource Strategies for Real Estate Managers (4) <i>(Both courses required)</i>
MKT 401 Advanced Marketing Theory	3	CML201 Introduction to Managing Small Commercial Properties (1) <i>Home Study Only</i> MKL403 Marketing and Leasing Strategies for Office Properties (2) MKL404 Marketing and Leasing Strategies for Retail Properties (4) <i>(All three courses required)</i>

MGT 404 Operations Management	3	MNT201 Introduction to Managing Real Estate Maintenance Operations (2) LRM402 Risk Management: Protecting People, Property, and Profits (2) BDM401 Using Owner's Expectations to Improve the Real Estate Management Business (2) <i>(All three courses required)</i> OR 301 Marketing and Management of Residential Properties (10) <i>Offered through 1997</i> 302 Leasing and Management of Office Buildings (10) <i>Offered through 1997</i> 303 Management and Leasing of Shopping Centers and Retail Space (10) <i>Offered through 1997</i> 305 Managing Government-Assisted Housing (10) <i>Offered through 1997</i> <i>(Only one of the 300-level courses required)</i>
MGT 405 Strategic Management	3	500 Problem-Solving and Decision-Making for Property Managers (10) <i>Offered through 1997</i>
MGT 406 Capstone Project	3	BDM602 Writing and Using Property Management Plans (6) AND MPSA Management Plan Skills Assessment (management plan requirement) OR Management Plan (management plan requirement)
FIN 401 Financial Analysis	3	ASM603 Financing and Valuation Strategies for Real Estate Managers (6) ASM604 Measuring Performance of Real Estate Assets (6) ASM605 Measuring Performance of Real Estate Assets: Advance Applications (3) <i>(All three courses required)</i> OR 400 Managing Real Estate as an Investment (10) <i>Offered through 1997</i>

