

BUSINESS ADMINISTRATION-ENTREPRENEURIAL REAL ESTATE (BBA-MSERE)

Overview

Student Learning Outcomes

Students graduating from this program will:

- Critique a business decision using a suitable decision tool or framework found in a major business discipline.
- Contextualize how a given business problem affects an organization using critical thinking.
- Contribute effectively as part of a diverse and inclusive team to solve a given business problem.
- Express a business issue into a coherent written statement and/or oral presentation.
- Appraise quantitative information and synthesize that information with relevant non-quantitative information to arrive at a business decision.
- Integrate multiple business information systems and technologies to analyze a business problem and communicate a solution to a business audience.
- Utilize relevant real estate market knowledge in valuing real estate investments, to include decisions related to development, feasibility, finance, investment, management, and transaction structure.
- Identify, synthesize, and apply appropriate analytic and technological skills to solve a given real estate problem.
- Evaluate the direct and indirect impact of real estate decisions and reconcile differences among alternate development goals.
- Conceptualize a complex business issue into a coherent written statement and/or oral presentation.

Admission Requirements

Moreln4 will accept, through a competitive selection process, 20 students each year. The minimum entry requirements are: 3.75 high school core GPA or 28 ACT and at least nine hours of dual/AP/IB high school credit. Eligible students will be invited to submit an application for consideration of admission. Students will complete the Bloch School B.B.A. or B.S.A. program and continue into the Bloch School graduate program of their choice and are expected to do so in approximately 4 years. In addition to an accelerated undergraduate program of study, 6-9 credit hours from a student's B.B.A. or B.S.A. degree program will be applied toward the Master's degree. In each fall semester of the three undergraduate years, a special section of one required course will be restricted to the corresponding Moreln4 cohort to allow for enhanced/experiential programming. Students are also expected to complete two summer internships during their undergraduate studies. During the final undergraduate year, students will apply for admission to the Bloch Master's program of their choosing. The graduate program admission requirements in place at the time of application will be applied.

Program Requirements

The Bloch School requires a minimum of 120 credit hours to earn the Bachelor of Science in Accounting (B.S.A.) degree. This total includes coursework in the following areas: General Education, Basic Skills, General Electives, Accounting Core, Business Core, and Accounting or Advanced Business electives.

See the Bloch School Undergraduate Policies and Procedures (<http://catalog.umkc.edu/colleges-schools/henry-w-bloch-management/undergraduate-programs/undergraduate-policies-procedures/>) section for additional information.

UMKC Essentials

Code	Title	Credits
First Semester Experience Course (GEFSE)		3
Written Communication:		
ENGLISH 110	Introduction to Academic Prose	3
ENGLISH 225	English II: Intermediate Academic Prose	3
Oral Communication (choose one of the following):		3
COMM-ST 110	Fundamentals of Effective Speaking and Listening	
COMM-ST 140	Introduction to Communication	
COMM-ST 212	Argumentation And Debate (offered via dual credit only)	
COMM-ST 277	Interpersonal Communication	
Math Pathway (satisfied in major requirements below)		
Critical Thinking in Arts & Humanities (GECRT-AH)		3
Critical Thinking in Natural & Physical Sciences (GECRT-SC)		3
Critical Thinking in Social & Behavioral Sciences (GECRT-SS)		3
Culture & Diversity Course (GECDV)		3

Civic & Urban Engagement Course (GECUE)	3
Total Credits	27

Constitution Course Requirement

Section 170.011.1 of the Missouri Revised Statutes, 2015, states that all candidates for a degree issued by a college or university in the state of Missouri must have “satisfactorily passed an examination on the provisions and principles of the Constitution of the United States and of the state of Missouri, and in American history and American institutions.”

Courses at UMKC that satisfy this state requirement are:

Code	Title	Credits
Choose one of the following:		3
CJC 364	The Supreme Court And The Criminal Process	
HISTORY 101	U.S. History to 1877	
HISTORY 102	U.S. History Since 1877	
HONORS 230	Honors American Government	
POL-SCI 210	American Government	
Total Credits		3

There are a few other ways this requirement can be satisfied for students transferring to UMKC:

- Take an equivalent course from the list above at a regionally accredited institution.
- Earn credit for one of the above courses through AP, IB, or CLEP.
- Take a course that directly satisfies the Missouri Constitution Requirement at another Missouri institution.
- Have a previous bachelors degree (or higher) from a regionally accredited institution.
- Have an Associate of Arts degree from a regionally accredited institution.
- Complete the 42 Hour Core at a Missouri institution and have it listed on the official transcript.

Basic Skills Coursework

Code	Title	Credits
ACCTNG 210	Introduction To Financial Accounting	3
ACCTNG 211	Introduction To Managerial Accounting	3
DSOM 211	Business Analytics I	3
or STAT 235	Elementary Statistics	
or STAT 115	Statistical Reasoning	
or MOTRMATH 110	MOTR Statistical Reasoning	
ECON 201	Principles of Macroeconomics	3
ECON 202	Principles of Microeconomics	3
MATH 110	Precalculus Algebra	3
(or ALEKS score of 61 or higher, or MyMathTest College Algebra score of 70% or higher, or ACT MATH sub-score of 28 or higher, or SAT MATH sub-score of 660 or higher; satisfies Math Pathway)		
MGT 256	Legal and Regulatory Contexts of Organizations	3
MIS 202	Computer Applications In Management	3
Total Credits		24

Major Requirements

Prior to enrolling in any course, students must ensure they have completed the necessary prerequisites.

International Requirement

Code	Title	Credits
Select one from: ¹		3
MGT 370	International Management	
MGT 470	International Study in Business	
Other classes approved by Management Department		
Total Credits		3

¹ With approval from the Management Department, this can include international business-related course work transferred from other institutions, study abroad opportunities and emphasis-specific international classes.

Core B.B.A. Curriculum

Code	Title	Credits
DSOM 311	Business Analytics II	3
DSOM 340	Supply Chain and Operations Management	3
ENT 315	Entrepreneurial Mindset and Opportunity Recognition ³	3
FIN 325	Financial Management	3
MGT 301	Effective Business Communication	3
MGT 332	Principles of Organizational Behavior	3
MGT 471	Strategic Management	3
MIS 402	Information Management	3
MKT 324	Principles of Marketing	3
Emphasis Area Courses ¹		12
Interest Area ²		9
Total Credits		48

¹ Please choose at least one of the emphasis areas below.

² Students will also select one of the interest area pairings for their emphasis. Other interest area options available by petition only.

³ Students that have already completed ENT 215 may substitute for ENT 315.

Emphasis Areas

Analytics and Business Intelligence Option

Code	Title	Credits
DSOM 458	Data Visualization	3
MGT 367	Human Resource Analytics	3
or DSOM 346	Service Industry Analytics	
MIS 459	Data Wrangling	3
MKT 390	Customer Data Analytics	3
or DSOM 443	Project Management	
Total Credits		12

Interest area pairings: Sales and Business Development; Financial Management; Human Resource Management or General Business

Entrepreneurship and Innovation Option

Code	Title	Credits
ENT 327	Designing the Business Model	3
ENT 364	Entrepreneurial Management and Innovation	3
ENT 412	Entrepreneurial Finance	3
ENT 462	Entrepreneurial Experience	3
or ENT 329	Entrepreneurship Scholars	
or ENT 461	Social Entrepreneurship	
Total Credits		12

Interest area pairings: Technology, Innovation, and Management; Sales and Business Development; Market Research and Analytics or General Business

Finance Option

Code	Title	Credits
FIN 326	Financial Management 2	3
FIN 340	Financial Markets and Institutions	3
FIN 345	Investments	3
FIN 435	Advanced Corporate Finance	3

Total Credits	12
----------------------	-----------

Interest area pairings: Banking and Financial Services; Corporate Finance and Investments; Real Estate or General Business
--

Health Administration Option

Code	Title	Credits
HLTH-ADM 481	Health Policy in the United States	3
Select three from:		9
HLTH-ADM 471	Financial Management Issues of Health and Human Services Organizations	3
HLTH-ADM 473	Health and Social Equity	3
HLTH-ADM 477	Leadership and Management in Health Care Organizations	3
HLTH-ADM 480	The Economics of Health and Medicine	3
Total Credits		12

Interest area pairings: Analytics and Business Intelligence; Innovation and Startup; Human Resource Management or General Business
--

Human Resources Management and Leadership Option

Code	Title	Credits
MGT 337	Human Resource Management	3
Three of the following:		9
MGT 347	Employee Staffing	
MGT 357	Employee Training and Development	
MGT 360	Groups and Teams	
MGT 367	Human Resource Analytics	
MGT 372	Ethics and Leadership	
MGT 377	Total Rewards Management	
MGT 410	Corporate Social Responsibility	
Total Credits		12

Interest area pairings: Analytics and Business Intelligence; Healthcare Management; Technology, Innovation, and Management or General Business
--

Marketing Option

Code	Title	Credits
MKT 335	Customer Insights	3
MKT 348	Marketing Research	3
MKT 442	Social Media and Mobile Marketing	3
MKT 480	Strategic Marketing	3
Total Credits		12

Interest area pairings: Sales and Business Development; Market Research and Analytics or General Business

Nonprofit Management Option

Code	Title	Credits
PUB-ADM 492	Creating and Measuring Social Impact	3
PUB-ADM 493	Nonprofit Fundraising and Development	3
PUB-ADM 494	Leading and Managing Nonprofit Organizations	3
PUB-ADM 495	Nonprofit Organizations in Context	3
Total Credits		12

Interest area pairings: Analytics and Business Intelligence; Healthcare Management; Human Resource Management or General Business

Real Estate Option

Code	Title	Credits
RL-EST 321	Real Estate Principles	3
RL-EST 421	Real Estate Finance Fundamentals	3
RL-EST 425	Principles of Real Estate Property Management	3
FIN 340	Financial Markets and Institutions	3

or FIN 326	Financial Management 2	
or MKT 430	Personal Selling	
Total Credits		12
Interest area pairings: Corporate Finance and Investment; Banking and Financial Services; Sales and Business Development or General Business		

Supply Chain Management Option

Code	Title	Credits
DSOM 432	Spending Analytics, Contracts, and Risk Management	3
DSOM 442	Logistics, Transportation, Warehousing, and Distribution	3
DSOM 444	Digital Transformations and Supply Chain	3
DSOM 445	Strategic Sourcing and Supplier Relationship Management	3
Total Credits		12
Interest area pairings: select one interest area from options		

Interest Areas^{1,2,3}

¹ Students may substitute other Bloch School courses to satisfy interest area requirements with Dean approval.

² The same course cannot apply to both a student's emphasis area and interest area.

³ Interest areas are not listed on a student's official transcript. Only emphasis areas are transcribed.

Analytics and Business Intelligence Interest Area

Code	Title	Credits
MGT 367	Human Resource Analytics	3
or DSOM 346	Service Industry Analytics	
MKT 390	Customer Data Analytics	3
or DSOM 443	Project Management	
DSOM 458	Data Visualization	3
or MIS 459	Data Wrangling	
Total Credits		9

Emphasis area pairings: Health Administration; Human Resources Management and Leadership; Nonprofit Management or Supply Chain Management

Banking and Financial Services Interest Area

Code	Title	Credits
FIN 426	Credit Analysis	3
FIN 428	Commercial Bank Management	3
FIN 350	Introduction to Risk Management and Insurance	3
or FIN 419	Financial Statement Analysis	
or FIN 425	Financial Services Marketing and Relationship Management	
Total Credits		9

Emphasis area pairings: Finance; Real Estate or Supply Chain Management

Corporate Finance and Investments Interest Area

Code	Title	Credits
FIN 419	Financial Statement Analysis	3
FIN 445	Advanced Investments	3
FIN 350	Introduction to Risk Management and Insurance	3
or ACCTNG 307	Cost Management	
or ACCTNG 412	Introduction to Income Taxation	
or RL-EST 421	Real Estate Finance Fundamentals	
Total Credits		9

Emphasis area pairings: Finance; Real Estate or Supply Chain Management

Financial Management Interest Area

Code	Title	Credits
FIN 326	Financial Management 2	3
FIN 340	Financial Markets and Institutions	3
FIN 345	Investments	3
or ACCTNG 307	Cost Management	
Total Credits		9

Emphasis area pairings: Analytics and Business Intelligence or Supply Chain Management

General Business Interest Area

Code	Title	Credits
Select three of the following:		9
ACCTNG 306	Introduction to Intermediate and the Accounting Profession	
ACCTNG 307	Cost Management	
ACCTNG 412	Introduction to Income Taxation	
DSOM 346	Service Industry Analytics	
DSOM 443	Project Management	
DSOM 444	Digital Transformations and Supply Chain	
DSOM 458	Data Visualization	
ENT 326	Creativity, Innovation, and Problem Solving	
ENT 329	Entrepreneurship Scholars	
ENT 364	Entrepreneurial Management and Innovation	
FIN 326	Financial Management 2	
FIN 345	Investments	
FIN 350	Introduction to Risk Management and Insurance	
FIN 425	Financial Services Marketing and Relationship Management	
HLTH-ADM 473	Health and Social Equity	
HLTH-ADM 481	Health Policy in the United States	
MGT 337	Human Resource Management	
MGT 360	Groups and Teams	
MGT 410	Corporate Social Responsibility	
MIS 459	Data Wrangling	
MKT 390	Customer Data Analytics	
MKT 420	Sales Management	
MKT 430	Personal Selling	
MKT 442	Social Media and Mobile Marketing	
PUB-ADM 493	Nonprofit Fundraising and Development	
PUB-ADM 495	Nonprofit Organizations in Context	
RL-EST 321	Real Estate Principles	
RL-EST 421	Real Estate Finance Fundamentals	
Or other courses by petition		
Total Credits		9

Emphasis area pairings: select one emphasis area from options

Healthcare Management Interest Area

Code	Title	Credits
HLTH-ADM 471	Financial Management Issues of Health and Human Services Organizations	3
HLTH-ADM 477	Leadership and Management in Health Care Organizations	3
HLTH-ADM 481	Health Policy in the United States	3
Total Credits		9

Emphasis area pairings: Human Resources Management and Leadership; Nonprofit Management or Supply Chain Management

Human Resource Management Interest Area

Code	Title	Credits
MGT 337	Human Resource Management	3
Two of the following:		6
MGT 347	Employee Staffing	
MGT 357	Employee Training and Development	
MGT 367	Human Resource Analytics	
MGT 377	Total Rewards Management	
Total Credits		9
Emphasis area pairings: Analytics and Business Intelligence; Health Administration; Nonprofit Management or Supply Chain Management		

Innovation and Startup Interest Area

Code	Title	Credits
ENT 326	Creativity, Innovation, and Problem Solving	3
ENT 327	Designing the Business Model	3
ENT 329	Entrepreneurship Scholars	3
or ENT 364	Entrepreneurial Management and Innovation	
Total Credits		9
Emphasis area pairings: Health Administration or Supply Chain Management		

Market Research and Analytics Interest Area

Code	Title	Credits
MKT 390	Customer Data Analytics	3
MKT 430	Personal Selling	3
DSOM 458	Data Visualization	3
or MIS 459	Data Wrangling	
Total Credits		9
Emphasis area pairings: Entrepreneurship; Marketing or Supply Chain Management		

Real Estate Interest Area

Code	Title	Credits
RL-EST 321	Real Estate Principles	3
RL-EST 421	Real Estate Finance Fundamentals	3
RL-EST 425	Principles of Real Estate Property Management	3
Total Credits		9
Emphasis area pairings: Finance or Supply Chain Management		

Sales and Business Business Development Interest Area

Code	Title	Credits
MKT 335	Customer Insights	3
or MKT 390	Customer Data Analytics	
MKT 420	Sales Management	3
MKT 430	Personal Selling	3
Total Credits		9
Emphasis area pairings: Analytics and Business Intelligence; Entrepreneurship; Marketing; Real Estate or Supply Chain Management		

Technology, Innovation, and Management Interest Area

Code	Title	Credits
ENT 326	Creativity, Innovation, and Problem Solving	3
ENT 341	Technology Entrepreneurship	3
ENT 361	New Product Development	3
Total Credits		9
Emphasis area pairings: Entrepreneurship; Human Resources Management and Leadership or Supply Chain Management		

General Electives

Code	Title	Credits
General Electives ¹		

¹ A maximum of two hours of PE activity is accepted as elective credit. Applied or military science and vocational courses may not be taken for elective credit

Minimum GPA: 2.25 (UM and in-major)

Total Credit Hours: 120

Graduation Requirements

The B.B.A. degree will be awarded on satisfaction of the following:

1. Completion of the degree requirements and a minimum of 120 credit hours.
2. Achievement of a 2.25 GPA; satisfactory academic standing is based on:
 - a. Cumulative GPA of 2.25 for all University of Missouri courses; and
 - b. GPA of 2.25 for all required junior-and senior-level in-major courses completed at UM schools.
3. Completion of 50% of junior/senior in-major courses at UMKC.
4. Completion of ETS HEIghten and other assessment exercises assigned by the Bloch faculty.
5. Completion of the Constitution requirement.
6. Filing of a required application for graduation at the beginning of the senior year.

Students are responsible for ensuring their course of study falls within program guidelines.

Master of Science in Entrepreneurial Real Estate

Admission Requirements

Applicants to the Master of Science in Entrepreneurial Real Estate (M.S.E.R.E.) program are considered for admission based on their undergraduate cumulative grade point averages, resumes, goal statements, and other criteria established by the faculty. Some candidates may be eligible for admission without the GMAT exam. For current admission requirements visit <https://bloch.umkc.edu/admissions/graduate-admissions.html>.

Program Requirements

The master of science in entrepreneurial real estate is designed for students interested in all aspects of real estate who have decided their career paths require an advanced level of knowledge. The Lewis White Real Estate Center works in partnership with the Bloch School of Management's Regnier Institute for Entrepreneurship and Innovation which provides a global and entrepreneurial focus to the program.

The program fulfills a vital need for graduate real estate education not offered by any university in the region. Enabling real estate entrepreneurs to keep up with today's ever-changing environment, the program addresses real estate trends such as the global shift in attitude towards eco-friendly developments, reducing carbon footprints and the expansion of green technology in new construction. The knowledge gained will allow participants to make real estate decisions that require mastery of complex, interdisciplinary skills and an ability to manage teams of professionals with expertise in various fields.

Curriculum

The master of science in entrepreneurial real estate is a 24-credit hour program for MoreIn4 students. Students who are not experienced in real estate or are not working will be encouraged to complete a real estate internship.

The full-time program cycle begins each fall. In addition to the seven required real estate courses (21 credit hours), students will also complete 3 elective credit hours of elective. This elective may be focused on a narrower set of courses that allow students to pursue individualized area of focus that will help advance their careers in their chosen area of specialization. Working with advisers, all students will have an approved program of study.

The following courses are required:

Code	Title	Credits
RL-EST 5556	Entrepreneurial Real Estate Process	3
RL-EST 5571	Real Estate Finance	3
RL-EST 5573	Real Estate Feasibility and Market Analysis	3
RL-EST 5574	Real Estate Construction and Development	3
RL-EST 5576	Real Estate Property and Portfolio Management	3
RL-EST 5577	Real Estate Valuation	3

RL-EST 5578	Legal Context of Real Estate	3
Approved Elective		3
Total Credits		24

Approved electives can come from any Bloch School discipline (ACCTNG, DSOM, ENT, FIN, MGT, MIS, MKT), Law School (special permission may be needed and options may be limited), Engineering (prerequisites and limitations may apply) and Urban Planning & Design. Students may also work with their advisor to seek approval of other courses.

Major Map

First Year

Fall Semester	Credits	Spring Semester	Credits	Summer Semester	Credits
ENGLISH 110 ^{CC}	3	COMM-ST 110, 110, 140, 212, or 277 ^{CC}	3	ACCTNG 210 ^{CC}	3
GECRT-SS 101, 104, 105, 106, 107, 108, or 111	3	DSOM 211 ^{CC}	3	ECON 201 ^{CC}	3
GEFSE 101 ^{CC}	3	ENGLISH 225 ^{CC}	3	HISTORY 101, 102, POL-SCI 210, HONORS 230, or CJC 364	3
MATH 110 ^{CC}	3	GECRT-AH 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 112, 113, or 114	3		
MGT 256	3	GECRT-SC 101, 102, or 103	3		
		General Elective	3		
		15	18	9	

Second Year

Fall Semester	Credits	Spring Semester	Credits	Summer Semester	Credits
ACCTNG 211 ^{CC}	3	ENT 315 ^{CC}	3	MIS 402	3
DSOM 311	3	FIN 325 ^{CC}	3	Internship for Credit or General Elective	3
DSOM 340 ^{CC}	3	GECDV 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, or 211	3		
ECON 202 ^{CC}	3	GECUE 201, 203, 204, 205, 206, or 272	3		
MIS 202 ^{CC}	3	MGT 301	3		
MKT 324 ^{CC}	3	MGT 332 ^{CC}	3		
		18	18	6	

Third Year

Fall Semester	Credits	Spring Semester	Credits	Summer Semester	Credits
MGT 471	3	MGT 370 ¹	3	Internship for Credit or General Elective	3
Emphasis Area Course #1	3	Emphasis Area Course #3	3	General Elective	3
Emphasis Area Course #2	3	Emphasis Area Course #4	3		
Interest Area Course #1	3	Interest Area Course #2 or General Elective (course not completed in Year III, Fall Semester)	3		
Interest Area Course #2 or General Elective	3	Interest Area Course #3	3		
		15	15	6	

Fourth Year

Fall Semester	Credits	Spring Semester	Credits
RL-EST 5556 ²	3	RL-EST 5571	3
RL-EST 5573	3	RL-EST 5574	3

RL-EST 5578	3	RL-EST 5576	3
Approved Real Estate Elective	3	RL-EST 5577	3
	12		12

Total Credits: 144

CC Critical courses provide feedback regarding fit and help indicate likelihood of successful completion of academic program and degree

¹ The International Requirement in the Bachelor of Business Administration degree program can be satisfied with MGT 370, International Management, or MGT 470, International Study in Business (tied to a short-term study abroad trip). With approval from the Department of Entrepreneurship and Management, this can include international business-related course work transferred from other institutions, study abroad opportunities and emphasis-specific international courses.

² MoreIn4 students pursuing the Master of Science in Entrepreneurial Real Estate degree will be required to complete 24 graduate hours. In this program, students will be waived from 9 hours of Approved Real Estate Electives.