REAL ESTATE DEVELOPMENT MINOR

Banner Code: REAL

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

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 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>FNAN 351</td>
<td>Principles of Real Estate</td>
<td>3</td>
</tr>
<tr>
<td>FNAN 454</td>
<td>Real Estate Development</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>Total Credits</td>
<td>6</td>
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</tbody>
</table>

Electives

Select three courses from the following: 1

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
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<tbody>
<tr>
<td>BUS 492</td>
<td>Internship in Business</td>
</tr>
<tr>
<td>CEIE 370</td>
<td>Construction Systems</td>
</tr>
<tr>
<td>FNAN 451</td>
<td>Real Estate Finance</td>
</tr>
<tr>
<td>GGS 357</td>
<td>Urban Planning</td>
</tr>
<tr>
<td>MGMT 463</td>
<td>Negotiations in Organizations</td>
</tr>
<tr>
<td>MKTG 310</td>
<td>Consultative Selling</td>
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</tbody>
</table>

1 Students may select three elective courses from one track, or from a combination of tracks.

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

Urban Planning Track

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<tr>
<td>BUS 492</td>
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<tr>
<td>GGS 357</td>
<td>Urban Planning</td>
</tr>
<tr>
<td>or GOVT 357</td>
<td>Urban Planning</td>
</tr>
<tr>
<td>GGS 463</td>
<td>RS: GIS Analysis and Application</td>
</tr>
<tr>
<td>GOVT 464</td>
<td>Issues in Public Policy and Administration</td>
</tr>
<tr>
<td></td>
<td>Total Credits</td>
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</tbody>
</table>