

# BUSINESS ADMINISTRATION, MASTER OF (M.B.A.)/BUSINESS, MASTER OF SCIENCE (M.S.) WITH A CONCENTRATION IN REAL ESTATE [DUAL DEGREE]

Advanced study in business administration and real estate is available through a dual degree program sponsored by the School of Business.

The dual degree Master of Business Administration and Master of Science in Business with a concentration in real estate program allows students to earn two degrees with a minimum of 63 graduate credits rather than the 75 graduate credits necessary if the two degrees were pursued separately. This efficiency lowers the overall cost of tuition while also reducing time to earning both degrees.

Prerequisite and/or foundation courses may effectively increase the number of credits needed to earn the degrees.

## Program goals

The objectives of this dual degree program are to:

- Prepare individuals to be not just effective real estate professionals but also leaders and managers in today's organizations
- Provide the ability to develop and use analytical models incorporating real estate and other data for making managerial decisions to achieve strategic organizational goals
- Develop in individuals a better understanding of functional areas in large organizations and their importance to the real estate function
- Develop interpersonal and professional skills critical to business including communication and presentation skills, leadership and management, and situational awareness, among others

Among the many benefits offered by participation in the dual degree program are the following:

- Complementing the general management skills obtained in the M.B.A. with a solid specialization in real estate and real estate finance
- Enhanced ability to effectively compete for managerial positions not just in real estate or real estate finance but across a wide spectrum of levels and areas in today's organizations
- Enhanced job prospects – particularly for candidates intending to switch careers or striving to move up within their organizations
- The ability to effectively complete both degrees within a shorter time frame with considerable time and tuition savings through the 12 shared credits

The diplomas for this dual degree program may be awarded sequentially or simultaneously. Students are not required to begin both programs in the same semester, but must be enrolled in both degrees for at least one semester prior to graduation from either program for credits to be shared across programs.

## Student learning outcomes

See each degree program page for student learning outcomes.

## Other information

### Advising

A program manager will serve as an adviser and administrative liaison for students. The assigned program manager will assist in developing a plan of study to meet the curriculum requirements of both programs. A faculty adviser from the Department of Finance, Insurance and Real Estate will help students consider electives that will best serve their professional goals.

### Admission requirements

Students must officially apply and be admitted to each degree program separately before the pursuit of the dual degree program may begin. It is not required to begin both programs in the same semester. View the application requirements for each program for additional details.

### Degree requirements

Students must complete a minimum of 63 total credits to earn the Master of Business Administration and Master of Science in Business with a concentration in real estate.

A total of 12 credits may be counted toward both programs:

Course	Title	Hours
FIRE 623	Financial Management (core requirement for M.B.A.; satisfies general finance elective for M.S.)	3
FIRE 627	Real Estate Development (core requirement for M.S.; satisfies M.B.A. elective)	3
FIRE 629	Cases in Real Estate (core requirement for M.S.; satisfies M.B.A. elective)	3
FIRE 630	Real Estate Valuation (core requirement for M.S.; satisfies M.B.A. elective)	3

The diplomas for this dual degree program may be awarded sequentially or simultaneously.

## Curriculum requirements for the dual degree

Course	Title	Hours
<b>M.B.A. requirements</b>		
• Required courses		
ACCT 507	Fundamentals of Accounting	3
ACCT 608	Managerial Accounting Concepts	3
ECON 610	Managerial Economics	3
FIRE 520	Financial Concepts of Management	3
FIRE 623	Financial Management (satisfies M.S. general finance elective)	3
INFO 661	Information Systems for Managers	3
INFO 664	Information Systems for Business Intelligence	3
MGMT 641	Leading People and Organizations	3
MGMT 642	Business Policy and Strategy	3
MKTG 671	Marketing Management	3
SCMA 524	Statistical Fundamentals for Business Management	3
SCMA 675	Operations Management	3

• Electives		
Satisfied by FIRE 627, FIRE 629 and FIRE 630		9
<b>M.S. requirements</b>		
• Required courses		
FIRE 615	Foundations in Real Estate	3
FIRE 627	Real Estate Development (satisfies M.B.A. elective)	3
FIRE 629	Cases in Real Estate (satisfies M.B.A. elective)	3
FIRE 630	Real Estate Valuation (satisfies M.B.A. elective)	3
FIRE 658	Real Estate Finance and Investments	3
• General finance requirement (satisfied by FIRE 623, M.B.A. core requirement)		3
• Approved electives		9
Select nine credits from the following:		
FIRE 697	Guided Study in Finance, Insurance and Real Estate	
MGMT 654	Negotiations	
MKTG 673	Marketing Research	
MKTG 691	Topics in Marketing	
SCMA 632	Statistical Analysis and Modeling	
SCMA 643	Applied Multivariate Methods	
SCMA 669	Developing and Implementing Forecasting Methods for Business	
URSP 621	Introduction to Geographic Information Systems	
URSP 625	Spatial Database Management and GIS Modeling	
URSP 628	Land Use Planning	
URSP 643	Housing Policy	
• Free elective		3
Choose three credits approved by faculty adviser.		
<b>Total Hours</b>		<b>63</b>

The minimum number of graduate credit hours required for this dual degree is 63.

## Sample plan of study

What follows is an example plan that meets the prescribed requirements. Students may work with their adviser to consider an individual enrollment plan that best meets their goals. Part-time enrollment and summer courses may be considered.

<b>Year one</b>		
<b>Fall semester</b>		<b>Hours</b>
ACCT 507	Fundamentals of Accounting	3
FIRE 520	Financial Concepts of Management	3
INFO 664	Information Systems for Business Intelligence	3
SCMA 524	Statistical Fundamentals for Business Management	3
<b>Term Hours:</b>		<b>12</b>
<b>Spring semester</b>		
ECON 610	Managerial Economics	3

INFO 661	Information Systems for Managers	3
MGMT 641	Leading People and Organizations	3
SCMA 675	Operations Management	3
<b>Term Hours:</b>		<b>12</b>
<b>Year two</b>		
<b>Fall semester</b>		
ACCT 608	Managerial Accounting Concepts	3
FIRE 623	Financial Management (core requirement for M.B.A.; satisfies M.S. general finance requirement)	3
MGMT 642	Business Policy and Strategy	3
MKTG 671	Marketing Management	3
<b>Term Hours:</b>		<b>12</b>
<b>Spring semester</b>		
FIRE 627	Real Estate Development (satisfies M.B.A. elective)	3
FIRE 630	Real Estate Valuation (satisfies M.B.A. elective)	3
Approved electives		6
<b>Term Hours:</b>		<b>12</b>
<b>Year three</b>		
<b>Fall semester</b>		
FIRE 615	Foundations in Real Estate	3
FIRE 629	Cases in Real Estate (satisfies M.B.A. elective)	3
FIRE 658	Real Estate Finance and Investments	3
Approved elective		3
<b>Term Hours:</b>		<b>12</b>
<b>Spring semester</b>		
Free elective		3
<b>Term Hours:</b>		<b>3</b>
<b>Total Hours:</b>		<b>63</b>

The minimum number of graduate credit hours required for this dual degree is 63.

### Contact

Austen Gouldman  
gouldmana@vcu.edu  
(804) 828-4622

### Additional contact

Graduate Studies in Business  
gsib@vcu.edu  
(804) 828-4622

**Program website:** [business.vcu.edu/academics/mba-options](https://business.vcu.edu/academics/mba-options) (<https://business.vcu.edu/academics/mba-options/>)