

# MANAGEMENT, BS

**Banner Code:** BU-BS-MGMT

## Academic Advising

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## Administration

- Richard Klimoski, Chair, Management Area and Director, Faculty Research

The BS in Management (MGMT) prepares students to take leadership, management, and entrepreneurial roles in the public and private sectors. Students learn such skills as strategic thinking, motivating and managing nationally and internationally diverse workforces, building and leading team efforts, negotiating successfully, and instituting planned change in organizations.

## Admissions & Policies

### Policies

#### Academic Policies

Students should become familiar with the university's general academic policies in addition to those specific to each academic unit.

#### E-mail

George Mason University uses only Mason e-mail accounts to communicate with enrolled students. Students should activate their Mason e-mail, use it to communicate with their school/department/program and other administrative units, and check it regularly for important information.

#### Study Elsewhere Policy

A student who has matriculated at Mason may transfer a limited number of hours (9 for undergraduates, 6 for graduates) of coursework in School of Business disciplines from another institution (not including registration through the Consortium of Universities of the Washington Metropolitan Area or coursework completed through the Center for Global Education). Any course attempted elsewhere must take place more than 50 miles from the George Mason University Fairfax campus.

Special instructions for School of Business students: courses that are attempted at a two-year institution may not be used to fulfill upper-level requirements. Any course that a student wished to transfer to fulfill major or graduate-level course requirements in the School of Business must be attempted at an institution accredited by the Association to Advance Collegiate Schools of Business (AACSB).

For additional information, see AP.1.4.2 Permission to Study Elsewhere.

#### Undergraduate Internship Policy

The School of Business recognizes the importance of experiential education in both learning to apply theory to practice and positioning students for success in their careers. Because the School of Business is committed to supporting students' professional success, the School requires that all student internships for credit be registered with the School of Business as either BUS 492 Undergraduate

Internship or ACCT 492 Internship in Accounting. Students may enroll in a maximum of 6 credits for these courses. For students in catalog years Fall 2016 and beyond, one internship course may apply to the major, and a second internship course would apply as elective credit. For students in catalog years prior to Fall 2016, a maximum of 6 credits of internship may apply to general electives.

#### Termination from the Major

A grade of C or higher is required in each of the School of Business listed core courses. Students will not be permitted to make more than three attempts to achieve a C or higher in the following School of Business core courses:

- ACCT 303 Accounting for Decision Making or ACCT 330 Financial Accounting I
- BULE 303 Legal Environment of Business
- BUS 303 Develop Professional Skills II: Advanced Elements
- FNAN 303 Financial Management
- MGMT 303 Principles of Management
- MIS 303 Introduction to Business Information Systems (Mason Core)
- MKTG 303 Principles of Marketing
- OM 303 Operations Management

Those who do not successfully complete these core courses within three attempts will be terminated from their major and will not be eligible to receive a degree from the School of Business. Students terminated from the School of Business are prohibited from enrolling in any School of Business course. Students terminated from the School of Business are permitted to declare a business minor. For more information about this, see AP.5.2.4 Termination from the Major.

#### University Consortium

Students should review university policies regarding the University Consortium under Special Registration Procedures in the Academic Policies section of this catalog. Students who have attempted or failed a course at Mason are not permitted to take the equivalent course through the consortium under any circumstance. All consortium registration requests must be submitted to the dean's office at least 3 weeks prior to the first day of classes for the relevant semester at Mason.

Any consortium course that a student wishes to register for to fulfill major or graduate-level course requirements in the School of Business must be attempted at an institution accredited by the Association to Advance Collegiate Schools of Business (AACSB).

#### Undergraduate Course Overload Policy

The School of Business recommends that undergraduate students attempt no more than 18 credits in an academic semester and no more than 14 credits in a summer term. Students wishing to attempt more than 18 credits must submit a Permission to Overload form to their academic advisor.

To be eligible for a course overload, a student must fulfill all of the following criteria:

- At least a 3.0 cumulative GPA at Mason
- Have completed all courses successfully in his/her previous semester with no Fs or incompletes (IN)

- Complete the Permission to Overload form and obtain an academic advisor's signature

Freshmen and transfer students in their first semesters are not given permission for overloads as they have yet to establish an academic record at George Mason University.

If approved for an overload, the student is responsible for adding the additional class(es) and paying for the related tuition by the official university deadlines.

## Appeals Process

The School of Business strives to maintain policies and procedures that are consistent with those of the University, as well as in the best interest of our students. If you have any questions concerning a particular policy or procedure, please contact the Office of Student Success & Academic Services, Room 008 of Enterprise Hall (703-993-1880) or visit [business.gmu.edu](http://business.gmu.edu) (<http://business.gmu.edu>).

## Courses Excluded from any School of Business BS Degree

Code	Title	Credits
SWE 401	Internship Reflection	1
MUSI 394	Ethnomusicology Internship	1-4
COMM 450	Internship in Communication	3
FAVS 450	Internship in Film and Video Studies	3
GOVT 480	Internship	3
MUSI 496	Internship	2-6
CONF 370	Internship Field Experience	1-9
PHIL 306	Philosophy Internship	3
RELI 426	Religious Studies Internship	3
ARTH 393	Art History Internships	3-6
GCH 498	Global and Community Health Internship	3,6
GAME 491	Internship	3-4
HAP 498	Health Administration Internship (Mason Core)	4
HDFS 499	Advanced Internship Analysis in Human Development and Family Science	3
EVPP 494	Internship	1-3
ENGH 459	Internship	1-3
MUSI 395	Teaching Internship	1-4
INTS 290	Internship	1-6
INTS 390	International Internship	1-6
INTS 490	Internship	1-6
ECON 498	Internship	3-6
ASTR 409	Astronomy Internship	3
SPMT 490	Internship (Mason Core)	12
TOUR 490	Hospitality, Tourism, and Events Management Internship (Mason Core)	12
CLIM 409	Research Internship	3
CHIN 490	Internship in Chinese Studies	1-9
CONS 498	Internship	1-3
THR 455	Theater Education Internship	6-12
AFAM 490	Internship	2-6
KINE 490	Kinesiology Internship III (Mason Core)	12
AMGT 489	Internship in Arts Management	1-4

HDFS 498	Internship and Analysis in Human Development and Family Science	3
ANTH 495	Internship	1-6
PRLS 490	Recreation Management Internship (Mason Core)	12
GGG 480	GGG Internship	1-3
SPAN 490	Internship in Spanish	1-6
AVT 489	Internship in Art and Visual Technology	1-6
USST 490	Internship	3
WMST 400	Internship in Women and Gender Studies	1-3
CDS 491	Internship	1-3
HHS 480	Research Internship in Health and Human Services	3
CRIM 480	Internship	6-12
HIST 399	Internship	1-9
RHBS 490	RS: Clinical Research Internship	3
LAS 490	Internship	1-6
HAP 480	Research Internship in Health and Human Services	3
KINE 341	Kinesiology Internship I	3
SOCW 480	Research Internship in Health and Human Services	3
MUSI 495	Internship in Music Education (Mason Core)	6-12
KINE 441	Kinesiology Internship II	3
PHYS 409	Physics Internship	3
HHS 492	RS: Internship in Clinical Research	3
SOCI 416	Internship in Sociology	1-6
FRLN 490	Internship in Foreign Language Studies	1-6
ENGR 395	Engineering Internship	3
GEOL 480	Internship	1-3
AVT 453	Professional Practices	3
CVPA 489	Field Experience in the Arts	3-6
GLOA 495	Global Experiential Learning	1-18
KINE 330	Seminar in Kinesiology	3
ECED 490	Internship in Early Childhood Education	1-6
FRSC 406	Forensic Intership	3

## Requirements

### Degree Requirements

Total credits: 120

School of Business students pursuing a BS degree must complete a minimum of 120 credits, including the Mason Core requirements, business foundations, business core and major requirements. In addition, the following requirements must be met:

- A minimum of 45 credits at the 300- or 400-level.
- A minimum of 30 credits of School of Business core and major courses at Mason.
- At least 9 credits required for the specific major and BUS 498 Capstone Course: Advanced Business Models (Mason Core) taken at Mason.

- A grade of C or higher earned in the business foundations, business core and major requirements.

Students should carefully examine prerequisites for School of Business courses. Students may be removed from a course if they enroll without having fulfilled the prerequisites.

### Mason Core Requirements

School of Business students must complete the Mason Core requirements, plus 1 additional credit of natural science (the School of Business natural science requirement must be fulfilled by completing two 4-credit laboratory sciences). Some Mason Core requirements may already be fulfilled by the major requirements listed below. Students are strongly encouraged to consult their advisors to ensure they fulfill all remaining Mason Core requirements.

Code	Title	Credits
<b>Foundation Requirements</b>		
	Written Communication	6
	Oral Communication	3
<b>Core Requirements</b>		
	Arts	3
	Literature	3
	Natural Science <sup>1</sup>	8
	Western Civilization/World History	3
Total Credits		26

<sup>1</sup> School of Business students required to complete 8 credits of natural science by completing two 4-credit laboratory sciences.

Note:

Remaining Mason Core requirements are fulfilled with major coursework.

### Business Foundations

Code	Title	Credits
ACCT 203 or ACCT 204	Survey of Accounting Honors Survey of Accounting	3
BUS 100	Business and Society (Mason Core)	3
BUS 103	Develop Professional Skills I: Foundational Elements	3
BUS 200	Global Environment of Business (Mason Core)	3
BUS 210	Business Analytics I	3
BUS 310	Business Analytics II	3
ECON 103	Contemporary Microeconomic Principles (Mason Core)	3
ECON 104	Contemporary Macroeconomic Principles (Mason Core)	3
Select one from the following: <sup>1</sup>		3-4
MATH 108	Introductory Calculus with Business Applications (Mason Core)	
MATH 113	Analytic Geometry and Calculus I (Mason Core)	
MATH 114	Analytic Geometry and Calculus II	
HNRT 225	Applied Calculus	
Total Credits		27-28

<sup>1</sup> MATH 108 Introductory Calculus with Business Applications (Mason Core) or MATH 113 Analytic Geometry and Calculus I (Mason Core) satisfies the Mason Core quantitative reasoning requirement.

### Business Core

A grade of C or higher is required in each of the School of Business listed core courses.

Code	Title	Credits
ACCT 303 or ACCT 330	Accounting for Decision Making <sup>1</sup> Financial Accounting I	3
BULE 303	Legal Environment of Business <sup>1</sup>	3
BUS 303	Develop Professional Skills II: Advanced Elements <sup>1</sup>	3
FNAN 303	Financial Management <sup>1</sup>	3
MGMT 303	Principles of Management <sup>1</sup>	3
MIS 303	Introduction to Business Information Systems (Mason Core) <sup>1</sup>	3
MKTG 303	Principles of Marketing <sup>1</sup>	3
OM 303	Operations Management <sup>1</sup>	3
Total Credits		24

<sup>1</sup> Students will not be permitted to make more than three attempts to achieve a C or higher in this course. Those who do not successfully complete these core courses within three attempts will be terminated from their major and will not be eligible to receive a degree from the School of Business. Students terminated from the School of Business are prohibited from enrolling in any School of Business course. Students terminated from the School of Business are permitted to declare a business minor. For more information about this, see AP.5.2.4 Termination from the Major.

### General Electives

Code	Title	Credits
Select 18-19 credits <sup>1</sup>		18-19
Total Credits		18-19

<sup>1</sup> General electives may be selected from any University or School of Business course, except courses designated for the Business minor (MBUS). Credits awarded as Associate Degree Elective Credit (ADEC) as part of a student's transfer evaluation are also excluded from general electives.

### Major Requirements in Management

#### Required Courses

MGMT 313	Organizational Behavior	3
MGMT 321	Introduction to Human Resource Management	3

#### Electives Courses

Select 15 credits from the following list to fulfill the elective requirement as well as any other 300-400 level MGMT courses <sup>1</sup>		15
MGMT 412	Diversity in Organizations	
MGMT 413	Organizational Development and Management Consulting	
MGMT 421	Advanced Human Resource Management	

MGMT 431	The Legal Environment for Employee and Labor Relations	
MGMT 441	International Strategy	
MGMT 451	Introduction to Entrepreneurship	
MGMT 452	Experiential Entrepreneurship	
MGMT 453	Starting a Business	
MGMT 454	Social Impact and Entrepreneurship	
MGMT 461	Cross Cultural and Global Management	
MGMT 462	Honors Seminar in Management (Topic Varies)	
MGMT 463	Negotiations in Organizations	
MGMT 464	Teamwork and Interpersonal Skills	
MGMT 471	Competitive Strategy	
MGMT 491	Current Topics in Management	
MGMT 499	Independent Study	
BULE 402	Commercial Law	
BUS 492	Undergraduate Internship	

Total Credits 21

<sup>1</sup> Except MGMT 301 People and Organizations or MGMT 303 Principles of Management or MGMT 312 Principles and Practices of Management or MGMT 313 Organizational Behavior

## Capstone

Students must successfully complete all Business Core courses to be eligible to enroll in BUS 498 Capstone Course: Advanced Business Models (Mason Core).

BUS 498	Capstone Course: Advanced Business Models (Mason Core)	3
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Total Credits 3

## Notes:

Management majors may focus their careers in several areas. In selecting five elective courses, students may want to consider a likely career path. Recommended courses for three possible careers are provided below.

### Human Resource Management

MGMT 421	Advanced Human Resource Management	3
MGMT 431	The Legal Environment for Employee and Labor Relations	3

### Management Consulting

MGMT 412	Diversity in Organizations	3
MGMT 463	Negotiations in Organizations	3
MGMT 464	Teamwork and Interpersonal Skills	3

### Entrepreneurship

MGMT 451	Introduction to Entrepreneurship	3
MGMT 452	Experiential Entrepreneurship	3
MGMT 453	Starting a Business	3
MGMT 454	Social Impact and Entrepreneurship	3
BULE 402	Commercial Law	3

## Honors Seminar

Students with a GPA of at least 3.00 are offered the opportunity to further distinguish their record by participating in MGMT 462 Honors Seminar

in Management (Topic Varies), which addresses a key contemporary management issue in an intensive small group format.

To be eligible for enrollment in MGMT 462 Honors Seminar in Management (Topic Varies), students must be a declared management major, have a cumulative GPA of at least 3.00 with a minimum of 75 semester hours of course work, have a minimum GPA of 3.00 in course work completed for the management major, and be recommended by faculty. The class size of the Honors Seminar will be kept small. If the number of interested and qualified students exceeds the number of available spots, management area faculty will select the most qualified students to participate.

## Second Majors in Management

Students declaring a second major in Management must complete the two required courses and four elective courses for the major.

## Honors

### Honors in the Major

The Management Honors Program in the School of Business provides highly motivated students majoring in management with an enriched academic experience integrating curricular, co-curricular and extra-curricular development. Admission to the Honors Program is by invitation only. Students who have been found responsible for an Honor Code violation are not eligible for the program.

### Admission Requirements

- Minimum 3.0 cumulative GPA and 3.5 GPA in the major
- Submission of a personal statement/essay (topic to be determined)
- Two academic/professional references
- Once admitted to the program, students with a cumulative GPA below a 3.0 will be dropped from the program.

### Curricular Requirements

- MGMT 303 Principles of Management earning a grade of A- or better.
- A grade of B or better in Business Core curriculum courses:
 

ACCT 303	Accounting for Decision Making	3
or ACCT 330	Financial Accounting I	
BULE 303	Legal Environment of Business	3
BUS 303	Develop Professional Skills II: Advanced Elements	3
FNAN 303	Financial Management	3
MKTG 303	Principles of Marketing	3
MIS 303	Introduction to Business Information Systems (Mason Core)	3
OM 303	Operations Management	3

### Co-Curricular or Work Experience Requirements

The student must complete ONE of the following in addition to the curriculum requirements:

- MGMT 462 Honors Seminar in Management (Topic Varies) (Honors seminar traditionally offered each Spring.)
- Study abroad (e.g., Aachen Dual Degree, Oxford Honors, China, South America)

- Internship (Internships where no credit is earned also qualify, if approved by the Management Honors Program administrator.)
- Research paper/Thesis as an independent study (MGMT 499 Independent Study) course (e.g., faculty research, Mason undergraduate apprentice program, QEP.)

### **Extra-Curricular Requirements**

The student must show a high degree of engagement in a School of Business student organization, or other on-campus student organization, preferably in a leadership role.

Requirements for students to obtain the honors designation:

- Honors students must graduate with a minimum 3.0 cumulative GPA and 3.5 GPA in the MGMT major.
- Honors students must meet all curricular, co-curricular, and extra-curricular requirements mentioned above at graduation.