

COURSE #	COURSE TITLE	PREREQUISITES	CREDITS	QUARTER	COMPLETED
Daniels Compass Courses			8		
A \$500 program fee is assessed for BUS 4610; a \$50 course fee and a \$450 program fee are assessed for BUS 4620.					
BUS 4610	The Essence of Enterprise		4	_____	_____
BUS 4620	Ethics for the 21st Century Professional	BUS 4610	4	_____	_____
Additional Business Courses			2		
Choose one course from the following (or see Advisor):					
BUS 4XXX	Career Development (available spring 2010)		2	_____	_____
BUS 4991	Independent Study		2	_____	_____
BUS 4980	Internship		2	_____	_____
Marketing Core Courses			20		
MKTG 4610	Marketing Strategy		4	_____	_____
MKTG 4510	Concepts of Buyer Behavior	MKTG 4610 <small>prereq or coreq</small>	4	_____	_____
MKTG 4520	Measuring Marketing Plans and Strategies	MKTG 4610 <small>prereq or coreq</small>	4	_____	_____
MKTG 4530	Marketing Research	MKTG 4610	4	_____	_____
MKTG 4500	Integrative Marketing Strategy	MKTG 4520 OR (MKTG 4610 and FIN 4630)	4	_____	_____
Choose one Track to complete MS-MKTG Degree:					
Integrated Marketing Communication (IMC) Track			24		
MKTG 4810	Integrated Marketing Communication	MKTG 4610 <small>prereq or coreq</small>	4	_____	_____
MKTG 4820	Brand Communication Strategies	MKTG 4810 or permission	4	_____	_____
MKTG 4220	Intro to Customer Experience Management		4	_____	_____
A. Choose one course from the following:					
MKTG 4850	IMC Campaign	MKTG 4220	4	_____	_____
MKTG 4240	CEM Audit	MKTG 4820	4	_____	_____
B. Choose two courses from the following:					
MKTG 4550	Marketing Planning	MKTG 4520 OR (MKTG 4610 and FIN 4630)	4	_____	_____
MKTG 4640	Services Marketing	MKTG 4610 <small>prereq or coreq</small>	4	_____	_____
MKTG 4_____	Marketing Elective (approved by program director in advance)		4	_____	_____
MCOM 4_____	MCOM Elective (approved by program director in advance)		4	_____	_____
Customer Experience Management (CEM) Track			24		
MKTG 4810	Integrated Marketing Communication	MKTG 4610 <small>prereq or coreq</small>	4	_____	_____
MKTG 4220	Intro to Customer Experience Management		4	_____	_____
MKTG 4640	Services Marketing	MKTG 4610 <small>prereq or coreq</small>	4	_____	_____
MKTG 4240	CEM Audit	MKTG 4220	4	_____	_____
MKTG 4550	Marketing Planning	MKTG 4520 OR (MKTG 4610 and FIN 4630)	4	_____	_____
MKTG 4_____	Marketing Elective (approved by program director in advance)		4	_____	_____
Integrated Marketing Strategy (IMS) Track			24		
Choose six additional MKTG courses or other advisor-approved electives:					
BUS 4640	Innovation Design and Execution	BUS 4620	4	_____	_____
MKTG 4640	Services Marketing	MKTG 4610 <small>prereq or coreq</small>	4	_____	_____
MKTG 4220	Intro to Customer Experience Management		4	_____	_____
MKTG 4630	International Marketing	MKTG 4610 <small>prereq or coreq</small>	4	_____	_____
MKTG 4670	Competitive Marketing Strategies	MKTG 4610 <small>prereq or coreq</small>	4	_____	_____
MKTG 4550	Marketing Planning	MKTG 4520 OR (MKTG 4610 and FIN 4630)	4	_____	_____
MKTG 4_____	Marketing Elective (approved by program director in advance)		4	_____	_____
Supply Chain Management (SCM) Track			24		
Choose six additional MKTG courses or other advisor-approved electives:					
MKTG 4360	Transportation Systems		4	_____	_____
MKTG 4370	Logistics Management		4	_____	_____
MKTG 4375	Strategic Sourcing		4	_____	_____
MKTG 4380	Supply Chain Management	MKTG 4370	4	_____	_____
MKTG 4706	Demand Planning		4	_____	_____
MKTG 4707	Performance in a Production Environment		4	_____	_____
MKTG 4_____	Marketing Elective (approved by program director in advance)		4	_____	_____

COURSE #	COURSE TITLE	PREREQUISITES	CREDITS	QUARTER	COMPLETED
Real Estate and Construction Management Core Courses.....			16		
REAL 4407 ¹	Income Property Finance		4	_____	_____
REAL 4007 ¹	Computer Applications for R.E. Analysis	REAL 4407	4	_____	_____
CMGT 4405 ¹	Residential Construction Systems		4	_____	_____
CMGT 4410 ¹	Commercial Construction Systems	CMGT 4405	4	_____	_____
Choose six electives to complete MS-RECM degree.....			24		
REAL 4369	Real Estate Taxation		4	_____	_____
REAL 4400	Real Estate Concepts		4	_____	_____
REAL 4417 ¹	Income Property Appraisal	REAL 4407	4	_____	_____
REAL 4438 ¹	Legal Issues in RECM		4	_____	_____
REAL 4467 ^{1,3}	Commercial Dev. & Feasibility Analysis	REAL 4007	4	_____	_____
REAL 4477 ¹	Income Property Investment	REAL 4007, 4417	4	_____	_____
REAL 4010	Real Estate Capital Markets	REAL 4007	4	_____	_____
REAL 4105	Ethics in Real Estate		4	_____	_____
REAL 4110	Advanced Issues in RECM		4	_____	_____
REAL 4140	Global Perspectives in Real Estate		4	_____	_____
REAL 4200	Real Estate Marketing Techniques		4	_____	_____
REAL 4337	RE Securities/Syndications/Entrepreneurship		4	_____	_____
REAL 4347	Management of Income Properties		4	_____	_____
REAL 4500	Argus Financial Analysis	REAL 4007	4	_____	_____
REAL 4700 ³	Topics: LEED		4	_____	_____
REAL 4700 ³	Topics: Sustainable Development		4	_____	_____
REAL 4701	Global Perspectives in Real Estate II		4	_____	_____
REAL 4705	Risk Management: Insurance		4	_____	_____
REAL 4800 ¹	NAIOP Challenge	Instructor permission	4	_____	_____
REAL 4980 ¹	Adv. Valuation & Report Writing	REAL 4417, 4467	4	_____	_____
CMGT 4020	Construction Codes & Documents		4	_____	_____
CMGT 4170	Financial Mgmt for Constructors		4	_____	_____
CMGT 4420	Construction Estimating	CMGT 4410	4	_____	_____
CMGT 4480	Construction Project Management	CMGT 4410	4	_____	_____
CMGT 4180	Construction Surveying and Layout		4	_____	_____
CMGT 4177	Mechanical & Electrical Systems	CMGT 4410	4	_____	_____
CMGT 4300 ²	Commercial Practicum 1, 2, 3		8	_____	_____
CMGT 4401 ²	Residential Practicum 1, 2, 3		8	_____	_____
CMGT 4438	Legal Issues in RECM		4	_____	_____
CMGT 4800 ³	NAIOP Challenge	Instructor permission	4	_____	_____
Total Credits for Dual MS-MKTG & MS-RECM Degrees.....			94		

Professional Designations:

Faculty advisors can assist students in completing all or most of the educational requirements for the following CCIM, MAI, CIPS, CPM and/or FIABCI designations as well as the educational preparation required to take the state of Colorado Real Estate Broker's and Colorado Appraiser's License exams.

Certified Commercial Investment Member (CCIM)

The CCIM designation is for individuals in the commercial brokerage field. Designees will complete specified CCIM courses and must have a strong work history as a commercial broker.

(FIABCI)

This is an international certification awarded by the FIABCI organization headquartered in Paris, France. Requirements include completion of specified course work and a portfolio of international real estate transactions.

Member Appraisal Institute Professional Designation (MAI)

The Franklin L. Burns School of Real Estate and Construction Management is one of the few schools in the nation with an approved master's degree curriculum satisfying the educational requirements for the Appraisal Institute's MAI professional designation. As a professional organization of real estate appraisers, the Appraisal Institute awards the professional designations SRA and MAI for residential and commercial real estate appraisal. These designations are highly respected by the real estate and financial business communities and by the general public. Visit www.appraisalinstitute.org for more information.

Certified Property Manager (CPM)

The CPM designation is for individuals in the property management field. The Institute of Real Estate Management (IREM) awards this professional designation www.irem.org.

Additional Information:

¹ Required coursework for the MAI professional designation. Students will also need to choose either the NAIOP Challenge or one of the Real Estate Topics courses (REAL 4700) to satisfy the MAI educational requirements.

² Students choose CMGT 4401, 4402 & 4403 or CMGT 4300, 4301 & 4302.

³ Recommended coursework for those interested in Sustainable Development.