

# REAL ESTATE DEVELOPMENT MINOR

**Banner Code:** REAL

## Academic Advising

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## Administration

- Jeremy Plotnick, Director of Minor Programs

The Real Estate Development Minor provides a range of courses that delve into core aspects of the real estate industry including finance, urban planning, negotiations and selling, and construction. In addition to the two required courses, students can select from multiple elective courses offered by several schools. The electives are divided into three primary tracks, which are: Real Estate Development, Entrepreneurship, and Urban Planning.

## 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 AP5.3.4 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

Code	Title	Credits
FNAN 351	Principles of Real Estate	3
FNAN 454	Real Estate Development	3
Total Credits		6

#### Electives

Code	Title	Credits
Select three courses from the following: <sup>1</sup>		9

##### Real Estate Development Track

BUS 492	Internship in Business
CEIE 370	Construction Systems
FNAN 451	Real Estate Finance
GGG 357	Urban Planning
MGMT 463	Negotiations in Organizations
MKTG 310	Consultative Selling

##### Entrepreneurship Track

BUS 492	Internship in Business
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MGMT 451	Introduction to Entrepreneurship	
MGMT 453	Starting a Business	
MGMT 463	Negotiations in Organizations	
MGMT 464	Teamwork and Interpersonal Skills	
MKTG 310	Consultative Selling	
<b>Urban Planning Track</b>		
BUS 492	Internship in Business	
GGG 357	Urban Planning	
or GOVT 357	Urban Planning	
GGG 463	RS: GIS Analysis and Application	
GOVT 464	Issues in Public Policy and Administration	
Total Credits		9

- <sup>1</sup> Students may select three elective courses from one track, or from a combination of tracks.