

BUSINESS: REAL ESTATE AND URBAN LAND ECONOMICS, MBA

REQUIREMENTS

MINIMUM GRADUATE SCHOOL REQUIREMENTS

Review the Graduate School minimum academic progress and degree requirements (<http://guide.wisc.edu/graduate/#policiesandrequirements>), in addition to the program requirements listed below.

MAJOR REQUIREMENTS MODE OF INSTRUCTION

Face to Face	Evening/Weekend	Online	Hybrid	Accelerated
Yes	No	No	No	No

Mode of Instruction Definitions

- Accelerated:** Accelerated programs are offered at a fast pace that condenses the time to completion. Students are able to complete a program with minimal disruptions to careers and other commitments.
- Evening/Weekend:** Courses meet on the UW–Madison campus only in evenings and/or on weekends to accommodate typical business schedules. Students have the advantages of face-to-face courses with the flexibility to keep work and other life commitments.
- Face-to-Face:** Courses typically meet during weekdays on the UW-Madison Campus.
- Hybrid:** These programs combine face-to-face and online learning formats. Contact the program for more specific information.
- Online:** These programs are offered 100% online. Some programs may require an on-campus orientation or residency experience, but the courses will be facilitated in an online format.

CURRICULAR REQUIREMENTS

Requirements Detail	
Minimum Credit Requirement	53 credits
Minimum Residence Credit Requirement	47 credits
Minimum Graduate Coursework Requirement	Half of degree coursework (27 credits out of 53 total credits) must be completed graduate-level coursework; courses with the Graduate Level Coursework attribute are identified and searchable in the university's Course Guide (https://registrar.wisc.edu/course-guide (https://registrar.wisc.edu/course-guide/)).
Overall Graduate GPA Requirement	3.00 GPA required.

Other Grade Requirements The Graduate School requires an average grade of B or better in all coursework (300 or above, not including research credits) taken as a graduate student unless conditions for probationary status require higher grades. Grades of Incomplete are considered to be unsatisfactory if they are not removed during the first four weeks of the following semester. Students may be required to retake a course in which they receive a grade lower than a C.

Assessments and Examinations No required assessments or examinations beyond course requirements.

Language Requirements No language requirements.

REQUIRED COURSES

This degree allows students to select one or more areas of focus as they pursue their degree. The three paths are as follows:

- Path I - Core
- Path II - Applied Real Estate Investment
- Path III - Private Equity Investment

These paths are internal to the program and represent different ways a student can earn this degree. Path names do not appear on the transcript.

Path I - Core

Code	Title	Credits
Required Core Courses		
GEN BUS 704	Data to Decisions	2
GEN BUS 710	Ethics, Integrity and Society	1
GEN BUS 725	Consulting Practicum	1
GEN BUS 750	Professional Experience in Business	1
ACCT I S 700	Financial Accounting	2
FINANCE 700	Introduction to Financial Management	2
M H R 706	Leading and Working in Teams	1
M H R 723	Business Strategy	2
MARKETNG 700	Marketing Management	2
OTM 700	Operations Management	2
OTM 732	Economics for Managers	2
Required Specialization Courses		
REAL EST 425	Real Estate Law	3
or REAL EST 750	Commercial Property Development	
or REAL EST 760	Lawyering the Development Deal: A Practical Guide to Real Estate Law	
REAL EST 631	Real Estate Excel Modeling	1
REAL EST 632	Real Estate ARGUS Modeling	1
REAL EST 710	Real Estate Finance	3
REAL EST 715	Techniques of Real Estate Valuation	3
REAL EST/URB R PL 720	Urban Economics	3
Approved Electives (see list below for possible course options)*		21
Total Credits		53

¹ Waivers for this requirement and the associated credit will be offered if students have one year or more of United States work experience, or are not seeking an internship for approved reasons, such as company-sponsored status, active military, starting their own business as a founder/owner, or have a medical or family hardship. There may be other approvals on a case by case basis.

Path II - Applied Real Estate Investment

Code	Title	Credits
Required Core Courses		
GEN BUS 704	Data to Decisions	2
GEN BUS 710	Ethics, Integrity and Society	1
GEN BUS 725	Consulting Practicum	1
GEN BUS 750	Professional Experience in Business ¹	1
ACCT I S 700	Financial Accounting	2
FINANCE 700	Introduction to Financial Management	2
M H R 706	Leading and Working in Teams	1
M H R 723	Business Strategy	2
MARKETNG 700	Marketing Management	2
OTM 700	Operations Management	2
OTM 732	Economics for Managers	2
Required Specialization Courses		
REAL EST 425	Real Estate Law	3
or REAL EST 750	Commercial Property Development	
or REAL EST 760	Lawyering the Development Deal: A Practical Guide to Real Estate Law	
REAL EST 631	Real Estate Excel Modeling	1
REAL EST 632	Real Estate ARGUS Modeling	1
REAL EST 710	Real Estate Finance	3
REAL EST 715	Techniques of Real Estate Valuation	3
REAL EST/ URB R PL 720	Urban Economics	3
REAL EST 740		3
REAL EST 765	Contemporary Topics ²	9
Approved Electives (see list below for possible course options)*		9
Total Credits		53

¹ Waivers for this requirement and the associated credit will be offered if students have one year or more of United States work experience, or are not seeking an internship for approved reasons, such as company-sponsored status, active military, starting their own business as a founder/owner, or have a medical or family hardship. There may be other approvals on a case by case basis.

² This course is taken 3 times with different Applied Real Estate Investment topics. Each topic is taken for 3 credits.

Path III - Private Equity Investment

Code	Title	Credits
Required Core Courses		
GEN BUS 704	Data to Decisions	2
GEN BUS 710	Ethics, Integrity and Society	1
GEN BUS 725	Consulting Practicum	1

GEN BUS 750	Professional Experience in Business ¹	1
ACCT I S 700	Financial Accounting	2
FINANCE 700	Introduction to Financial Management	2
M H R 706	Leading and Working in Teams	1
M H R 723	Business Strategy	2
MARKETNG 700	Marketing Management	2
OTM 700	Operations Management	2
OTM 732	Economics for Managers	2
Required Specialization Courses		
REAL EST 425	Real Estate Law	3
or REAL EST 750	Commercial Property Development	
or REAL EST 760	Lawyering the Development Deal: A Practical Guide to Real Estate Law	
REAL EST 550	Private Real Estate Equity Investment I: Analysis and Structures	3
REAL EST 631	Real Estate Excel Modeling	1
REAL EST 632	Real Estate ARGUS Modeling	1
REAL EST 710	Real Estate Finance	3
REAL EST 715	Techniques of Real Estate Valuation	3
REAL EST/ URB R PL 720	Urban Economics	3
REAL EST 851	Private Real Estate Equity Investment II: Underwriting and Investment Processes	6
REAL EST 852	Private Real Estate Equity Investment III: Guidelines, Governance, and Portfolios	3
Approved Electives (see list below for possible course options)*		9
Total Credits		53

¹ Waivers for this requirement and the associated credit will be offered if students have one year or more of United States work experience, or are not seeking an internship for approved reasons, such as company-sponsored status, active military, starting their own business as a founder/owner, or have a medical or family hardship. There may be other approvals on a case by case basis.

Code	Title	Credits
* Approved Electives		
REAL EST 550	Private Real Estate Equity Investment I: Analysis and Structures	3
REAL EST 611	Residential Property Development	3
REAL EST 640	Real Estate Capital Markets	3
REAL EST 651	Green - Sustainable Development	3
REAL EST 661	Real Estate Investment Analysis and Presentation	3
REAL EST 740		3
REAL EST 760	Lawyering the Development Deal: A Practical Guide to Real Estate Law	3
REAL EST 765	Contemporary Topics	1-3
REAL EST 770	Commercial Real Estate Finance	3

REAL EST 799	Reading and Research-Urban Land Economics	1-6
ACCT I S 603	Financial Statement Analysis	3
CIV ENGR 498	Construction Project Management	3
CIV ENGR 571	Urban Transportation Planning	3
FINANCE 635	Business Valuation	3
FINANCE 757	Entrepreneurial Finance	2-3
PUB AFFR 820	Community Economic Analysis	3
PUB AFFR 891	State and Local Government Finance	3
M H R 728	Bargaining, Negotiating and Dispute Settlement for Managers	3
OTM 752	Project Management	1-3
OTM 770	Sustainable Approaches to System Improvement	4
R M I 660	Risk Analytics and Behavioral Science	2-3
URB R PL 411	Marketplaces and Entrepreneurship	3
URB R PL 512	Gentrification and Urban Restructuring	3
URB R PL 601	Site Planning	3
URB R PL/C&E SOC/ SOC 617	Community Development	3
URB R PL/LAW 830	Land Use Controls	3
URB R PL/ ENVIR ST 843	Land Use Policy and Planning	3
URB R PL 844	Housing and Public Policy	3