

REAL ESTATE, MBA

The Wharton School has offered a real estate major for MBA students and undergraduates since 1985. The major has grown and developed, both in size and scope. The major consists of two required credit units and three electives. While the required courses focus on real estate development and finance, the electives allow students to explore a variety of issues related to real estate. These include real estate economics, urban fiscal policy, real estate law, housing markets, the relationship between government policy and private development, international real estate markets.

The real estate major prepares students to be leaders in the real estate industry and provides the quantitative and qualitative tools necessary for their roles in shaping the future of the industry. To keep students informed of current issues in Real Estate, the Real Estate Department and Samuel Zell and Robert Lurie Real Estate Center sponsors conferences, seminars, and special programs on vital public policy issues relevant to the field.

For more information: <https://real-estate.wharton.upenn.edu/programs/mba/major/>

Curriculum

A minimum of 19 course units is required for graduation.

Major electives taken on a pass/fail basis cannot be counted toward the Real Estate major.

Code	Title	Course Units
Real Estate Major Requirements		
REAL/FNCE 7210	Real Estate Investment: Analysis and Financing	1
REAL 8210	Real Estate Development	1
Select 3 course units from the following:		3
REAL 7050	Global Real Estate: Risk, Politics and Culture	
REAL/BEPP 7080	Housing Markets	
REAL 7240	Urban Real Estate Economics	
REAL 7300/ BEPP 7730/ FNCE 7300	Urban Fiscal Policy	
REAL/LGST 8040	Real Estate Law	
REAL/BEPP 8360	International Housing Comparisons	
REAL 8400	Advanced Real Estate Investment and Analysis	
REAL 8750	Real Estate Disruptions	
REAL 8900	International Real Estate Comparisons	
REAL 8910	Real Estate Entrepreneurship	
REAL 8990	Independent Study	
Electives		
Select 4.5 course units of electives		4.5

MBA Core Requirements	9.5
Total Course Units	19

MBA Core Requirements

Code	Title	Course Units
Accounting		
Select one of the following:		0.5-1
ACCT 6110	Fundamentals of Financial Accounting	
ACCT 6130	Fundamentals of Financial and Managerial Accounting	
Finance ¹		
<i>Corporate Finance</i>		
Select one of the following:		0.5-1
FNCE 6110	Corporate Finance	
FNCE 6210	Corporate Finance (Half CU)	
<i>Macroeconomics</i>		
Select one of the following:		0.5-1
FNCE 6130	Macroeconomics and the Global Economic Environment	
FNCE 6230	Macroeconomics and The Global Economic Environment (Half CU)	
Legal Studies		
LGST 6110	Responsibility in Global Management	0.5
or LGST 6120	Responsibility in Business	
or LGST 6130	Business, Social Responsibility, and the Environment	
Microeconomics		
BEPP 6110	Microeconomics for Managers: Foundations	0.5
BEPP 6120	Microeconomics for Managers: Advanced Applications	0.5
Management		
MGMT 6100	Foundations of Teamwork and Leadership	0.5
MGMT 6110	Managing Established Enterprises	1
or MGMT 6120	Management of Emerging Enterprises	
Marketing		
MKTG 6110	Marketing Management	0.5
MKTG 6120	Dynamic Marketing Strategy	0.5
or MKTG 6130	Strategic Marketing Simulation	
OIDD		
Select one unit of the following:		0.5-1
OIDD 6110	Quality and Productivity	
OIDD 6120	Business Analytics	
OIDD 6130	Online Business Models and the Information-Based Firm	
OIDD 6140	Innovation	
OIDD 6150	Operations Strategy	
OIDD 6620	Enabling Technologies	
OIDD 6900	Managerial Decision Making	
Statistics		
STAT 6130	Regression Analysis for Business ²	1
or STAT 6210	Accelerated Regression Analysis for Business	
Management Communication		

Select one of the following options: 0.5

Option 1

WHCP 6110 Management Communication

WHCP 6120 Advanced Persuasive Speaking

or WHCP 611 Communication Challenges for Entrepreneurs

or WHCP 621 Persuasive Writing for Business Leaders

Option 2

WHCP 6160 Management Communication

or WHCP 611 Entrepreneurial Communication

Total Course Units 9.5

¹ Students cannot enroll in both FNCE 6210 and FNCE 6230.

² STAT 6210 is by placement only.

The degree and major requirements displayed are intended as a guide for students entering in the Fall of 2024 and later. Students should consult with their academic program regarding final certifications and requirements for graduation.
