**Entrepreneurship Minor**

**Banner Code:** ENTR

**Academic Advising**

Phone: 703-993-1880  
Email: masonbus@gmu.edu

**Administration**

- David Gallay, Assistant Director, School of Business Minor Programs

This minor will prepare students to exploit potential entrepreneurial opportunities while allowing them to explore different interests they have in the entrepreneurial realm.

**Admissions & Policies**

**Policies**

Students must complete five courses for a total of 15-18 credits. Students must earn credit for the two required courses and can pick three courses of electives. At least eight credits must be unique to the minor and not applied toward any other major, minor, or concentration. Students must achieve a grade of C or better in each course that is applied toward the minor. For policies governing all minors, see AP.5.3.4 Minors.

The School of Business residency requirement for this minor supersedes the university requirement: at least nine credits must be earned at Mason.

**Requirements**

**Minor Requirements**

Total credits: 15-18

**Required Courses**

Business major students should take:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 451</td>
<td>Introduction to Entrepreneurship</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Credits 3

Non-business major students should take one of the following courses:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBUS 304</td>
<td>Entrepreneurship: Starting and Managing a New Enterprise</td>
<td>3</td>
</tr>
<tr>
<td>or IT 495</td>
<td>Turning Ideas into Successful Companies</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Credits 3

All students must take the following course:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGMT 452</td>
<td>Experiential Entrepreneurship</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Credits 3

**Electives**

Select three courses from any of the following interests: 9

**Commercial Entrepreneurship Courses:**
- ACCT 311 Managerial and Cost Accounting
- ACCT 351 Taxation and Managerial Decision Making
- MGMT 453 Starting a Business
- OM 493 Management of Technology Projects
- OM 320 Supply Chain Management in a Global Economy
- FNAN 341 Introduction to Firm Valuation
- FNAN 431 Venture Capital and Private Financing of Startups
- MKTG 352 Marketing Analytics for New Product Development
- MKTG 353 New Product Development
- MKTG 313 Advertising and Marketing Communications

**Social Innovation Courses:**
- GOVT 353 Social Entrepreneurship
- MGMT 454 Social Impact and Entrepreneurship
- PSYC 335 Psychology of Creativity and Innovation
- PHIL 305 Business Ethics
- GOVT 358 Nonprofit Financial Planning
- EVPP 480 Sustainability in Action (Mason Core)
- INTS 331 The Nonprofit Sector (Mason Core)
- INTS 431 Principles of Fund Raising

**Other Entrepreneurship Electives:**
- BENG 451 Translation and Entrepreneurship in Bioengineering
- IT 343 IT Project Management

Total Credits 9