

BUSINESS, BS

Banner Code: BC-BS-BUS

Academic Advising

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The Costello College of Business is ranked in the top 10 percent of the nation's undergraduate business schools and offers a Bachelor of Science in Business with innovative concentrations. The Costello College of Business also offers several options for a minor for business and non-business majors, as well as an undergraduate certificate program in accounting. The Costello College of Business programs are designed to prepare graduates for work in a rapidly changing and competitive marketplace with local, regional, and global companies. With Mason's location in Northern Virginia and proximity to Washington, D.C., combined with the assistance of the Costello College of Business's own Career Services staff and Student Success and Academic Services staff, students are also afforded exceptional opportunities to gain practical experience and global engagement opportunities to complement their academic coursework. Students admitted spring 2020 and later will graduate with a Bachelor of Science in Business degree.

Requirements

Degree Requirements

Total credits: 120

Costello College of Business students pursuing a BS degree must complete a minimum of 120 credits, including the Mason Core requirements, business foundations, business core and concentration requirements. In addition, the following requirements must be met:

- A minimum of 45 credits at the 300- or 400-level.
- A minimum of 30 credits of Costello College of Business core, capstone, and concentration courses at Mason.
- At least 9 credits required for the specific concentration and BUS 498 Capstone Course: Advanced Business Models (Mason Core) (<http://catalog.gmu.edu/mason-core/>) taken at Mason.
- A grade of C or higher earned in the business foundations, business core and concentration requirements.

Students should carefully follow prerequisites for Costello College of Business courses. Students will be removed from a course if they enroll without having fulfilled the prerequisites.

Mason Core Requirements

Some Mason Core requirements may already be fulfilled by concentration requirements listed below. Students are strongly encouraged to consult their advisors to ensure they fulfill all remaining Mason Core requirements (<http://catalog.gmu.edu/mason-core/>).

Code	Title	Credits
Foundation Requirements		
	Written Communication (http://catalog.gmu.edu/mason-core/#written)	6
	Oral Communication (http://catalog.gmu.edu/mason-core/#oral)	3

Core Requirements

Arts (http://catalog.gmu.edu/mason-core/#arts)	3
Literature (http://catalog.gmu.edu/mason-core/#literature)	3
Natural Science (http://catalog.gmu.edu/mason-core/#natural-science) ¹	7
Global History (http://catalog.gmu.edu/mason-core/#global-history)	3
Total Credits	25

1

The Costello College of Business natural science requirement must be fulfilled by completing one 4-credit laboratory science and one 3 credit non-lab science.

Note: Remaining Mason Core requirements are fulfilled with concentration course work.

Business Foundations

Those who do not successfully complete these courses within three attempts will be terminated from the Costello College of Business and will not be eligible to receive a degree from the Costello College of Business. Students terminated from the Costello College of Business are prohibited from enrolling in any Costello College of Business course. For more information about this, see AP.5.2.4 Termination from the Major (<http://catalog.gmu.edu/policies/academic/undergraduate-policies/#ap-5-2-4>).

Code	Title	Credits
ACCT 203	Survey of Accounting	3
BUS 100	Business and Society (Mason Core) (http://catalog.gmu.edu/mason-core/) ²	3
BUS 103	Develop Professional Skills I: Foundational Elements	3
BUS 200	Global Environment of Business (Mason Core) (http://catalog.gmu.edu/mason-core/) ²	3
BUS 210	Business Analytics I (Mason Core) (http://catalog.gmu.edu/mason-core/)	3
BUS 310	Business Analytics II	3
ECON 103	Contemporary Microeconomic Principles (Mason Core) (http://catalog.gmu.edu/mason-core/)	3
ECON 104	Contemporary Macroeconomic Principles (Mason Core) (http://catalog.gmu.edu/mason-core/)	3
Select one course from the following: ¹		3-4
MATH 108	Introductory Calculus with Business Applications (Mason Core) (http://catalog.gmu.edu/mason-core/)	
MATH 113	Analytic Geometry and Calculus I (Mason Core) (http://catalog.gmu.edu/mason-core/)	
MATH 114	Analytic Geometry and Calculus II	
HNRT 225	Applied Calculus	
Total Credits		27-28

1

BUS 210 or MATH 108, MATH 113 satisfies the Mason Core Quantitative Reasoning requirement. To earn a business degree, students must complete MATH 108 and BUS 210.

2

BUS 200 satisfies Mason Core Global Contexts requirement, and BUS 100 satisfies the Mason Core Social and Behavioral Sciences requirement.

Business Core

Those who do not successfully complete these courses within three attempts will be terminated from the Costello College of Business and will not be eligible to receive a degree from the Costello College of Business. Students terminated from the Costello College of Business are prohibited from enrolling in any Costello College of Business course. For more information about this, see AP.5.2.4 Termination from the Major (<http://catalog.gmu.edu/policies/academic/undergraduate-policies/#ap-5-2-4>).

Code	Title	Credits
ACCT 303	Accounting for Decision Making	3
BULE 303	Legal Environment of Business	3
BUS 303	Develop Professional Skills II: Advanced Elements	3
FNAN 303	Financial Management	3
MGMT 303	Principles of Management	3
MIS 303	Introduction to Business Information Systems (Mason Core) (http://catalog.gmu.edu/mason-core/)	3
MKTG 303	Principles of Marketing	3
OSCM 303	Operations Management	3
Total Credits		24

General Electives

Code	Title	Credits
Select 19-20 Credits ¹		19-20
Total Credits		19-20

1

General electives may be selected from any University or Costello College of Business course, except courses designated for the Business Minor (MBUS). Credits awarded as Associate Degree Elective Credit (ADEC) as part of a student's transfer evaluation are also excluded from general electives.

Capstone

Students must have 90 graded credits and successfully complete all Business Core courses and BUS 310 Business Analytics II to be eligible to enroll in BUS 498 Capstone Course: Advanced Business Models (Mason Core) (<http://catalog.gmu.edu/mason-core/>).

Code	Title	Credits
BUS 498	Capstone Course: Advanced Business Models (Mason Core) (http://catalog.gmu.edu/mason-core/)	3
Total Credits		3

Concentration in Accounting (ACCT)

The concentration in Accounting prepares students for professional careers in the private and public sectors. The Accounting concentration is designed to produce accounting professionals who can both generate and apply financial information to solve business problems. Our students learn principles of business and accounting as well as the specific skills and specialized technical knowledge necessary for success in the dynamic field of accounting. Our program emphasizes ethics, critical thinking, written and verbal communication, and effective use and understanding of technology. Our graduates are employed by the assurance, tax advisory, and consulting groups of the top accounting firms as well as Fortune 100 companies. Our proximity to the nation's capital provides unique opportunities for our graduates to work in government and in the federal practices of public accounting firms. The Accounting concentration program is separately accredited by AACSB International. Students interested in CPA certification can apply to the MSA (<http://catalog.gmu.edu/colleges-schools/business/accounting-ms/>) degree to meet the 150 hour requirement for CPA certification in most states. The MSA (<http://catalog.gmu.edu/colleges-schools/business/accounting-ms/>) allows students to meet the 150 hour requirement for CPA certification in most states in only nine months.

Also available for eligible students, the Accelerated Advanced Accounting Pathway (A++) is a pathway that provides the ability to complete a bachelor and master's degree in accounting in four years. For more information, please meet with an academic advisor in the Costello College of Business.

Code	Title	Credits
Required Courses		
ACCT 311	Managerial and Cost Accounting	3
ACCT 331	Intermediate Accounting I	3
ACCT 332	Intermediate Accounting II	3
ACCT 351	Taxation and Managerial Decision Making	3
ACCT 361	Accounting Analytics	3
ACCT 461	Assurance and Audit Services (Mason Core) (http://catalog.gmu.edu/mason-core/) ³	3

Electives

Select one course from the following: ¹		3
ACCT 370	International Accounting	
ACCT 372	Financial Statement Analysis	
ACCT 390	Introduction to Financial Planning and Wealth Management	
ACCT 408	Taxes Insurance and Risk Management	
ACCT 411	Advanced Managerial Accounting	
ACCT 433	Advanced Financial Accounting	
ACCT 441	Estate Planning	
ACCT 451	Advanced Federal Taxation	
ACCT 462	Honors Seminar in Accounting	
ACCT 465	Advanced Accounting Analytics	
ACCT 472	Government and Not-for-Profit Accounting	
ACCT 491	Seminar in Accounting	
ACCT 492	Internship in Accounting	
ACCT 499	Independent Study	
BULE 402	Commercial Law	

600 Level Courses for Student's in the Accelerated Master's Program

ACCT 611	Advanced Issues in Managerial Accounting ²	
ACCT 621	GovCon Acquisition Regulations and Reporting ²	
ACCT 630	Advanced Financial Accounting ²	
ACCT 633	Advanced Issues in Financial Reporting ²	
ACCT 636	Fraud Examination ²	
ACCT 651	Advanced Issues in Taxation ²	
ACCT 665	Advanced Accounting Analytics II ²	
ACCT 670	International Accounting ²	
ACCT 672	Governmental and Nonprofit Accounting ²	
ACCT 696	Directed Studies in Accounting ²	
ACCT 697	Special Topics in Accounting ²	
Total Credits		21

1

Students who anticipate taking the CPA, CMA, CIA or other professional exam should consult the applicable regulations and meet with their advisor. State regulations regarding professional examinations may dictate course selections.

2

Students in the Accelerated Master's program and select high performing undergraduates may take graduate courses for undergraduate credit. Enrollment in a graduate level course is not guaranteed. Please contact an academic advisor for additional information.

3

Satisfies Writing Intensive requirement (<http://catalog.gmu.edu/mason-core/>)

Second Concentration in Accounting

Code	Title	Credits
Required Courses		
ACCT 311	Managerial and Cost Accounting	3
ACCT 331	Intermediate Accounting I	3
ACCT 332	Intermediate Accounting II	3
ACCT 351	Taxation and Managerial Decision Making	3
ACCT 361	Accounting Analytics	3
ACCT 461	Assurance and Audit Services (Mason Core) (http://catalog.gmu.edu/mason-core/)	3
Total Credits		18

Concentration in Business Analytics (BUSA)

Business Analytics encompasses a wide array of methodologies and techniques, from collection, organization, reporting and mining of data to extraction of useful and actionable information for the decision makers. As the field matures, more organizations are turning to business analytics as part of their core function to assist decision making and strategy development. Business Analytics is grounded in an understanding of business and uses knowledge and skills related to analytic tools to identify business questions that can be answered by data, identify appropriate data to answer the questions, evaluate the quality of the data, analyze the data, form conclusions, and meaningfully communicate those conclusions to relevant parties. Business analysts will work in practice with data scientists with backgrounds in engineering, math, or

computer science whose expertise in data analytics is centered on data architecture or developing data analysis tools.

Code	Title	Credits
Required Courses		
MIS 310	Database Management Systems	3
MIS 430	Data Warehousing	3
MIS 431	Data Mining for Business Applications (Mason Core) (http://catalog.gmu.edu/mason-core/) ¹	3
MIS 433	Programming for Analytics	3
Electives		
Select three courses from the following:		
ACCT 465	Advanced Accounting Analytics	9
FNAN 430	Empirical Methods in Finance	
FNAN 436	Probability Methods for Finance	
MIS 432	Advanced Data Mining	
MKTG 351	Marketing Research	
MKTG 352	Marketing Analytics	
OSCM 352	Management Science	
OSCM 435	Business Process Analysis and Simulation	
OSCM 452	Business Forecasting	
STAT 463	Introduction to Exploratory Data Analysis	
SYST 473	Decision and Risk Analysis	
MIS 492	Internship in Management Information Systems	
	or OSCM 492 Internship in Operations and Supply Chain Management	
MSBA 610	Essentials for Business Analytics: From Data Ethics to Data Driven Decision-making ²	
MSBA 615	Database Management for Business Analytics ²	
MSBA 618	Programming for Business Analytics ²	
MSBA 625	Exploratory Data Analysis and Visualization ²	
Total Credits		21

1

Satisfies Writing Intensive requirement (<http://catalog.gmu.edu/mason-core/>)

2

Students in the Accelerated Master's program and select high performing undergraduates may take graduate courses for undergraduate credit. Enrollment in a graduate level course is not guaranteed. Please contact an academic advisor for additional information.

Second Concentration in Business Analytics

Students declaring a second concentration in Business Analytics must complete the four required courses and two elective courses for the concentration (listed above).

Concentration in Finance (FNAN)

The concentration in Finance prepares students for professional careers by providing a solid foundation in the principles necessary to make operating decisions for an organization and in financial market

analysis. We educate our finance students to understand, evaluate, and manage risk. In addition, students learn to conduct and effectively present financial analysis and research valuing complex projects, assets, securities, and firms. Students in the finance concentration explore the relationships among investors, firms, financial institutions, markets, and regulators. Students with a concentration in Finance have a unique opportunity to compete globally, as well as regionally, for unique and diverse job opportunities, including government (U.S. Treasury and the Board of Governors), large financial corporations (Fannie Mae and Freddie Mac), international organizations (World Bank and IMF), and other careers related to Finance.

Code	Title	Credits
Required Courses		
Select three courses from the following: ¹		9
FNAN 311	Principles of Investment	
FNAN 321	Financial Institutions	
FNAN 341	Introduction to Firm Valuation	
FNAN 401	Advanced Financial Management	
Select one of the required Writing Intensive Courses below:		3
FNAN 477	Student Managed Investment Fund (Mason Core) (http://catalog.gmu.edu/mason-core/)	
FNAN 498	RS: Contemporary Topics in Finance (Mason Core) (http://catalog.gmu.edu/mason-core/)	
Electives		
Select three courses from the following:		9
FNAN 311	Principles of Investment	
FNAN 321	Financial Institutions	
FNAN 341	Introduction to Firm Valuation	
FNAN 351	Principles of Real Estate	
FNAN 401	Advanced Financial Management	
FNAN 411	Investment Analysis and Portfolio Management	
FNAN 412	Futures and Options Markets	
FNAN 421	Money and Capital Markets	
FNAN 430	Empirical Methods in Finance	
FNAN 431	Venture Capital and Private Financing of Startups	
FNAN 432	Fixed-Income Securities	
FNAN 436	Probability Methods for Finance	
FNAN 440	International Financial Management	
FNAN 441	Advanced Topics in Firm Valuation	
FNAN 444	Sustainable and ESG Investments	
FNAN 451	Real Estate Finance	
FNAN 454	Real Estate Development and Investment Fund	
FNAN 462	Honors Seminar in Finance	
FNAN 472	Fintech and Blockchain in Finance	
FNAN 477	Student Managed Investment Fund (Mason Core) (http://catalog.gmu.edu/mason-core/)	
FNAN 483	Ethical and Professional Standards in Finance	
FNAN 491	Special Topics in Finance	

FNAN 492	Internship in Finance	
FNAN 498	RS: Contemporary Topics in Finance (Mason Core) (http://catalog.gmu.edu/mason-core/)	
FNAN 499	Independent Study	
MSF 603	Managerial Economics and Decisions of the Firm ³	
MSF 632	Statistical and Quantitative Methods for Finance ³	
MSF 643	Financial Economics and Statement Analysis ³	
MSF 672	Corporate Finance and Governance ³	
MSF 683	Ethical and Professional Standards in Finance ³	
Any other 300-400 level FNAN courses (http://catalog.gmu.edu/courses/fnan/) ²		
Total Credits		21

1

Completion of FNAN 303 with a grade of B- or higher is a required prerequisite for FNAN 311, FNAN 321, FNAN 341, FNAN 401 and FNAN 440

2

With the exception of FNAN 300 and FNAN 303

3

Students in the Accelerated Master's program and select high performing undergraduates may take graduate courses for undergraduate credit. Enrollment in a graduate level course is not guaranteed. Please contact an academic advisor or the Program Manager for additional information.

Second Concentration in Finance

Students declaring a second concentration in Finance must complete the four required courses and two elective courses for the concentration (listed above).

Concentration in Financial Planning and Wealth Management (FPWM)

Consumers are increasingly seeking professional advice on managing the financial aspects of their lives. The professionals they consult need wide-ranging knowledge about taxes, estate planning, insurance, retirement planning, and portfolio management. These financial planning professionals are more in demand now than ever before as members of the Baby Boomer and Silent Generations are set to leave over \$80 trillion in wealth to their decedents. The BLS estimates that positions in this field will grow by 13% versus the 3% average for all professions.

The Financial Planning and Wealth Management Concentration in the Costello College of Business provides you with all the skills necessary to become a successful financial planner. This program has been certified by the CFP Board of Standards, the premier professional organization for financial planners, as meeting all the educational requirements necessary to take the CFP® exam.

Code	Title	Credits
Required Courses		
FNAN 390	Introduction to Financial Planning and Wealth Management ¹	3
or ACCT 390	Introduction to Financial Planning and Wealth Management	

FNAN 311	Principles of Investment ¹	3
ACCT 351	Taxation and Managerial Decision Making	3
ACCT 408	Taxes Insurance and Risk Management ¹	3
ACCT 441	Estate Planning	3
ACCT 493	Financial Planning and Wealth Management Capstone (Mason Core) (http://catalog.gmu.edu/mason-core/) ²	3
or FNAN 493	Financial Planning and Wealth Management Capstone (Mason Core) (http://catalog.gmu.edu/mason-core/)	

Electives

Select one course from the following: 3

FNAN 341	Introduction to Firm Valuation ¹	
FNAN 411	Investment Analysis and Portfolio Management	
FNAN 444	Sustainable and ESG Investments	
FNAN 483	Ethical and Professional Standards in Finance	
FNAN 492	Internship in Finance ¹	
or ACCT 492	Internship in Accounting	
ACCT 315	Personal Financial Planning	
ACCT 372	Financial Statement Analysis	
ACCT 451	Advanced Federal Taxation	
MSF 603	Managerial Economics and Decisions of the Firm ³	
MSF 632	Statistical and Quantitative Methods for Finance ³	
MSF 643	Financial Economics and Statement Analysis ³	
MSF 672	Corporate Finance and Governance ³	
MSF 683	Ethical and Professional Standards in Finance ³	

Total Credits 21

1

Completion of FNAN 303 Financial Management with a grade of B- or higher is a required prerequisite for FNAN 311, FNAN 341, FNAN 390 Introduction to Financial Planning and Wealth Management, and FNAN 492 Internship in Finance or ACCT 492 Internship in Accounting. Completion of FNAN 303 Financial Management with a grade of B- or higher is a required prerequisite for ACCT 408 Taxes Insurance and Risk Management

2

Satisfies Writing Intensive requirement (<http://catalog.gmu.edu/mason-core/>)

3

Students in the Accelerated Master's program and select high performing undergraduates may take graduate courses for undergraduate credit. Enrollment in a graduate level course is not guaranteed. Please contact an academic advisor for additional information.

Second concentration in Financial Planning and Wealth Management

Code	Title	Credits
Required Courses		
FNAN 390	Introduction to Financial Planning and Wealth Management	3

or ACCT 390	Introduction to Financial Planning and Wealth Management	
FNAN 311	Principles of Investment	3
ACCT 351	Taxation and Managerial Decision Making	3
ACCT 408	Taxes Insurance and Risk Management	3
ACCT 441	Estate Planning	3
ACCT 493	Financial Planning and Wealth Management Capstone (Mason Core) (http://catalog.gmu.edu/mason-core/)	3
or FNAN 493	Financial Planning and Wealth Management Capstone (Mason Core) (http://catalog.gmu.edu/mason-core/)	

Total Credits 18

Concentration in Management (MGMT)

The concentration in Management prepares students to take leadership, management, and entrepreneurial roles in the public and private sectors. Students learn such skills as strategic thinking, motivating and managing nationally and internationally diverse work forces, building and leading team efforts, negotiating successfully, and instituting planned change in organizations.

Code	Title	Credits
Required Courses		
MGMT 313	Organizational Behavior (Mason Core) (http://catalog.gmu.edu/mason-core/) ²	3
MGMT 321	Introduction to Human Resource Management	3

Electives

Select five courses from the following: 15

BULE 402	Commercial Law	
MGMT 325	Creating Value for Business Stakeholders	
MGMT 412	Diversity in Organizations	
MGMT 413	Organizational Development and Management Consulting	
MGMT 421	Advanced Human Resource Management	
MGMT 431	The Legal Environment for Employee and Labor Relations	
MGMT 441	International Strategy	
MGMT 451	Introduction to Entrepreneurship	
MGMT 452	Experiential Entrepreneurship	
MGMT 453	Starting a Business	
MGMT 454	Social Impact and Entrepreneurship	
MGMT 461	Cross Cultural and Global Management	
MGMT 462	Honors Seminar in Management (Topic Varies)	
MGMT 463	Negotiations in Organizations	
MGMT 464	Teamwork and Interpersonal Skills	
MGMT 471	Competitive Strategy	
MGMT 491	Current Topics in Management	
MGMT 492	Internship in Management	
MGMT 499	Independent Study	
GBUS 653	Organizational Behavior ³	

Any other 300-400 level MGMT courses (<http://catalog.gmu.edu/courses/mgmt/>)¹

Total Credits 21

1

With the exception of MGMT 303 and MGMT 313

2

Satisfies Writing Intensive requirement (<http://catalog.gmu.edu/mason-core/>)

3

Students in the Accelerated Master's program and select high performing undergraduates may take graduate courses for undergraduate credit. Enrollment in a graduate level course is not guaranteed. Please contact an academic advisor for additional information.

Students with a concentration in management may focus their careers in several areas. In selecting five elective courses, students may want to consider a likely career path. Recommended courses for three possible careers are provided below.

Code	Title	Credits
Human Resources Management		
MGMT 421	Advanced Human Resource Management	3
MGMT 431	The Legal Environment for Employee and Labor Relations	3
Management Consulting		
MGMT 412	Diversity in Organizations	3
MGMT 463	Negotiations in Organizations	3
MGMT 464	Teamwork and Interpersonal Skills	3
Entrepreneurship		
MGMT 451	Introduction to Entrepreneurship	3
MGMT 452	Experiential Entrepreneurship	3
MGMT 454	Social Impact and Entrepreneurship	3
BULE 402	Commercial Law	3

Second concentration in Management (MGMT)

Students declaring a second concentration in Management must complete the two required courses and four elective courses for the concentration (listed above).

Concentration in Management Information Systems (MIS)

The concentration in Management Information Systems encompasses analysis, design, implementation, and management of information systems, to support business processes and decision making in all functional areas of an organization. The curriculum highlights not only the fundamental building blocks of information systems, but also the interaction of technology, people and business processes. MIS students learn about designing, building, maintaining, and securing information systems to meet organizational goals. They also acquire skills to use data and information through business analytics to support better managerial decision making in areas such as marketing, accounting and finance. MIS graduates are capable of translating business needs into technology-based solutions, and new technological advances into business capabilities. The MIS concentration prepares students for diverse technology based careers including Business Analyst, System Analyst, Security Analyst, Data Analyst, IT Project Management,

IT Quality Management, Cloud Management, IS Audit and Control, Government Contracting, and Consulting.

Code	Title	Credits
Required Courses		
MIS 310	Database Management Systems	3
MIS 320	Networks and Security	3
MIS 330	Systems Analysis and Design (Mason Core) (http://catalog.gmu.edu/mason-core/) ¹	3
Electives		
Select four courses from the following (at least two must be MIS):		12
MIS 341	Cloud Computing Essentials	
MIS 350	Introduction to Programming for Business Applications ²	
MIS 410	Advanced Database Systems	
MIS 412	E-Business Systems Development	
MIS 415	Information Systems Audit and Control	
MIS 420	Information Security and Assurance	
MIS 430	Data Warehousing	
MIS 431	Data Mining for Business Applications (Mason Core) (http://catalog.gmu.edu/mason-core/)	
MIS 432	Advanced Data Mining	
MIS 433	Programming for Analytics	
MIS 441	Cloud System Management	
MIS 462	Honors Seminar in Management Information Systems (Topic Varies)	
MIS 491	Seminar in Management Information Systems	
MIS 492	Internship in Management Information Systems	
MIS 499	Independent Study in Management Information Systems	
GBUS 662	Management of Information Technology ³	
MSBA 610	Essentials for Business Analytics: From Data Ethics to Data Driven Decision-making ³	
MSBA 615	Database Management for Business Analytics ³	
MSBA 618	Programming for Business Analytics ³	
MSBA 625	Exploratory Data Analysis and Visualization ³	
OSCM 352	Management Science	
OSCM 435	Business Process Analysis and Simulation	
OSCM 456	Quality Management (Mason Core) (http://catalog.gmu.edu/mason-core/)	
OSCM 465	Government Contracting and Procurement	
OSCM 493	Management of Technology Projects	
Total Credits		21

1

Satisfies Writing Intensive requirement (<http://catalog.gmu.edu/mason-core/>)

2

It is strongly recommended that students planning a concentration in Management Information Systems take MIS 350 as part of their program.

3

Students in the Accelerated Master's program and select high performing undergraduates may take graduate courses for undergraduate credit. Enrollment in a graduate level course is not guaranteed. Please contact an academic advisor for additional information.

Second Concentration in Management Information Systems

Students declaring a second concentration in Management Information Systems must complete the three required courses and three elective courses for the concentration (listed above). At least 2 of the electives must be MIS courses.

Concentration in Marketing (MKTG)

The concentration in Marketing prepares students for a broad range of global and domestic career options in corporations, small businesses, government, and nonprofits. A Marketing concentration provides students with a solid foundation in marketing management for understanding the needs of the customer, the value organizations create for their customers, and opportunities and threats in the global marketplace. Students learn marketing concepts and practices related to consumer behavior, marketing research and analytics, and marketing planning and strategy (product development, pricing, distribution, and advertising and promotions). Our graduates work in such diverse fields as advertising and marketing communications, product and brand management, customer relationship management, new product/service development, new market and business development, sales, retail management, marketing research and analytics, and digital and social media marketing.

Code	Title	Credits
Required Courses		
MKTG 312	Consumer Behavior	3
MKTG 351	Marketing Research	3
MKTG 471	Marketing Management (Mason Core) (http://catalog.gmu.edu/mason-core/) ¹	3
Electives		
Select four courses from the following:		12
MKTG 307	Federal Government Marketing	
MKTG 310	Consultative Selling	
MKTG 311	Sales Management	
MKTG 313	Advertising and Marketing Communications	
MKTG 315	Digital Marketing	
MKTG 316	Social Media Marketing Strategy	
MKTG 332	Retailing and E-Commerce Management	
MKTG 333	Business to Business Marketing	
MKTG 335	Strategic Brand Management	
MKTG 352	Marketing Analytics	
MKTG 353	New Product Development	
MKTG 355	Direct Marketing	
MKTG 407	Global Marketing	

MKTG 450	Marketing Consulting
MKTG 455	Ethnic and Multicultural Marketing
MKTG 462	Honors Seminar in Marketing (Topic Varies)
MKTG 481	RS: Marketing in the Nonprofit Sector ³
MKTG 491	Seminar in Marketing
MKTG 492	Internship in Marketing
MKTG 499	Independent Study
Any other 300-400 level MKTG courses (http://catalog.gmu.edu/courses/mktg/) ²	
Total Credits	21

1

Satisfies the Writing Intensive requirement (<http://catalog.gmu.edu/mason-core/>)

2

With the exception of MKTG 303

3

Research and scholarship intensive course.

Second Concentration in Marketing

Students declaring a second concentration in Marketing must complete the three required courses and three elective courses for the concentration (listed above).

Concentration in Operations and Supply Chain Management (OSCM)

Operations and Supply Chain Management (OSCM) is the business function devoted to the management of resources and processes used by a firm to produce goods or services. Students with an OSCM concentration learn how to perform strategic and tactical planning, enabling them to efficiently and effectively manage the activities involved in transforming organizational resources into customer value. OSCM students acquire modeling, business analytics, and information technology skills for addressing a range of business problems. OSCM knowledge and skills are applicable to every business, spanning services, manufacturing, consulting, public sector (including government contracting), and not-for-profit organizations. The OSCM concentration is designed to prepare students for a career in the areas of: Supply Chain Management, Government Contracting (including procurement, logistics, and distribution), Project Management, Quality Management, Socially Responsible Operations, Product and Services Design, Process Analysis and Design, and, Planning and Control of Operations.

Code	Title	Credits
Required Courses		
OSCM 320	Supply Chain Management in a Global Economy	3
OSCM 456	Quality Management (Mason Core) (http://catalog.gmu.edu/mason-core/) ¹	3
OSCM 493	Management of Technology Projects	3
Electives		
Select four courses from the following (at least two must be OSCM):		12
OSCM 330	Service Operations	
OSCM 352	Management Science	
OSCM 430	Design Thinking for Innovative Operations	

OSCM 435	Business Process Analysis and Simulation
OSCM 440	Public Sector Operations
OSCM 452	Business Forecasting
OSCM 460	Management of Product and Process Technologies
OSCM 462	Honors Seminar in Operations Management (Topic Varies)
OSCM 465	Government Contracting and Procurement
OSCM 491	Seminar in Operations Management
OSCM 492	Internship in Operations and Supply Chain Management
OSCM 499	Independent Study in Operations Management
MIS 310	Database Management Systems
MIS 350	Introduction to Programming for Business Applications
MIS 412	E-Business Systems Development
MIS 430	Data Warehousing
MIS 431	Data Mining for Business Applications (Mason Core) (http://catalog.gmu.edu/mason-core/)
MIS 432	Advanced Data Mining
MIS 433	Programming for Analytics
GBUS 638	Operations Management ²
MSBA 610	Essentials for Business Analytics: From Data Ethics to Data Driven Decision-making ²
MSBA 615	Database Management for Business Analytics ²
MSBA 618	Programming for Business Analytics ²
MSBA 625	Exploratory Data Analysis and Visualization ²

Total Credits 21

1

Satisfies Writing Intensive requirement (<http://catalog.gmu.edu/mason-core/>)

2

Students in the Accelerated Master's program and select high performing undergraduates may take graduate courses for undergraduate credit. Enrollment in a graduate level course is not guaranteed. Please contact an academic advisor for additional information.

Second Concentration in Operations and Supply Chain Management

Students declaring a second concentration in Operations and Supply Chain Management must complete the three required courses and three elective courses for the concentration (listed above). At least 2 of the electives must be OSCM courses.

Honors

Honors in the Concentration Overview

The Costello College of Business Honors Program provides highly motivated business students with an enriched academic experience

integrating curricular, co-curricular, and extra-curricular development. Admission to the Honors Program is by invitation only.

Admission Requirements

- Minimum 3.0 cumulative Mason GPA
- A- or higher on first attempt at the core course for the concentrations
 - ACCT: A- or higher in ACCT 303 Accounting for Decision Making
 - BUSA: A- or higher in MIS 303 Introduction to Business Information Systems (Mason Core) (<http://catalog.gmu.edu/mason-core/>)
 - FNAN: A- or higher in FNAN 303 Financial Management
 - FPWM: A- or higher in FNAN 303 Financial Management
 - MGMT: A- or higher in MGMT 303 Principles of Management
 - MIS: A- or higher in MIS 303 Introduction to Business Information Systems (Mason Core) (<http://catalog.gmu.edu/mason-core/>)
 - MKTG: A- or higher in MKTG 303 Principles of Marketing
 - OSCM: A- or higher in OSCM 303 Operations Management
- Submission of a personal statement/essay
- Two recommendations from faculty within the Costello College of Business

Curricular Requirements

- 3.0 cumulative Mason GPA
- 3.5 GPA in the concentration or 95th percentile GPA within the concentration
- B- or higher on first attempt at every concentration course

Co-Curricular Requirements

Students must complete **ONE** of the following to satisfy the co-curricular requirements for graduating with honors:

1. Honors section of BUS 498 Capstone Course: Advanced Business Models (Mason Core) (<http://catalog.gmu.edu/mason-core/>)
2. A concentration-specific honors course (See list below)
3. Completion of an honors project with faculty approval (the honors project as approved should be separate from work in other courses)

Code	Title	Credits
BUS 498	Capstone Course: Advanced Business Models (Mason Core) (http://catalog.gmu.edu/mason-core/) (Honors Section)	3
Honors Concentration Course		
ACCT		
ACCT 462	Honors Seminar in Accounting	3
BUSA		
MIS 462	Honors Seminar in Management Information Systems (Topic Varies)	3
FNAN		
FNAN 462	Honors Seminar in Finance	3
FPWM		
FNAN 462	Honors Seminar in Finance	3

MGMT

MGMT 462	Honors Seminar in Management (Topic Varies)	3
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MIS

MIS 462	Honors Seminar in Management Information Systems (Topic Varies)	3
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MKTG

MKTG 462	Honors Seminar in Marketing (Topic Varies)	3
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OSCM

OSCM 462	Honors Seminar in Operations Management (Topic Varies)	3
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Extra-Curricular Requirements

Attendance at a minimum of two honors events, as determined by the Honors Faculty Coordinator.

Requirements for Students to Obtain the Honors Designation

Honors students must meet all curricular, co-curricular, and extracurricular requirements mentioned above at the time of graduation.

Accelerated Master's**Accounting, BS or Business, BS (Concentration in Accounting)/ Accounting, Accelerated MS****Overview**

The Bachelor's Accelerated Master's "BAM" pathway will provide the opportunity for Mason Accounting major and concentration students to further their education by offering a specialized accelerated program that helps them develop the fundamental business skills and specialized knowledge and acumen acquired by the accounting profession.

Mason Accounting major and concentration students may be admitted to the bachelor's/accelerated master's program (BAM) and obtain both Accounting, BS or Business, BS with a Concentration in Accounting and a MS in Accounting degrees in an accelerated time-frame after satisfactory completion of a minimum of 138 credits.

See AP6.7 Bachelor's/Accelerated Master's Degree (<http://catalog.gmu.edu/policies/academic/graduate-policies/#ap-6-7>) for policies related to this program.

Students in an accelerated degree program must fulfill all university requirements for the master's degree. For policies governing all graduate degrees, see AP.6 Graduate Policies. (<http://catalog.gmu.edu/policies/academic/graduate-policies/#text>)

BAM-MS Accounting Pathway Admission Requirements

Applicants to all graduate programs at George Mason University must meet the admission standards and application requirements for graduate study as specified in Graduate Admissions Policies and Bachelor's/ Accelerated Master's Degree policies. For information specific to this accelerated master's program, see the C (<https://business.gmu.edu/masters-in-accounting/msa-accelerated/>)ostello College of Business

(<https://catalog.gmu.edu/colleges-schools/business/business-bs/#acceleratedtext>) website with other requirements.

Students will be considered for admission into the BAM pathway after completion of a minimum of 60 credits and additional unit-specific criteria.

Students who are accepted into the BAM pathway will be allowed to register for graduate-level courses after successful completion of a minimum of 75 undergraduate credits and course-specific pre-requisites.

Students already admitted in the BAM pathway will be admitted to the MS in Accounting program, if they have met the unit-specific criteria, found here (<https://business.gmu.edu/programs/graduate/admissions/>) and as verified on the Bachelor's/Accelerated Master's Transition form.

BAM-MS Accounting Pathway Requirements

To maintain the integrity and quality of both the undergraduate and graduate degree programs, undergraduate students interested in taking graduate courses must choose from the following:

Code	Title	Credits
Advanced Standing courses (up to 12 credits; grade of B- or better required) ¹		
ACCT 630	Advanced Financial Accounting	
ACCT 633	Advanced Issues in Financial Reporting	
ACCT 651	Advanced Issues in Taxation	
ACCT 670	International Accounting	
Reserve Credit courses (up to 6 credits): ¹		
ACCT 611	Advanced Issues in Managerial Accounting ²	
ACCT 621	GovCon Acquisition Regulations and Reporting ²	
ACCT 636	Fraud Examination ²	
ACCT 661	Advanced Accounting Analytics I ²	
ACCT 665	Advanced Accounting Analytics II ²	
ACCT 672	Governmental and Nonprofit Accounting ²	
ACCT 673	Advanced Accounting Information Systems ²	

¹

Other courses approved by Senior Director.

²

Denotes the course applies to the graduate certificate

For more detailed information on coursework and timeline requirements, see AP6.7 Bachelor's/Accelerated Master's Degree policies. (<http://catalog.gmu.edu/policies/academic/graduate-policies/#ap-6-7>)

Bachelor's Degree (any)/Business Analytics, Accelerated MS Overview

This BAM Pathway will provide the opportunity for Mason undergraduates to further their education by offering a specialized accelerated program that helps them develop the fundamental knowledge (e.g. descriptive, predictive, and prescriptive analytics) to deepen business analytics skills within a specific business domain.

Undergraduates may be admitted to the bachelor's/accelerated master's program (BAM) and obtain both a BA or BS in any degree area and a MS in Business Analytics in an accelerated time-frame after satisfactory completion of a minimum of 138 credits.

See AP.6.7 (<http://catalog.gmu.edu/policies/academic/graduate-policies/#ap-6-7>) Bachelor's/Accelerated Master's Degree for policies related to this program.

Students in an accelerated degree program must fulfill all university requirements for the master's degree. For policies governing all graduate degrees, see AP.6 Graduate Policies (<http://catalog.gmu.edu/policies/academic/graduate-policies/>)

BAM-MS Business Analytics Pathway Admission Requirements

Applicants in all graduate programs at George Mason University must meet the admission standards and application requirements for graduate study as specified in Graduate Admissions Policies and Bachelor's/ Accelerated Master's Degree policies. For information specific to this accelerated master's program, see the Costello College of Business website (<https://business.gmu.edu/programs/graduate/admissions/>).

Students will be considered for admission into the BAM pathway after completion of a minimum of 60 credits and additional unit-specific criteria.

Students who are accepted into the BAM pathway will be allowed to register for graduate-level courses after successful completion of a minimum of 75 undergraduate credits, MSBA 601 (0 credit hour primer course), and course specific pre-requisites.

Accelerated Master's Admission Requirements

Students already admitted in the BAM pathway will be admitted to the MS in Business Analytics program if they have met the unit-specific criteria, found here (<https://business.gmu.edu/programs/graduate/admissions/>) and as verified on the Bachelor's/ Accelerated Master's Transition form.

BAM MS in Business Analytics Pathway Requirements

Students who are accepted into the MSBA BAM pathway will be allowed to register for graduate level courses after successful completion of a minimum of 75 undergraduate credits and MSBA 601 (0 credit hour primer course).

To maintain the integrity and quality of both the undergraduate and graduate degree programs, undergraduate students interested in taking graduate courses choose from the following:

Code	Title	Credits
Advanced Standing courses (up to 12 credits; grade of B- or better required):		
MSBA 610	Essentials for Business Analytics: From Data Ethics to Data Driven Decision-making	3
MSBA 615	Database Management for Business Analytics	3
MSBA 618	Programming for Business Analytics	3
MSBA 625	Exploratory Data Analysis and Visualization	3

These advanced standing courses can count as Reserve Credit courses (up to 6 credits) instead.

For more detailed information on coursework and timeline requirements, see AP.6.7 Bachelor's/ Accelerated Master's Degree (<http://catalog.gmu.edu/policies/academic/graduate-policies/#ap-6-7>) policies.

Bachelor's Degree (any)/Finance, Accelerated MS

Overview

This BAM pathway will provide the opportunity for prospective undergraduate students to further their education by offering a specialized accelerated program that helps them develop technical financial skills to fill the projected market demand and have a successful career in a global economy.

Undergraduates may be admitted to the Bachelor's/ Accelerated Master's program (BAM) and obtain a BS/BA in a chosen major and a MS in Finance in an accelerated time-frame after satisfactory completion of a minimum of 141 credits.

See AP.6.7 Bachelor's/ Accelerated Master's Degree (<http://catalog.gmu.edu/policies/academic/graduate-policies/#ap-6-7>) for policies related to this program.

Students in an accelerated degree program must fulfill all university requirements for the Master's degree. For policies governing all graduate degrees, see AP.6 Graduate Policies. (<http://catalog.gmu.edu/policies/academic/graduate-policies/>)

BAM-MS Finance Pathway Admission Requirements

Applicants to all graduate programs at George Mason University must meet the admission standards and application requirements for graduate study as specified in Graduate Admissions Policies and Bachelor's/ Accelerated Master's Degree policies. For information specific to this accelerated master's program, see the Costello College of Business website (<https://business.gmu.edu/programs/graduate/admissions/>).

Students will be considered for admission into the BAM pathway after completion of a minimum of 60 credits and additional unit-specific criteria.

Students who are accepted into the BAM pathway will be allowed to register for graduate-level courses after successful completion of a minimum of 75 undergraduate credits and course specific pre-requisites.

Accelerated Master's Admission Requirements

Students already admitted into the BAM pathway will be admitted to the MS in Finance program, if they have met all the criteria found here (<https://business.gmu.edu/programs/graduate/admissions/>) and as verified on the Bachelor's/ Accelerated Master's Transition form.

BAM MS in Finance Pathway Requirements

To maintain the integrity and quality of both the undergraduate and graduate degree programs, undergraduate students interested in taking graduate courses choose from the following:

Code	Title	Credits
Advanced Standing courses (up to 12 credits; grade of B- or better required):		

MSF 603	Managerial Economics and Decisions of the Firm
MSF 632	Statistical and Quantitative Methods for Finance
MSF 643	Financial Economics and Statement Analysis
MSF 672	Corporate Finance and Governance
MSF 683	Ethical and Professional Standards in Finance

Code	Title	Credits
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Reserve Credit courses (up to 6 credits) taken while an undergraduate and will only count for the graduate degree program:

MSF 603	Managerial Economics and Decisions of the Firm
MSF 632	Statistical and Quantitative Methods for Finance
MSF 643	Financial Economics and Statement Analysis
MSF 672	Corporate Finance and Governance
MSF 683	Ethical and Professional Standards in Finance

For more detailed information on coursework and timeline requirements, see AP.6.7 Bachelor's/Accelerated Master's Degree (<http://catalog.gmu.edu/policies/academic/graduate-policies/#ap-6-7>) policies.

Bachelor's Degree (any)/Management, Accelerated MS

Overview

The BAM pathway will provide the opportunity for prospective undergraduate students to further their education by offering a specialized accelerated program that allows them to pair fundamental business management skills with interdisciplinary coursework tailored to the student's career interests.

Undergraduates may be admitted to a Bachelor's/Accelerated Master's program (BAM) and obtain a BS/BA in a chosen major and an MS in Management (MSM) in an accelerated time frame after satisfactory completion of a minimum of 141 credits.

See AP.6.7 Bachelor's/Accelerated Master's degrees (<http://catalog.gmu.edu/policies/academic/graduate-policies/#ap-6-7>) for policies related to this program.

Students in an accelerated degree program must fulfill all university requirements for the Master's degree. For policies governing all graduate degrees, see AP.6 Graduate Policies (<http://catalog.gmu.edu/policies/academic/graduate-policies/>).

BAM-MS Management Pathway Admission Requirements

Applicants to all graduate programs at George Mason University must meet the admission standards and application requirements for graduate study as specified in Graduate Admissions Policies and Bachelor's/Accelerated Master's Degree Policies. For information specific to this

Accelerated Master's program, see the Costello College of Business website. (<https://business.gmu.edu/masters-in-management/>)

Students will be considered for admission into the BAM pathway after completion of a minimum of 60 credits, and additional unit-specific criteria. Full admission requirements can be viewed at the Costello College of Business website. (<https://business.gmu.edu/>)

Students who are accepted into the BAM pathway will be allowed to register for graduate level courses after successful completion of a minimum of 75 undergraduate credits and all course-specific pre-requisites.

Accelerated Master's Admission Requirements

Students in the BAM pathway will be admitted to the MS in Management program if they have met the unit-specific criteria found here and as verified on the Bachelor's/Accelerated Master's Transition form.

BAM-MSM Pathway Courses

To maintain the integrity and quality of both the undergraduate and graduate degree programs, undergraduate students interested in taking graduate courses choose from the following:

Code	Title	Credits
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Advanced Standing courses (up to 12 credits; grade of B- or better required):

GBUS 613	Financial Reporting and Decision Making
GBUS 623	Marketing Management
GBUS 638	Operations Management
GBUS 643	Managerial Finance
GBUS 653	Organizational Behavior
GBUS 662	Management of Information Technology

For more detailed information on coursework and timeline requirements, see AP.6.7 Bachelor's/Accelerated Master's Degree policies. (<http://catalog.gmu.edu/policies/academic/graduate-policies/>)

Bachelor's Degree (any)/Real Estate Development, Accelerated MS

Overview

The BAM pathway will provide the opportunity for prospective undergraduate students to further their education by offering a specialized accelerated program that allows them to pair fundamental real estate development skills with interdisciplinary coursework tailored to the student's career interests.

Undergraduates may be admitted to a Bachelor's/Accelerated Master's program (BAM) and obtain a BS/BA in a chosen major and a MS in Real Estate Development (MRED) in an accelerated time frame after satisfactory completion of a minimum of 144 credits.

See AP.6.7 Bachelor's/Accelerated Master's degrees (<http://catalog.gmu.edu/policies/academic/graduate-policies/#ap-6-7>) for policies related to this program.

Students in an accelerated degree program must fulfill all university requirements for the Master's degree. For policies governing all graduate degrees, see AP.6 Graduate Policies (<http://catalog.gmu.edu/policies/academic/graduate-policies/>).

BAM-MS Real Estate Development Pathway Admission Requirements

Applicants to all graduate programs at George Mason University must meet the admission standards and application requirements for graduate study as specified in Graduate Admissions Policies and Bachelor's/ Accelerated Master's Degree Policies. For information specific to this Accelerated Master's program, see the Costello College of Business website. (<https://business.gmu.edu/masters-in-management/>)

Undergraduate students will be considered for admission into the MRED BAM pathway after completion of a minimum of 60 credits, FNAN 351, and meeting all academic requirements which can be found on the Costello College of Business (<http://catalog.gmu.edu/colleges-schools/business/real-estate-development-ms/>) page.

Students who are accepted into the MRED BAM pathway will be allowed to register for graduate level courses after successful completion of a minimum of 75 undergraduate credits and all course specific prerequisites.

Accelerated Master's Admission Requirements

Students in the BAM pathway will be admitted to the MS in Real Estate Development program if they have met the unit-specific criteria found here and as verified on the Bachelor's/Accelerated Master's Transition form.

BAM-MS in Real Estate Development Pathway Courses

Students who are accepted into the MRED BAM pathway will be allowed to register for graduate level courses after successful completion of a minimum of 75 undergraduate credits.

To maintain the integrity and quality of both the undergraduate and graduate degree programs, undergraduate students interested in taking graduate courses choose from the following:

Advanced Standing:

Code	Title	Credits
Advanced Standing courses (up to 12 credits; grade of B- or better required):		
REAL 605	Policy and Planning of the Built Environment	3
REAL 615	Brokerage and Market Analysis	3
REAL 625	Financial Analysis and Valuation	3
REAL 635	The Development Process	3

Reserve Credit:

Code	Title	Credits
Reserve Credit courses (up to 6 credits; grade of B- or better is required):		
REAL 605	Policy and Planning of the Built Environment	3
REAL 615	Brokerage and Market Analysis	3
REAL 625	Financial Analysis and Valuation	3
REAL 635	The Development Process	3