

**FINANCIAL SERVICES MAJOR  
UPPER DIVISION REQUIREMENTS FOR 2004/5 CATALOG YEAR**

<b>Course</b>	<b>Grade</b>	<b>Prerequisites/notes</b>
FIN 323: Fund. of Finance		Minimum grade of C required for Fin. Serv. majors
IDS 302: Intro to Prod. & Ops. Mgt.		
MGT 350: Mgt. & Org. Behavior		
MKT 370: Marketing		
MGT 405: Strategy <b>or</b> BA 404: Small Bus. Mgt.		MGT 350, FIN 323, IDS 301 or 302, MKT 370
ACCT 503: Federal Tax of Individuals		ACCT 220, 230 (formerly 202, 201)
FIN 326: Fin. Institutions Mgt.		FIN 323 with a C
FIN 327: Investments		FIN 323
FIN 331: Real Estate Essentials		
FIN 522: Indiv. Insur. Mgt		
FIN 589: Pers. Financial Planning		FIN 323; offered Fall semesters only
<b>Any 6-7 units of the following:</b>		
FIN 421: Portfolio Management		FIN 327
FIN 425: Forecasting		FIN 323
FIN 431: Real Estate Finance		FIN 331
FIN 435: RE Investment Analysis		FIN 331; other prerequisites waived
FIN 445: Estate Planning		FIN 323; offered Spring semesters only
FIN 523: Employ. Benefit Planning		offered Fall semesters only
ACCT 326: Intermed. Financial		ACCT 220 (formerly 202)
ACCT 504: Federal Tax of Bus. Enterprises		ACCT 503 or 421
ECON 320: Intermed. Macro <b>or</b> ECON 422: Business Cycles		
ECON 490: Money and Banking		
MKT 377: Selling Strategies		MKT 370 with a C

You must have a 2.0 average or better in the courses listed above in order to graduate.

Students must also complete 9 units of upper division General Education (Explorations) and a total of 120 units for the degree.

Upper Division GE \_\_\_\_\_  
 Upper Division GE \_\_\_\_\_  
 Upper Division GE \_\_\_\_\_

**This is an unofficial advising sheet. Official requirements are based upon catalog copy and issued by the Office of Advising and Evaluations.**