

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

| Course | Grade | Prerequisites/notes |
|--|--------------|---|
| 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 or 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 |
| Any 6-7 units of the following: | | |
| 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 or 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.