Financial and Real Estate Sales for Business Majors Certificate

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Required		
Marketing:		
MKTG 3153	Professional Selling	3
MKTG 3154	Sales Management	3
Finance:		
FIN 3130	Corporate Finance	3
Electives from the following:		**6**
Finance:		
FIN 3050	Risk Management and Insurance	
FIN 3110	Principles of Real Estate	
FIN 3160	Principles of Investments	
Electives from the following:		**3**
Management:		
MGMT 3974/5974	Ethics, Responsible AI, and Business	
Communication and Media*:		
COMM 3155	Professional and Public Communication	
COMM 4218	Persuasion	
Total Hours		**18**

* Prerequisite notes:
1) COMM 4218 has junior standing as a prerequisite.
2) COMM 3155 has COMM 1000 Oral Communication as a prerequisite. COMM 1000 will satisfy the Oral Communication requirement of the UNIFI/General Education program.
3) The remaining certificate courses are business courses (i.e., Marketing, Finance, and Management) and all prerequisites for all courses would be required to complete as a business major for which this certificate is the intended audience.

Related Programs

- Finance B.A.
- Real Estate B.A.