

Certificate in Financial and Real Estate Sales: (for Business Majors) (Last Revised 01/2024)

Certificate Requirements (18 hours)		Credit
MKTG 3153	Personal Selling (Junior standing; MKTG 2110; ECON 1031 <u>OR</u> 1041 <u>OR</u> ECON 1051)	3 hrs.
MKTG 3154	Sales Management (Junior standing; MKTG 2110; ECON 1031 <u>OR</u> 1041 <u>OR</u> ECON 1051)	3 hrs.
FIN 3130	Corporation Finance (Junior standing; Wilson College of Business Admittance; ACCT 2120; STAT 1772 <u>OR</u> equivalent; ECON 1011 <u>OR</u> MATH 1421; ECON 1041; ECON 1051)	3 hrs.

Select an additional 6 hours

FIN 3110	Principles of Real Estate (Junior standing)	3 hrs.
FIN 3160	Principles of Investments (Junior standing; ACCT 2120; C- or better in FIN 3130; STAT 1772 <u>OR</u> equivalent; ECON 1011; ECON 1041; ECON 1051)	3 hrs.
FIN 3050	Risk Management & Insurance (Junior standing) (Offered variably)	3 hrs.

Select an additional 3 hours

MGMT 3974	Business, Ethics, and Society (Junior standing; MGMT 3100)	3 hrs.
COMM 3155	Business & Professional Oral Communication	3 hrs.
COMM 4218	Persuasion	3 hrs.

Disclosure: All non-business major students pursuing this minor must meet the following guidelines:

- 1) Have a 2.5 cumulative GPA at time of declaration of minor
- 2) Meet all course pre-requisites, including the 60 total credit hours or more to take upper level business courses
- 3) Cannot take more than 6 credit hours of upper level business courses in the same semester
- 4) Cannot take more than 15 total credit hours of upper level business courses, including transfer and courses taken at UNI
- 5) Cannot take more than 30 total credit hours of business courses, including transfer and courses taken at UNI

Important: Non-business major students who want to pursue this minor should meet with an academic advisor in CBB 5 to ensure completion will align with student’s graduation timeline. Students will need to meet with a Wilson College of Business Advisor after Wilson College of Business priority registration has concluded to enroll in any business courses except ECON 1041, ECON 1051, and/or ECON 1031.