

# GOVERNMENT CONTRACTING MINOR

**Banner Code:** GOVC

## Academic Advising

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## Administration

- Jeremy Plotnick, Director of Minor Programs

Government contracting is an enormous market sector valued in the hundreds of billions of dollars. Many of the federal agencies that contract for goods and services, as well as the contractors that fulfill those contracts, are in the Washington DC metropolitan area. Both government and private sector organizations have a growing need for graduates with specialized skills and knowledge related to the business of government contracting. 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. Specific concepts covered include marketing to the federal government, US government accounting systems, and government procurement systems. Students will gain this understanding from both the government's and the contractor's perspective.

MGMT 413	Organizational Development and Management Consulting	
MIS 431	Data Mining for Business Applications	
OSCM 320	Supply Chain Management in a Global Economy	
OSCM 465	Government Contracting and Procurement	
<b>Total Credits</b>		<b>9</b>

## 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
BUS 315	Introduction to the Government Contracting Industry	3
MKTG 307	Federal Government Marketing	3
<b>Total Credits</b>		<b>6</b>

#### Electives

Code	Title	Credits
Choose 3 of the following courses:		
ACCT 472	Government and Not-for-Profit Accounting	
FNAN 341	Introduction to Firm Valuation	