GOVERNMENT CONTRACTING MINOR

Banner Code: GOVC

Academic Advising
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Administration

* Jeremy Plotnick, Director of Minor Programs

The government contracting market sector is huge. At the federal level, alone, the U.S. General Accountability Office reported that annual obligations through contracts for goods and services exceeded $430 billion. Many of the federal agencies that contract for goods and services, as well as the contractors that carry out those contracts, are in the Washington DC metropolitan area. There is a need to prepare those Business School students who seek careers in government agencies or with government contractors with the skills and knowledge to promote success in their careers. A minor in government contracting will meet this need by providing students with an understanding of the best practices, processes, and methodologies of government contracting. Students will gain this understanding from a government agency’s perspective, as well as from a government contractor’s perspective.

Admissions & Policies

Policies
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 (http://catalog.gmu.edu/policies/academic/undergraduate-policies/#ap-5-3-4). 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

Required Courses

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUS 315</td>
<td>Introduction to the Government Contracting Industry</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 307</td>
<td>Federal Government Marketing</td>
<td>3</td>
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Total Credits 6

Electives

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACCT 320</td>
<td>Introduction to Government Accounting</td>
<td>1</td>
</tr>
<tr>
<td>ACCT 472</td>
<td>Government and Not-for-Profit Accounting</td>
<td>1</td>
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</tbody>
</table>

1 Students may not earn elective credit for both ACCT 320 and ACCT 472 (students must choose one). ACCT 320 is recommended for non-Accounting students and ACCT 472 is recommended for Accounting students.