

# The Peter J. Tobin College of Business

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## Objectives

The Peter J. Tobin College of Business prepares graduates for rewarding managerial and professional careers.

Its educational programs combined with progressive technology provide the practical experience, solid knowledge base, strong ethical foundation and global perspective graduates need to make immediate and valuable contributions as business professionals.

The Tobin College of Business faculty carries out its responsibility for this preparation through excellence in teaching, supported by a commitment to applied business research.

## Professional Accreditation

This College is a professional school concerned with education in the theory and practice of business administration. It is accredited by the AACSB International—The Association To Advance Collegiate Schools of Business. AACSB International is recognized by the Council on Postsecondary Accreditation and by the U.S. Department of Education as the sole accrediting agency for bachelor's and master's degree programs in business administration. The Tobin College of Business is one of the fewer than 20% of business programs in the world that have attained this prestigious accreditation. The accounting programs at the Tobin College of Business hold specialized accounting accreditation by AACSB International.

Accreditation standards have evolved to meet the contemporary needs of business, the professions, government, and graduate and professional schools. By meeting and maintaining the required level of quality for accreditation in professional education for accounting, business and management, the Masters of Business Administration program of the Tobin College of Business constitutes a sound choice for both the prospective student and for those persons responsible for recruiting students with professional preparation in business administration. AACSB International standards include an evaluation of faculty adequacy and competence, admissions standards and caliber of the student body, library facilities, computer equipment, financial support of the institution, and the content and breadth of both the professional and non-professional curricular requirements. The professional curriculum in an AACSB International accredited school stresses a working knowledge of the major areas of business activity, proficiencies in the use of analytical techniques in arriving at logical solutions to management problems, and an appreciation for and dedication to the social and ethical responsibilities of the business manager.

## Honor Societies and Programs

### M.B.A. HONORS

An M.B.A. with honors is awarded to students who have an overall cumulative graduate index of 3.5, and in addition write an acceptable research-oriented thesis.

### Beta Alpha Psi

Beta Alpha Psi is the national honor society for financial information students and professionals. The primary objective of Beta Alpha Psi is to encourage and give recognition to scholastic and professional excellence in the business information field. This includes promoting the study and practice of accounting, finance and information systems providing opportunities for self development, service and association among members and practicing professionals and encouraging a sense of ethical, social and public responsibility.

### Beta Gamma Sigma

The Tobin College of Business hosts the Iota chapter of Beta Gamma Sigma, the officially designated honor society of AACSB International. This chapter has been in existence since 1968. To be considered for membership, a student must have graduated or be a candidate for graduation in the current academic year. The election to membership during the spring semester is from the upper 20 percent of the group described above but in no instance will the overall cumulative index be allowed to fall below a 3.75 on the 4.0 scale.

### Gamma Iota Sigma

The School of Risk Management hosts the Alpha Iota Chapter of this fraternity society, which was established in 1965 to promote, encourage, and sustain student interest in insurance, risk management, and actuarial science as professions; to encourage the high moral and scholastic attainments of its members; and to facilitate interaction of educational institutions and industry by fostering research activities, scholarship, and improved public relations. The Alpha Iota Chapter has been in existence since 1991. The Chapter offers multiple fora for members to interact with and learn from industry leaders, to contacts with students in other chapters, and to offer community services.

### Omicron Delta Epsilon

The Theta Chapter of Omicron Delta Epsilon, the International honor society in economics, was established at St. John's in 1958. The Theta Chapter is an active honor society, striving to broaden the student's professional interest in economics. Several times each year, Omicron invites working specialists from the

business and financial community to speak on topical problems in their fields of interest. New members are formally inducted in the spring semester of each academic year.

## Sigma Iota Epsilon

Sigma Iota Epsilon is the national scholastic honor society in management. Its general purpose is two-fold: to encourage and recognize scholarly excellence and to promote cooperation between the academic and practical aspects of management. Membership is open to students interested in management who have an overall GPA of 3.25 and have completed at least 12 graduate credits which must include at least two management courses.

## Graduate Executive-in-Residence Program

Larry W. Boone, Ph.D.  
*Associate Professor and Director*

The Executive-in-Residence Program substitutes for Management 700 which is required of all M.B.A. students. Admission to the program is by invitation only. Students who wish to participate in the program must meet the following criteria:

1. The requirements for enrollment in Management 700.
2. A minimum grade point index of 3.5.
3. Successfully complete an interview with the Program Director.

The Executive-in-Residence Program is designed to provide a forum for interaction between practicing executives and the business student in order to:

- Improve student analytical skills
- Improve student written and oral communication skills
- Provide additional practical insights into the issues which were examined in previous coursework
- Provide students with the ability to develop effective strategic and business plans

Students, after meeting with organizational executives, work in teams to develop strategic and/or business plans which are then presented to company executives. Participating organizations have included PricewaterhouseCoopers, The Thompson Corporation (a large British conglomerate), KPMG Consulting, Standard & Poors, Deloitte, Keyspan Energy and ADP, Inc. Participating executives have included the chief executive officers, chief financial officers, senior partners, marketing vice presidents, etc.

The Executive-in-Residence Program (EIRP) offers the challenge of independent and cooperative research and analysis as well as providing for the development of individual initiative. Further details may be obtained at the web site <http://www.sju.stjohns.edu/eirp>.

## Asset Management Program

Thomas Liaw, Chair  
*Economics and Finance*

The Student Managed Investment Fund was established as part of the graduate curriculum in Fall 2002. In this program funds are invested by students in listed securities of their choosing under the supervision of faculty and advisory alumni. This program provides students with practical experience in asset and portfolio management, equipping them to become immediate contributors to trading or portfolio management activities upon completion of their degree program.

Students interested in taking this course should contact the Chair of the Economics and Finance department to schedule an interview.

## London Seminar (FIN 700)

Each May a group of selected students have the opportunity to study finance and interact with financial executives from various financial houses in London, England. For further information please contact the finance department. A detailed description of this course is located in this bulletin under the finance section of course descriptions.

## Financial Lab

The Financial Information Lab is a facility whose goal is to enhance the educational and research missions of the Tobin College of Business. The room is equipped with state-of-the-art databases and analytical software tools including Bloomberg and FactSet, 3 LCD screens, a securities markets tracker, 3 overhead projectors, a six time-zone clock, a fully-functional audio-visual podium and a room-length whiteboard projection surface. Its dual-purpose design allows the Lab to serve either as a classroom or as a business research worklab. Professors can bring their students in for selected class sessions which are enhanced by the Lab's features, or they can leverage the Lab's tools to create coursework that provides students with real-world problems and situations to better develop their business critical-thinking skills.

## Thesis Alternative

The master's thesis integrates academic knowledge and technical skills by employing them in a research task. It aims to widen and deepen the student's understanding of the broad problems of business by systematic investigation and explanation. The thesis itself takes the form of a written report on a faculty-supervised research undertaking. It provides an opportunity to plan and execute a research study while responding creatively to an intellectual challenge determined by the student's own interests.

The six-credit thesis option (901/902) is strongly recommended by the Tobin College of Business for students with a cumulative graduate index of 3.5 or better or who seek to explore select subject matter of their specializa-

tion in great length. The student choosing the thesis option should contact the Chairperson of his/her major department to develop academic program specifics once he/she has gained a commitment from a full-time faculty member to act as his/her mentor.

## Academic Information

### Application

In order for an application to be considered, the applicant should submit the following to the Office of Graduate Admissions at the campus he/she plans to attend:

- A completed application
- Official transcripts from all colleges and universities previously attended (foreign documents must be accompanied by a certified English translation)
- Results of the Graduate Management Admission Test (GMAT)
- Two letters of recommendation
- A written statement outlining the applicant's objectives for seeking admission and future plans in relation to graduate business study
- An official score report of the TOEFL examination is required of all applicants with degrees from foreign colleges and universities. Students found to be deficient in the English language may be required to complete a University sponsored English placement exam prior to the start of their studies.
- Resume

### Graduate Management Admission Test (GMAT)

As part of the admission requirements, all applicants for the M.B.A. program are required to take the Graduate Management Admission Test (GMAT). The score on this test must be reported to The Tobin College of Business Office of Admissions.

Information regarding the GMAT may be obtained from the Educational Testing Service, Box 6103, Princeton, New Jersey 08541-6103 or from the Graduate Management Admission Council (GMAC) Web site [www.gmac.com](http://www.gmac.com) or from the Office of Graduate Admissions at the Tobin College of Business.

### English Language Requirements

Foreign students entering The Peter J. Tobin College of Business with an F-1 or J-1 visa must take the English Language Placement Test. If they are found to be deficient in the above, they must successfully complete the ESL (written and speech) program prior to beginning the second year of their graduate program. The exam is administered by the English as a Second Language Program.

## Time Limitation

In general, courses are on a cycle of two years for the master's degree. Students who are unable to devote their full time to graduate study may extend the time for completing the degree beyond this two-year span. However, all requirements for the degree must be completed within five years.

## Maintaining Matriculation

Master of Business Administration students not registered for courses during a semester must maintain matriculation in order to return to the program for their remaining courses. A fee of \$50 per semester is required to maintain matriculation. A student may only maintain matriculation for two consecutive semesters. Thereafter, a student must reapply to the program.

## Attendance Policy

The college expects full attendance from all enrolled students and as such the college does not have an allowable excuse policy.

## Graduate Assistantships

The College offers a number of highly competitive graduate assistantships to new incoming students whose applications display high levels of academic achievement.

## Curriculum Practical Training for F-1 International Students (CPT)

Students enrolling in ACC605 have the opportunity to do a for-credit internship external to the university in the areas of accounting or finance. CPT is only available prior to the completion of your degree program and you must have an internship offer at the time of application. For further information, international students should contact the International Student Services Office, St. John Hall, Room 116.

## Optional Practical Training for F-1 International Students (OPT)

Upon completion of final classes in satisfaction of degree requirements International Students may apply for OPT which allows students to stay and work in the United States for a period of one year. Students must apply for OPT within 60 days of completion of final classes. Further information is available from the International Students Services Office, St. John hall, Room 116.

## Academic Warning and Probation

A student in the Tobin College of Business is expected to achieve an index of at least 3.0 ("B") grade point average for all work carried each semester and to maintain a 3.0 cumulative grade point average for all work completed/carried in the Tobin College of Business.

A graduate student in the Tobin College of Business will receive an academic probation letter if his/her cumulative grade point average falls below the 3.0 GPA requirement.

## Queens campus:

Computer Information Systems/Decision Sciences

Option I: Decision Sciences

Option II: Computer Information Systems for Managers

Controllershship

Executive Management

Finance

International Business

Marketing Management

Public Accounting (M.B.A. or M.S.)

Accountancy (M.S.)

Taxation (M.B.A. or M.S.)

## Staten Island campus:

Controllershship

Executive Management

Finance

Public Accounting (M.B.A.)

Accountancy (M.S.)

Taxation

## Rome campus:

International Business

International Finance

Marketing Management

## Manhattan campus:

Finance

Risk Management and Insurance

Public Accounting (M.B.A.)

Accountancy (M.S.)

Risk and Insurance (M.S.)

Taxation (M.S.)

## Programs of Study: Master of Business Administration

The Master of Business Administration degree requires the completion of a minimum of 36 credits to a maximum of 54 credits either taken in full-time residence or on a part-time basis. These credits are divided into:

8 required but waivable courses

1 required non-waivable courses

4 concentration elective courses

1 international elective course

1 required capstone course

2 related non-field courses

1 free elective course

The thesis alternative, BA 901/902, is available upon consultation with an academic advisor.

The total number of credits required is determined on an individual basis depending on the applicant's undergraduate background.

It is required that the student request an appointment with a graduate advisor to outline course requirements as soon as possible after admission.

In order to qualify for the M.B.A. degree, a student must complete all courses with a "B" average (3.0/4.0). Each student's progress is regularly monitored according to the procedures and criteria established by the Graduate Committee on Academic Standing. Students may request consideration for a maximum of six transfer credits, with a grade of "B" or higher, from an AACSB International-accredited college or school, provided the courses have equivalent course offerings at St. John's and have been completed within a five-year period from the date of conferral for the M.B.A. degree. Once matriculated, students cannot take courses at other institutions for transfer credit except under unusual circumstances and for not more than six credit hours.

No student may enroll in a course without the proper course prerequisites. All material submitted for waiver of courses must be received for consideration during the student's first semester of study. No consideration is given to material submitted after the completion of the student's first semester of study. Consideration for waiver is only given to courses taken at accredited universities and colleges. A student may satisfy course requirements by passing proficiency examinations administered by the Tobin College of Business. A student may take each proficiency examination once only, which must be the next scheduled offering of the examination at the time of program enrollment.

Students are obligated to make themselves familiar with the rules of the Tobin College of Business contained in this bulletin.

The time demands are substantial to successfully complete courses, gain the required knowledge and skills, do library research and be available for the team meetings and other projects that students are assigned. Therefore

Tobin College of Business graduate students who are employed full-time are not to be permitted to register for more than two classes (six credits) per semester and no more than one class (three credits) in each summer session. The Dean's Office reserves the right to require students to withdraw from a class if there is an overload.

## Admission Requirements: M.B.A. Program

Admission to the M.B.A. program is open only to applicants holding a bachelor's degree from accredited institutions who show promise of success in graduate business studies. Among the criteria used for admission are (1) undergraduate grade point average; (2) performance on the Graduate Management Admission Test (GMAT); (3) junior-senior grade point average; (4) rank in collegiate graduating class; (5) letters of recommendation; (6) statement of professional goals; and (7) resume.

## M.B.A. Programs

### Required Waivable Courses: 24 credits

ACC 503	Financial Reporting
DS 504	Business Statistics
CIS 505	Business Information Technology
ECO 506	Economics for Management
FIN 507	Managerial Finance
MKT 508	Marketing Management
MGT 509	Operations Management
LAW 501	Law, Ethics and Society

### Required Course 3 credits

MGT 502	Organizational Behavior and Business Ethics
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### Concentration Courses: 12 credits

Four courses taken from your area of concentration.

### Related Non-Field Courses: 6 credits

Two courses chosen from outside your area of concentration that have relevance to your field.

### International Elective: 3 credits

One course taken from any discipline that has an international focus.

### Free Elective: 3 credits

One course taken in any area of your choice.

### Capstone Course: 3 credits

One course, MGT 700, in Business Policy.

## Accounting

The goal of the accounting concentration is to supplement the M.B.A. with a level of technical competence that permits entry into the profession of public accountancy or to enter corporate management in the accounting area. At the same time, the basic philosophy of the Tobin College of Business is preserved by utilizing the M.B.A. curriculum to give the student a deeper understanding of management problems and the business firm's position in the economic structure of society. The Peter J. Tobin College of Business was one of the first colleges in the region to gain specialized accreditation for its accounting programs by AACSB International.

The course of study for Certified Public Accountants is governed by New York State laws and regulations issued by the New York State Education Department. In addition to stipulating the number of credits in accounting (33), the State Education Department requires candidates to have sufficient credits in general business (36) and specifies the area that those credits must be taken. The accounting program presented below specifies the courses which the C.P.A. candidate must take to meet the standards for New York State certification. Therefore, students interested in obtaining the C.P.A. license should consult with an accounting advisor to have a course of study arranged which meets the standards for New York State certification.

Students who have majored at the undergraduate level in fields other than accounting may be required to take certain core courses in accounting and/or other fields of business specialization. Such students should consult their accounting advisor for an approved course of study.

### Accounting Scholarships

Accounting and tax students who have completed all prerequisite courses may apply for the following scholarships:

- Bridie and Charles Fitzsimons Endowed and Expendable Scholarships
- Deloitte Endowed and Expendable Scholarships
- Ernst & Young Expendable Scholarships
- PricewaterhouseCoopers Endowed and Expendable Scholarships
- Stanley Shirk KPMG Endowed Scholarships
- Grant Thornton Endowed Scholarship

### Recommended Courses and Prerequisites for M.B.A.—Public Accounting

#### I. Core in Public Accounting (waivable)

ACC 515*	Financial Reporting Concepts and Problems
ACC 630*	Specialized Topics in Financial Reporting
ACC 620	Cost Administration
TAX 610	Individual Tax Planning
* Requires a one-hour workshop	
CIS 505	Business Information Technology

DS 504	Business Statistics
ECO 506	Economics for Management
FIN 507	Management and Finance
MGT 502	Organizational Behavior and Business Ethics (non-waivable)
MGT 509	Operations Management
MKT 508	Marketing Management
LAW 653	Uniform Commercial Codes and Property

#### II. Curriculum in Public Accounting

##### A. Required

ACC 622	Advanced Managerial Accounting
ACC 624	Information Technology Auditing
ACC 632	Critique of Accounting Theory
TAX 635	Business Tax Planning
ACC 625	Accounting Ethics and Professionalism

##### Select the following three courses:

ACC 638**	Advanced Accounting
ACC 639**	Government and Non-Profit Accounting
ACC 623**	Auditing Problems

*\*\*If a student successfully completed an undergraduate course that is substantially equivalent to ACC 623, ACC 638, or ACC 639, then that student must select instead an alternative course from the elective curriculum courses (see below).*

##### B. Elective

ACC 605	Internship in Assurance and Attest Services
ACC 621	Controllership
ACC 626	Forensic Accounting
ACC 627	Business Valuations
ACC 635	Accounting for Financial Instruments and Derivative Products
ACC 636	Accounting for Financial Institutions
ACC 640	SEC Accounting Practice
ACC 641	Accounting Information: Contemporary Issues
ACC 642	Accounting Information: Controls and Assessment
ACC 643	Accounting Information: Security and Forensics
ACC 644	Accounting Information: Systems and Processes
ACC 645	International Financial Reporting
ACC 646	Foreign Financial Statements and Analysis

#### III. One International and one free elective course.

#### Capstone Course (1)

#### IV. MGT 700 Business Policy

## Controllership (Non-CPA Program)

The goal of the controllership concentration is to supplement the M.B.A. with a level of technical competence that will enable the student to enter and advance in corporate management in the accounting area.

### Field Courses (4)

#### A. Required (Select two from:)

ACC 620	Cost Administration
ACC 621	Controllership
ACC 622	Advanced Managerial Accounting

#### B. Elective (Select two)

ACC 623	Auditing Problems
ACC 624	Information Technology Auditing
ACC 626	Forensic Accounting
ACC 627	Business Valuations
ACC 632	Critique of Accounting Theory
ACC 635	Accounting for Financial Instruments and Derivative Products
ACC 636	Accounting for Financial Institutions
ACC 638	Advanced Accounting
ACC 639	Government and Non-Profit Accounting
ACC 640	SEC Accounting Practice
ACC 641	Accounting Information: Contemporary Issues
ACC 642	Accounting Information: Controls and Assessment
ACC 643	Accounting Information: Security and Forensics
ACC 644	Accounting Information Systems
ACC 646	Analysis of Foreign Financial Statements and International Accounting Standards
TAX 610	Individual Tax Planning
TAX 635	Business Tax Planning

### Out-of-field courses (2)

#### International and free electives (2)

#### Capstone Course (1)

MGT 700 Business Policy

For a complete listing of approved course, please contact the Dean's office.

## Computer Information Systems/ Decision Sciences

### Computer Information Systems/Decision Sciences (CIS/DS)

The objectives of the CIS/DS curriculum prepare students for professional careers in the area of either (I) Computer Information Systems (CIS) or (II) Decision Sciences (DS) in the fast-changing competitive global business environment. In today's knowledge economy era, the demonstrated effectiveness of computer information systems, decision sciences (a.k.a. operations research/management sci-

ence) and statistics as aids to business decision making has made this an area of great interest to everyone in executive and managerial positions.

### Option I: Computer Information Systems (CIS) for Managers

The objective of this option is to provide the student with a moderately technical yet comprehensive and professional understanding of the modern systems approach to business information systems. The option prepares the student as an administrator who will be knowledgeable in the latest applications of Information Technology so that he or she may assume a prominent role in directing and improving the management process. The curriculum emphasis is placed on learning the wide spectrum of emerging technologies, and its role as catalyst to achieve strategic and competitive advantage in the global market. The program includes courses such as database management, telecommunication and data networks, systems analysis and design, and other state-of-the-art information technologies.

### Field Courses (4)

#### Required

CIS 645:	Database Management
CIS 647:	Business Data Communication and Networks

#### Other Electives

#### Select two from:

CIS 601:	Advanced Computer Applications for Business
CIS 605:	Applied Computer Programming
CIS 644:	Systems Analysis and Design
CIS 646:	Computer Simulation Methods
CIS 650:	Seminar in CIS/DS Applications for Business

### Out-of-Field Courses (2)

DS 631	Decision Science & Spreadsheet Modeling
ACC 641:	Accounting Information: Overview
ACC 642:	Accounting Information: Risk Assessment
ACC 644:	Accounting Information Systems
MKT 610:	Product Management
ACC 643:	Accounting Information: Security & Forensics
MKT 611:	Data Analysis in Marketing Research
MGT 621:	Decision Support Systems

### International Elective and Free Elective (2)

The international elective can be any course from the international elective list. The free elective can be any graduate (600-level) course in the College

### Capstone Course (1)

MGT 700 Business Policy

### Option II: Decision Sciences (DS)

The primary objective of the decision sciences program is to prepare students for positions in private and governmental employment as administrations, managers, staff specialists, consultants or research associates. The curriculum focuses on the application of quantitative methodology and computer technology for business decision making and it includes: formulating logical models which depict relationships among business factors; measuring the magnitudes of the factors involved; and establishing orderly procedures for collecting, processing and analyzing data. The discipline include courses such as decision sciences and spreadsheet modeling, applied regression and forecasting, mathematical programming methodology, computer simulations, and other quantitative tools. The structure of the curriculum offers the student a wide latitude of course selection with respect to electives depending upon his or her interest. Hence, the student has the choice of either concentrating in one particular area or selecting courses from several different functional areas of business.

### Field Courses (4)

#### Required

DS 631:	Decision Science & Spreadsheet Modeling
DS 633:	Applied Regression and Forecasting Models

#### Choose any two of:

CIS 601:	Advanced Computer Applications for Business
CIS 634:	Control of Industrial Processes for Business
CIS 646:	Computer Simulation Methods
CIS 650:	Seminar in CIS/DS
DS 632:	Bayesian Statistics for Business Decisions
DS 640:	Mathematical Programming for Business
DS 609	Advanced Managerial Statistics

### Out-of-Field Courses (2)

#### Select two from:

MKT 601:	Marketing Research
MKT 611:	Data Analysis in Marketing Research
RMI 601:	Risk Management
ECO 603:	Econometrics
FIN 637:	Equity Analytics
CIS 645:	Database Management

### International Elective and Free Elective (2)

The international elective can be any course from the international elective list. The free elective can be any graduate (600-level) course in the College

### Capstone Course (1)

MGT 700 Business Policy

## Finance

The design of finance concentration provides you with a high degree of flexibility in your pursuit of depth in finance knowledge and in the areas of your professional preferences. Fin 633 Corporate Finance is a required course. Once you have taken the corporate finance course, you will take an additional three courses from a list of suggested finance courses. You will select the three that best fit your preferences. For example, the recommended selections are Fin 634 Investment Analysis, Fin 664 Advanced Investment Analysis, and Fin 684 Asset Management if your interests are in investment management. You might want to consider Fin 640 International Cash Management, Fin 643 International Corporate Finance, Fin 645 Emerging Financial Markets, or Fin 700 Seminar in Finance if you pursue the international direction. Courses such as Fin 637 Equity Analytics, Fin 638 Fixed-Income Analytics, Fin 655 Financial Risk Management, and Fin 668 Financial Derivatives are appropriate for financial engineering. Of course, you will consider alternative selections such as Fin 635 Capital and Money Markets, Fin 651 Bank Financial Management, Fin 655 Financial Risk Management, Fin 668 Financial Derivatives, and Fin 674 Investment Banking and Brokerage if your interests are in banking or investment banking. You are also invited to meet with Chair of the Department of Economics and Finance to discuss your course selection.

In addition, you are required to take two courses from the list of Related Non-Field Courses and one from International Elective Courses. Again, you will be able to tailor those selections to meet your preferences either in depth or breadth.

### Field Courses (4)

#### Required

FIN 633: Corporate Financial Management

#### Other Electives

FIN 634: Investment Analysis  
 FIN 635: Capital and Money Markets  
 FIN 636: Financial Economics  
 FIN 637: Equity Analytics  
 FIN 638: Fixed Income Analytics  
 FIN 640: International Cash Management  
 FIN 643: International Corporate Finance  
 FIN 645: Emerging Financial Markets  
 FIN 651: Bank Financial Management  
 FIN 654: Advanced Corporate Finance  
 FIN 655: Financial Risk Management  
 FIN 664: Advanced Investment Analysis  
 FIN 668: Financial Derivatives  
 FIN 674: Investment Banking and Brokerage  
 FIN 684: Asset Management  
 FIN 700: Seminar in Finance

### Out-of-Field Courses (2)

Select two from:

ACC 600: Financial Statement Analysis  
 ACC 636: Accounting for Financial  
 DS 609: Advanced Managerial  
 Statistics  
 DS 640: Mathematical Programming  
 ECO 600: Managerial Economics and  
 Forecasting  
 ECO 605: International Trade &  
 Investment  
 ECO 631: Monetary & Fiscal Policies  
 MKT 634: Marketing of Financial  
 Services  
 RMI 604: Risk Pricing Methods  
 RMI 614: Risk Funding Tools

### International Elective and Free Elective (2)

The international elective can be any course from the international elective list. The free elective can be any graduate (600-level) course in the College

### Capstone Course (1)

MGT 700 Business Policy

### International Business

This interdisciplinary program is for students interested in a general approach to international business education. Those wishing to supplement their education with an international dimension or seeking to add a business education to a background in language, liberal arts, government and politics, law or international studies could benefit from this degree. Students whose career goals include working abroad or with a global firm may choose this learning experience. This degree program provides a unique combination of knowledge and skills for those who wish to meet the demands of today's global marketplace.

### Field Courses (4) and International Elective (1)

**Required:** Choose five courses from the following list from at least three different academic fields:

ACC 645: Selected Topics in  
 International Accounting  
 ACC 646: Analysis of Foreign Financial  
 Statements  
 MGT 652: Seminar in International  
 Management  
 MGT 654: Global Information Systems  
 MGT 659: International Business Policy  
 TAX 651: Taxation of Foreign  
 Operations  
 MKT 626: International Marketing  
 MKT 628: Comp. Marketing Sys. and  
 Research  
 MKT 701: Seminar in Current  
 International Marketing Topics  
 FIN 635: Money and Capital Markets  
 FIN 643: International Corporate  
 Finance  
 FIN 645: Emerging Financial Markets  
 FIN 636: Financial Economics

FIN 651: Bank Financial Management  
 MGT 600: Contemporary issues in  
 Management  
 ECO 605: International Trade and  
 Investment  
 LAW 652: Int'l Business Law and  
 Negotiation  
 FIN 700: Seminar in Finance  
 MKT 633: Marketing in East Asia  
 MKT 635: Strategic Internet Marketing  
 MKT 702: International Marketing  
 Seminar Abroad

### Out-of-Field Courses (2)

Select two from:

ECO 631: Monetary and Fiscal Policies  
 FIN 634: Investment Analysis  
 MGT 640: Entrepreneurship  
 MGT 685: Managing and Staffing Virtual  
 Organizations  
 FIN 684: Asset Management  
 MKT 631: Business to Business  
 (E-commerce) Marketing  
 ACC 600: Financial Statement Analysis  
 RMI 601: Management of Risk  
 DS 609: Advanced managerial  
 Statistics

### Free Elective (1)

The free elective can be any graduate (600-level) course in the College

### Capstone Course (1)

MGT 700 Business Policy

For a complete listing of approved course, please contact the Dean's office.

### Management: Executive Management

This concentration takes an integrated approach to business management and is aimed at those students interested in the general management of the enterprise. The program is designed to provide students with the flexibility to meet their individual needs. Specifically, by choosing an appropriate course from the list of courses listed below, students can acquire expertise in such specialized areas as:

- E-Business Management
- Entrepreneurship
- Human Resource Management
- International Management
- Management Information Systems
- Operations/Supply Management

Or, students can choose a general approach to executive management.

This program synthesizes the following general and specific aspects of modern management: strategic management, global management, managerial problem-solving and decision-making, management information systems, entrepreneurial management, organizational behavior, human relations, corporate social responsibility and management of change. The goal of this program is to expand the learning experience of our students beyond

traditional problem-solving and decision-making methods, to include the examination of the impact of the global business environment, information technology and the social system on the operations of the business firm.

The Department of Management gives our students the opportunity to participate in student organizations such as the Society for the Advancement of Management, the Sigma Iota Epsilon Management Honor Society and The Integrated Resource Management Society.

The Department of Management also offers the Colman Mockler International Responsible Corporate Leadership Program. This program brings distinguished business leaders to give talks and workshops for students and faculty and to visit classes. Recent speakers were Warren Buffett, Al Zeien, Chairman and CEO of Gillette and Patrick Purcell, President, Publisher and Owner of The Boston Herald and Jobfind.com.

#### Field Courses (4)

Choose any four from:

MGT 600	Contemporary Issues in Management
MGT 604	Integrated Supply Management
MGT 605	Global Sources
MGT 607	Logistics and Transportation Management
MGT 621	Advanced Managerial Decision Support Systems
MGT 622	Enterprise Information Systems Management
MGT 623	Human Resource Management
MGT 625	Materials Resource Management
MGT 627	Health Care Management
MGT 628	Management of Business Systems Integration in Operations
MGT 631	Leadership, Ethics, Business and Society: Managing in the 21st Century
MGT 632	Innovations in Organizational Behavior
MGT 640	Entrepreneurship Business Management and Administrative Processes of the Web-Based Entrepreneurial
MGT 651	Seminar in Planning and Management of E-Business Operations
MGT 652	Seminar in International Management
MGT 654	Global Information Systems and International Management
MGT 659	International Business Policy
MGT 680	Organizational Development: Managing for Change

MGT 685	Managing and Staffing Virtual Organizations
MGT 690	E-commerce Impacts on Organizations
MGT 695	Seminar in Human Factors in MIS Development, Diffusion and Use

#### Out-of-Field Courses (2)

Select two from:

CIS 601:	Advanced Computer Applications
CIS 645:	Database Management
DS 631:	Operations Research for Business Decision Making
FIN 674:	Investment Banking
FIN 684:	Asset Management Systems
FIN 651:	Bank Financial Management
FIN 633:	Corporate Financial Management
MKT 606:	Advertising Management
LAW 652:	International Business Law and Negotiation
MKT 610:	Product Management
RMI 601:	Management of Risk

#### International Elective and Free Elective (2)

The international elective can be any course from the international elective list.

The free elective can be any graduate (600-level) course in the College

#### Capstone Course (1)

##### MGT 700 Business Policy

### Marketing: Marketing Management

The objective of the graduate marketing program is to develop professional marketing executives by equipping current and prospective practitioners with a broad, integrated understanding of the role of marketing within a business firm, the economy, society and the world. Emphasis is placed on creating sensitivity to the rapidly changing demands of a marketing manager's environment. The role of marketing in the strategic interpretation and management of demand has become more crucial to the profitable operation and growth of business firms. A broad offering of courses, covering in depth a substantial range of marketing functions and activities, provides the student with a number of alternatives in this specialization.

The Department of Marketing recommends that students majoring in marketing join the American Marketing Association and subscribe to its professional publications.

The curriculum shown below focuses on the role of the marketing executive. This curriculum emphasizes organization, planning, evaluation and control of all aspects of the firm's marketing activities. The student is exposed to new product development, management of

advertising, distribution and sales administration. In addition, the student is expected to become familiar with the assembly of marketing data, analysis and quantitative marketing models. The student, in assuming the role of the marketing manager, is subjected to typical marketing problems that require solutions.

#### Field Courses (4)

##### Required

MKT 601:	Marketing Research
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##### Other Electives

Select three from

MKT 603:	Dynamics of Consumer Motivation & Behavior
MKT 606:	Advertising Management
MKT 608:	Sales Administration and Strategy
MKT 610:	Product Management
MKT 611:	Data Analysis in Marketing Research
MKT 630:	Marketing of Services
MKT 635:	Strategic Internet Marketing
MKT 631:	Business to Business (E-Commerce)
MKT 700:	Marketing Seminar on Special Interest Topics Marketing
MKT 623:	Contemporary Marketing Strategy
MKT 626:	International Marketing
MKT 628:	Comparative Marketing Systems & Research
MKT 633:	Marketing in East Asia
MKT 634:	Marketing of Financial Services
MKT 701:	Seminar in Current International Marketing Topics
MKT 702:	International Marketing Seminar Abroad

#### Out-of-Field Courses (2)

Select two from:

CIS 601:	Advanced Computer Applications
DS 609:	Advanced Statistics
DS 633:	Applied Regression & Forecasting Models
CIS 644:	Systems Analysis
CIS 645:	Database Management Systems
FIN 633:	Corporate Financial Management
MGT 607:	Logistics & Transportation Management
MGT 621:	Decision Support Systems
MGT 650:	E-Commerce Planning & Management
MGT 651:	Creating an E-Commerce Business
ACC 620:	Cost Administration
ACC 621:	Controllorship

**International Elective and Free Elective (2)**

The international elective can be any course from the international elective list. The free elective can be any graduate (600-level) course in the College.

**Capstone Course (1)**

**MGT 700 Business Policy**

**Taxation (Non-CPA Program)**

The goal of the taxation program is to provide a course of study which enables the student to either enter the profession of public accountancy as a tax specialist or enter corporate management in the tax area.

Accounting and business decisions must be evaluated in terms of possible tax implications and consequences. Tax specialization has developed in both the accounting and legal professions to facilitate this assessment. Public accounting firms have organized separate tax departments staffed by accountants with special training in the understanding and application of the Internal Revenue Code. Major business corporations have adopted a similar approach by attaching increasing importance to the function of the internal tax manager. The taxation concentration is designed to qualify students seeking advancement in the area of tax specialization.

The taxation curriculum is open to students who have majored in accounting at the undergraduate level and for law school students or graduates seeking an M.B.A. with a taxation concentration. Other students wishing to enroll in the program are required to complete necessary courses in accounting as a prerequisite for registration in the taxation program. Such students should consult their M.B.A. advisor for an approved course of study.

**Field Courses (5)****A. Required**

TAX 600	Tax Research and Writing (1 credit)
TAX 603	Corporate Taxation
TAX 631	Corporate Distributions, Liquidations and Reorganizations

**B. Elective (Select Two):**

TAX 612	Partnerships and Partners
TAX 621	Estates and Gifts
TAX 632	Consolidated Federal Income Tax Returns
TAX 641	Interstate Commerce
TAX 651	Foreign Operations
TAX 683	Practice and Procedure

**Out of field courses (2)****International elective and free elective (2)****Capstone Course (1)**

**MGT 700 Business Policy**

**M.B.A. Programs: School of Risk Management, Insurance and Actuarial Science**

The School of Risk Management, Insurance and Actuarial Science (SRM) is an academic department within The Peter J. Tobin College of Business. In 2001 the School of Risk Management was created from a consolidation of St. John's University and the 100-year old College of Insurance. The School of Risk Management's program enables students to gain a thorough understanding of the theory and practice of risk management and insurance. Students are exposed to the actuarial, financial, legal and economic principles underlying corporate risk management. Available courses explore in depth the functional areas of financial service company management (such as investments, pricing, and underwriting). Thus the Tobin College of Business is able to expand its historically strong business related offerings to the critical area of risk management and insurance.

**Field Courses (4)****Required:**

RMI 601:	Management of Risk
RMI 604:	Risk Pricing Models
RMI 614:	Risk Funding Tools Insurers

Choose any one of:

RMI 607:	Operational Finance for Property & Liability (Re) Insurance
RMI 609:	Life-Health Insurance & Employee Benefits
RMI 610:	Life-Health Insurance & Employee Benefits
RMI 605:	Strategic Policy for Insurers

**Out-of-field Courses (2)**

Choose any two of:

FIN 651:	Bank Financial Management
FIN 655:	Financial Risk Management
FIN 674:	Investment Banking
CIS 646:	Computer Simulation Methods
ECO 600:	Economic Forecasting
ECO 639:	Regulation and the Securities Markets
LAW 650:	Government Regulation of Business
FIN 634:	Investments

**International Elective (1) and Free Elective (1)**

The international elective can be any course from the international elective list. The free elective can be any graduate (600-level) course in the College.

**Capstone Course (1)**

**MGT 700 Business Policy**

**Programs of Study:  
Master of Science****Admission Requirements**

To be admitted into the M.S.—Accounting or Taxation programs, candidates must satisfy the following requirements:

- Possess an undergraduate or graduate degree in business or a related field. Students must have completed core business courses or must take such courses before completing the degree.
- Successful completion of the GMAT (or an appropriate alternative examination). The successful completion of the uniform certified Public Accountants examination (CPA license), or an equivalent examination could be used in lieu of the GMAT examination for admission to the M.S. programs.
- Students with degrees in accounting, that were obtained from foreign universities, would be required to have their coursework reviewed by a faculty member involved in the program and/or specified external reviewer to ensure that the contents covered in such coursework is appropriate.
- Professional experience in business, government, or not-for-profit is recommended but not required.

**M.S. Programs****M.S.—Accountancy (CPA program)**

The Master of Science degree program in Accountancy is intended to provide students with the specialized technical knowledge in accounting, tax and auditing that will enable them to enter or advance their careers in the profession of public accountancy or in managerial positions in industry, government and not for profit organizations. Students in the M.S. Accountancy program are expected to have an undergraduate or graduate degree in business or a related field and thus they must have already completed the core business courses.

If a student intends to sit for the Certified Public Accountancy examination and become licensed in the State of New York in public accountancy, he or she may be required to satisfy further education requirements which should be discussed with his or her accounting advisor.

## Recommended Courses and Prerequisites for M.S.—Accountancy

### I. Core

ACC 515*	Financial Reporting: Concepts and Problems
ACC 630*	Specialized Topics in Financial Reporting
ACC 620	Cost Administration
TAX 610	Individual Tax Planning

\* Requires a one-hour workshop

### II. Curriculum

#### A. Required

ACC 622	Advanced Managerial Accounting
ACC 624	Information Technology Auditing
ACC 632	Critique of Accounting Theory
TAX 635	Business Tax Planning

#### Select the following three courses:

ACC 623**	Auditing Problems
ACC 638**	Advanced Accounting
ACC 639**	Government and Non-Profit Accounting

#### B. Elective

ACC 605	Internship in Assurance and Attest Services
ACC 621	Controllership
ACC 635	Accounting for Financial Instruments and Derivative Products
ACC 636	Accounting for Financial Institutions
ACC 640	SEC Accounting Practice
ACC 644	Accounting Information Systems
ACC 646	Analysis of Foreign Financial Statements and International Accounting Standards

\*\* If a student successfully completed an undergraduate course that is substantially equivalent to ACC 623, ACC 638 or ACC 639, then that student must select instead an alternative course from the elective curriculum courses.

### III. General Electives

#### Three Graduate Elective Courses

The student will be able to select three 600-level courses (i.e., nine credits). The three graduate electives can be used to meet core requirements, advance a student's studies by exploring specialized accounting, tax or other business area(s) or to complete deficiencies in the liberal arts and sciences and general business requirements (see New York State Department of Education requirements (Section 52.13(b) Accountancy) for licensure as a CPA.

## M.B.A. Public Accounting/ M.S. Taxation

The Department offers a combined program leading to an MBA in Public Accounting and a Master of Science in Taxation. The combination allows the student to complete both programs with a cost savings and fewer credits. Please contact the Department Chair or designee for further details.

### M.S.—Taxation (Non-CPA program)

A Master of Science degree program in Taxation is intended to provide students with the technical knowledge necessary for career advancement in the field of taxation. The program provides students with a comprehensive and in-depth knowledge of the Internal Revenue Code, tax regulations, judicial decisions and Treasury rulings. It equips students to conduct tax research, to facilitate tax compliance and to develop tax-planning strategies.

#### Recommended Curriculum for M.S.—Taxation

Presented below are the complete course requirements and elective course offerings for the M.S.—Taxation:

#### I. Core

TAX 610	Individual Tax Planning
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#### II. Curriculum

##### A. Required

TAX 600	Tax Research and Writing
TAX 603	Corporate Taxation
TAX 612	Partnerships and Partners
TAX 621	Estates and Gifts
TAX 683	Practice and Procedure
TAX 691	Research Project

##### B. Elective (Select two)

TAX 605	Internship in Taxation
TAX 611	Tax Planning for High Net-Worth Individuals
TAX 631	Corporate Distributions, Liquidations and Reorganizations
TAX 632	Consolidated Federal Income Tax Returns
TAX 641	Interstate Commerce
TAX 651	Foreign Operations
TAX 661	Compensations, Benefits and Retirement Plans
TAX 662	Real Estate
TAX 663	Financial Products
TAX 671	Tax-Exempt Institutions
TAX 672	Specialized Industries
TAX 681	Tax Accounting
TAX 682	Special Topics in Taxation

### III. General Electives

#### Three Graduate Elective Courses

The student will be able to select three 600 level courses (i.e., nine credits). The three graduate electives could be used to allow the student to meet core requirements, or to advance their studies and explore specialized

accounting, tax or other business area(s).

## M.S. Programs: School of Risk Management, Insurance and Actuarial Science

### Management of Risk

The objective of this full-time, 30-credit cohort M.S. degree program is to develop the ability to solve challenges and resolve dilemmas faced by the risk and insurance industry and effectively communicate recommendations. The M.S. degree program may be completed in one year of full-time or two years of part-time study. During candidacy for the M.S. degree, students will develop and integrate knowledge and skills through a variety of learning tools. As a graduate of the M.S. program students will be able to work effectively as financial economists in the risk and insurance industry.

#### I. Core

RMI 500	Risk Basics
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#### II. Management of Risk Curriculum

RMI 601	Management of Risk
RMI 602	Risk Analysis Methods
RMI 604	Risk Pricing Methods
RMI 611	Cases on Risk, Insurance and Banking
RMI 614	Risk Funding Tools

#### III. Electives

Three 600+ level courses from the offerings of the Tobin College of Business

#### IV. Options to Complete (choose one)

- Thesis
- Applied Project plus one elective
- Comprehensive exam plus two electives

## Programs of Study: Combined Programs

The Department of Accounting and Taxation in conjunction with the School of Law offers combined degree (J.D./M.B.A. and J.D./M.S.) programs in the following: public accounting, controllership and taxation.

### J.D./M.B.A. Program

The J.D./M.B.A. program is a dual degree program for exceptional students in business and law leading to the Master of Business Administration (M.B.A.) and Juris Doctor (J.D.) degrees offered by the Tobin College of Business and the School of Law, respectively. Its purpose is to prepare students for careers in the areas of business and law, which require both legal expertise and a knowledge of the theory and practice of business.

Applicants for admission to this joint degree program must meet criteria for admission to the School of Law and the Graduate Division of the Tobin College of Business.

For the first year, students pursue the curriculum in the School of Law exclusively. During each of the semesters of the second

and third years in the School of Law, students complete a minimum of three credits toward the M.B.A. degree. Also, during each of the summers following the first and second years of enrollment in the School of Law, students complete nine credits toward the M.B.A. degree.

For further information on this program, an appointment should be made to meet with an academic advisor.

## Programs of Study: Advanced Certificate

After having completed the M.B.A. degree, the professional business person may find that their career pattern has been altered to the extent that knowledge is now required in a totally new field requiring an expertise in more than one discipline. For example, a graduate of the M.B.A. program whose specialization was marketing and who had successfully performed in a sales administrative position may be assigned to the area of finance. Such a student might very well apply for the Advanced Certificate Program in Finance.

The admission requirements for the Advanced Certificate require the satisfactory completion and awarding of the M.B.A. degree or its equivalent. Specifically, the student must have completed the required core level courses, the required courses in the M.B.A. curriculum and the initial major specialization.

The requirement for awarding the Advanced Certificate is the satisfactory completion of at least 18 credits with an index of "B" (3.0) in all courses. In some majors, a certificate candidate may be required to take core courses to qualify for a new concentration, particularly in accounting. The number of additional courses depends upon the applicant's academic background.

## Courses

### Department of Accounting and Taxation (ACC, TAX)

#### ACC 503 Financial Reporting

This course explains and interprets the form and content of financial reports issued by business entities to provide investors, creditors, and others with information about their financial positions, profitability and future cash flows, all which determine market values. Topics include working capital, operating assets, long-term financing instruments, pensions, share-based payments, stockholders' equity, and comprehensive income. *Credit: 3 semester hours.*

#### ACC 515 Financial Reporting: Concepts and Problems\*

*Prerequisite:* None. This course examines the accounting principles underlying the preparation of financial statements. Topics include the theory upon which financial statements are prepared including valuation classification, and disclosure principles regarding assets. A comprehensive financial accounting practice set is assigned. Includes one-hour non-credit workshop. *Credit: 3 semester hours.*

#### ACC 600 Financial Statement Analysis I

This course examines various aspects of the analysis of financial statements. In addition to examining the basic techniques of financial analysis the course is concerned with the quality of accounting information. The course evaluates the appropriateness of accounting policies and estimates and, if possible, attempts to undo any distortions. Because financial statement analysis is essentially a forward-looking process it is important to consider issues involved in forecasting future accounting numbers. *Credit: 3 semester hours.*

#### ACC 601 Financial Statement Analysis II

*Prerequisites:* ACC 600 or equivalent course. The course examines contemporary tools and techniques available for analyzing the financial statements and other data in order to derive measurements and relationships that are useful in decision-making. Financial analysis is discussed in detail as a screening tool in the selection of investments or merger candidates, a method of forecasting future financial and operating results, and as a means of diagnosing managerial, operating, or other problem areas. *Credit: 3 semester hours.*

#### ACC 605 Internships in Assurance and Advisory Services

*Prerequisite:* ACC 630 and ACC 623 or equivalent. This course provides students with the opportunity to develop assurance and advisory services skills in an actual work setting outside the classroom. Research paper and employer evaluation required. *Credit: 3 semester hours.*

#### ACC 620 Cost Administration

*Prerequisite:* ACC 503 or ACC 515 or equivalent course. This course focuses on cost accounting as a technique for planning and control. Emphasis is on inventory valuation, analysis of variances, responsibility accounting, job order and process costing and budgeting. The use of cost systems, such as standard cost, is examined as a tool for gathering data to assist management in the decision-making process. *Credit: 3 semester hours.*

#### ACC 621 Controllorship

*Prerequisite:* ACC 620 or equivalent. This course focuses on major corporate decision areas such as special purpose statements, loan agreement provisions, product additions and deletions, make or buy decisions and capital budgeting. *Credit: 3 semester hours.*

#### ACC 622 Advanced Management Accounting

*Prerequisite:* ACC 620 or equivalent. A case study approach to management accounting. That emphasizes is on planning and control, inventory valuation, analysis of variances, responsibility accounting and transfer pricing-budgeting. *Credit: 3 semester hours.*

#### ACC 623 Auditing Problems

*Prerequisites:* ACC 630 or equivalent. This course provides a study of current auditing theory and techniques including audit planning and procedures, role of internal control, uses of statistical sampling and the various reports rendered by independent auditors. *Credit: 3 semester hours.*

#### ACC 624 Information Technology Auditing

*Prerequisite:* ACC 623 or equivalent. This course provides an overview of controls relating to database structures, networks, client servers and distributed systems. *Credit: 3 semester hours.*

#### ACC 625 Accounting Ethics and Professionalism

*Prerequisite:* ACC 515 or equivalent. This course provides a case study approach to ethical reasoning, integrity, objectivity, independence, core values and professional issues in accounting. *Credit: 3 semester hours.*

#### ACC 626 Forensic Accounting Principles

*Prerequisite:* ACC 623 or equivalent. This course provides study of the forensic techniques needed to examine fraudulent financial schemes, with emphasis on understanding the characteristics of fraud and its prevention and detection. *Credit: 3 semester hours.*

#### ACC 627 Business Valuations

*Prerequisite:* ACC 515 or equivalent. This course provides study of the role of financial accounting in business valuations with an emphasis on contemporary valuation approaches and methodologies including those based on: income, discounted income; market value, merged and acquired company; capitalized excess earnings; asset-based; and asset accumulation. *Credit: 3 semester hours.*

#### ACC 630 Financial Reporting: Specialized Topics\*

*Prerequisite:* ACC 515 or equivalent course. This course examines accounting issues underlying financial reporting. Topics include accounting for: intangible assets, investments, current and long-term liabilities, stockholders' equity, earnings per share, cash flows, income taxes, leases, and revenue recognition. Includes one-hour non-credit workshop. *Credit: 3 semester hours.*

\*Includes one-hour non-credit workshop.

**ACC 632 Critique of Accounting Theory**

*Prerequisites:* ACC 623 and 638 or equivalent. This course addresses the difficulties of preparing precise and universally acceptable definitions of theory and principles, a review of current professional studies and selected areas of research. A written report on a selected research project is a major requirement in this course. *Credit: 3 semester hours.*

**ACC 635 Accounting for Financial Instruments and Derivative Products**

*Prerequisite:* ACC 600 or ACC 630 or equivalent. This course provides a study of the accounting, reporting and disclosure requirements related to financial instruments and derivatives from both an investing and financing perspective. *Credit: 3 semester hours.*

**ACC 636 Accounting for Financial Institutions**

*Prerequisite:* ACC 600 or ACC 630 or equivalent. This course provides a study of the unique regulatory, audit, financial presentation and disclosure requirements of financial institutions. *Credit: 3 semester hours.*

**ACC 638 Business Entities and Combinations**

*Prerequisite:* ACC 3442 or ACC 630 or equivalent. This course covers accounting for mergers and acquisitions by corporations including the preparation of consolidated financial statements, accounting for foreign currency transactions and foreign subsidiaries. Extensive use of Excel required. *Credit: 3 semester hours.*

**ACC 639 Government and Non-Profit**

*Prerequisite:* ACC 630 or equivalent. This course provides a study of the special accounting procedures and problems with respect to governmental and not-for-profit entities and the reporting requirements of GASB and other standard setting bodies. *Credit: 3 semester hours.*

**ACC 640 SEC Practice**

*Prerequisite:* ACC 600 or ACC 630 or equivalent. This course provides a study of registration and reporting requirements revealed in various SEC rules such as Regulations S-K, S-X and S-B along with exemptions provided under Regulations A and D. *Credit: 3 semester hours.*

**ACC 641 Accounting Information: Contemporary Issues**

*Prerequisite:* ACC 623 or equivalent. This course addresses current accounting information systems topics of specific relevance and importance to the accounting profession. *Credit: 3 semester hours.*

**ACC 642 Accounting Information: Controls and Assessment.**

*Prerequisite:* ACC 623 or equivalent. This course provides a study of the assessment of risk in the operations of business entities and the application of internal controls to enterprise accounting information and communication systems. *Credit: 3 semester hours.*

**ACC 643 Accounting Information: Security and Forensics.**

*Prerequisite:* ACC 623 or equivalent. This course provides a study of issues related to accounting information and communication systems' security and investigates information technology frauds and methods of fraud detection and deterrence. *Credit: 3 semester hours.*

**ACC 644 Accounting Information Systems**

*Prerequisite:* ACC 630 or equivalent. This course provides a study of various accounting information and communication systems. *Credit: 3 semester hours.*

**ACC 645 International Financial Reporting Standards**

*Prerequisite:* ACC 503 or ACC 515 or equivalent courses. This course is designed to meet the needs of the increasing number of users whose accounting information needs are international in scope. The course extends the knowledge of U.S. accounting principles and practices to: (a) international comparative analysis, (b) accounting measurement and reporting issues unique to multinational business transactions and the business form of the multinational enterprise, (c) accounting needs of international financial markets, and (d) harmonization of worldwide accounting and financial reporting diversity via political, organizational, professional, and standard-setting activities. *Credit: 3 semester hours.*

**ACC 646 Analysis of Foreign Financial Statements**

*Prerequisite:* ACC 645 or equivalent course. The course focuses on the analysis of financial statements of companies using international financial reporting standards (IFRS), as promulgated by the International Accounting Standards Board (IASB). Financial statement analysis is introduced and international accounting and reporting practices underlying financial statements are analyzed. Emphasis is placed on the existing differences between U.S. GAAP and IFRS, and on the convergence process. *Credit: 3 semester hours.*

**TAX 600 Tax Research and Writing**

This course concentrates on the skills needed to research tax questions and considers the sources of the federal tax law including legislative, administrative and judicial explanations and interpretations. *Credit: 1 semester hour.*

**TAX 601 Tax Concepts and Strategies**

This course provides a broad knowledge of the federal income tax system and the legislative and administrative procedures which create and interpret the internal revenue code. *Credit: 3 semester hours.*

**TAX 603 Corporate Taxation**

*Prerequisite:* TAX 610 or equivalent. This course provides an intensive study of the choice of business organizations; corporate stockholder transactions; tax accounting; and special types of corporations. *Credit: 3 semester hours.*

**TAX 605 Internship in Taxation**

*Prerequisite:* TAX 603 or equivalent. This course provides students with the opportunity to develop tax skills in an actual work setting outside the classroom. *Credit: 3 semester hours.*

**TAX 610 Individual Tax Planning**

This course examines how to determine taxable income, including allowable deductions; pensions and deferred compensation; and provisions of the Internal Revenue Code that offer tax incentives. *Credit: 3 semester hours.*

**TAX 611 Tax Planning for High Net-Worth Individuals**

*Prerequisites:* TAX 610 or equivalent. This course examines income and estate tax planning for wealthy individuals, dealing with passive activities (tax shelters), the use and limitations of qualified plans, investment planning (asset allocation) life, disability and liability insurance exposures and retirement and estate planning. *Credit: 3 semester hours.*

**TAX 612 Partnerships and Partners**

*Prerequisites:* TAX 610 or equivalent. This course provides an intensive study of the uses, formation, operation and termination of partnerships, including family partnerships. *Credit: 3 semester hours.*

**TAX 621 Estates and Gifts**

*Prerequisites:* TAX 610 or equivalent. This course provides an intensive study of the objectives, procedures and techniques relating to estate and gift tax and introduces basic elements of estate planning. *Credit: 3 semester hours.*

**TAX 622 Income Taxation of Trusts and Estates**

*Prerequisites:* TAX 621 or equivalent. This course provides a study of the planning and a preparation of trust and estate income tax returns; computation of taxable net income and distributable net income; operation of the "throwback" rule. *Credit: 3 semester hours.*

**TAX 631 Corporate Distributions, Liquidations and Reorganizations**

*Prerequisites:* TAX 603 or TAX 635 or equivalent. This course provides study of the tax aspects of corporate-stockholder relationships; tax-free re-organizations, liquidations, parent-subsidiary transactions and corporate distributions. *Credit: 3 semester hours.*

**TAX 632 Consolidated Federal Income Tax Returns**

*Prerequisite:* TAX 603 or equivalent. This course provides an intensive study of corporations with subsidiaries that may elect to file consolidated tax returns and the regulations concerning such returns (emphasizing the concepts, rules and methods for computing consolidated taxable income). *Credit: 3 semester hours.*

**TAX 635 Business Tax Planning**

*Prerequisite:* TAX 610 or equivalent. This course provides an intensive study of corporate stockholder transactions; problems in tax accounting and special types of corporations. *Credit:* 3 semester hours.

**TAX 641 Interstate Commerce**

This course examines the constitutional basis of the taxation of interstate commerce and tax problems of conflicting jurisdictions; qualification to do business in foreign states, sales and use taxes, franchise and income taxes, apportionment formulae and real and personal property taxation. *Credit:* 3 semester hours.

**TAX 651 Foreign Operations**

*Prerequisite:* TAX 610 or equivalent. The complexities of international taxation are analyzed by focusing on the U.S. tax system's impact in two areas: (a) U.S. companies investing or operating abroad and (b) foreign companies investing or operating in the U.S. *Credit:* 3 semester hours.

**TAX 661 Compensation, Benefit and Retirement Plans**

*Prerequisite:* TAX 610 or equivalent. This course examines the tax consequences as well as various strategies and opportunities relating to the design and implementation of executive compensation and benefit and retirement plans. *Credit:* 3 semester hours.

**TAX 662 Real Estate**

*Prerequisite:* TAX 610 or equivalent. This course examines the tax problems and planning opportunities encountered in the acquisition, operation and disposition of real estate. *Credit:* 3 semester hours.

**TAX 663 Financial Products**

*Prerequisite:* TAX 610 or equivalent. This course examines the tax issues relating to financial products including debt and equity securities, mortgage-backed securities, derivative swaps and foreign exchange contracts. *Credit:* 3 semester hours.

**TAX 671 Taxation-Related Issues for Tax-Exempt Institutions**

*Prerequisite:* TAX 630 and TAX 603 or equivalent. This course examines the tax aspects of tax-exempt organizations, including those of charitable and educational organizations, civic leagues, labor unions and health and welfare funds. *Credit:* 3 semester hours.

**TAX 672 Specialized Industries**

*Prerequisite:* TAX 610 or equivalent. This course examines the tax treatment of specific industries (such as banking, insurance, securities, health care and entertainment) and capitalizes on the availability of industry experts and government officials to analyze issues in depth from a particular industry perspective. *Credit:* 3 semester hours.

**TAX 681 Tax Accounting**

*Prerequisite:* TAX 630 and 603 or equivalent. This course examines the difference between the government rules required to compute tax liability and those required by the accounting profession to reflect the financial condition of a business. *Credit:* 3 semester hours.

**TAX 682 Special Topics in Taxation**

*Prerequisite:* TAX 630 and 603 or equivalent. This course examines the current developments in federal income, estate and gift taxation, including recent court decisions, legislation, regulations and rulings. *Credit:* 3 semester hours.

**TAX 683 Practice and Procedure**

*Prerequisite:* TAX 630 or equivalent. This course examines the procedures to resolve disagreements—both pre- and post-audit—with the Internal Revenue Service. *Credit:* 3 semester hours.

**TAX 691 Research Project**

*Prerequisite:* TAX 600 and TAX 603, to be taken in last semester. This course offers an opportunity to research and write about any subject agreed upon between the student and faculty member, resulting in an article of publishable quality is required to complete the course. *Credit:* 3 semester hours.

**Thesis Option****ACC/TAX 901; 902 Methodology of Business Research**

*Prerequisites:* (1) The student must have completed at least nine credits (200 level) in a major area. (2) The student is expected to have explored possible thesis subjects with the department Chair well in advance of taking the course. (3) The student must bring to the first class a Thesis Proposal Form, completed defining the thesis project. (These forms may be obtained from the Graduate Dean's office)

The purpose of this course is to:

- Give the student an appreciation and understanding of research and scholarship;
- Develop skills in research and in analysis and evaluation of problems important to the business profession; and
- Give experience in writing clearly and convincingly on subjects in the business field.

In 901, the student is required to develop a thesis subject, obtain approval of the subject from the department Chair, draw up an outline of the thesis, complete a major portion of the research and write the introduction and first chapter of the thesis.

In 902, the student is required to complete the master's thesis. Hours to be arranged by the professor. *Credit:* 3 semester hours.

**Maintaining Matriculation****ACC 925 Maintaining Matriculation**

M.B.A. and M.S. students not registered for courses during a semester must register for ACC 925 in order to maintain matriculation and return to the program for the remaining courses. *No credit. Fee \$50 per semester.*

**Department of Computer Information Systems/Decision Sciences (CIS/DS)****DS 500 Mathematical Models for Business**

A review of algebraic and graphical methods for the study of business models, included at the instructor's discretion are the treatments of equations and functions, graphical models with linear inequalities, graphical and spreadsheet solution to linear programming problems and introductory differential and integral calculus. *Credit:* 3 semester hours.

**DS 504 Business Statistics**

This course provides the entering MBA students with the minimally needed statistical tools and knowledge for business applications. Emphasis is placed on applying data analysis using statistical and spreadsheet software packages and understanding data interpretation for business decision-making. Ethical issues of employing business statistics are discussed throughout the course. *Credit:* 3 semester hours.

**CIS 505 Business Information Technology**

This course provides the entering MBA students with the needed computer skills and knowledge; and it covers: (i) the introductory and intermediate treatment of the state of the arts information technology and (ii) the in-depth coverage of the integrated business software applications. Students will finish this course with a comprehensive understanding of the fundamentals and development of information technology and the integrated use of today's software for solving business problems. *Credit:* 3 semester hours.

**CIS 601 Advanced Computer Applications for Business**

*Prerequisite:* CIS 505 or equivalent. This is an advanced course in applications of computer software. This course changes each semester, but currently includes sophisticated and integrated applications of spreadsheets, data bases, project management and the World Wide Web. *Credit:* 3 semester hours.

**CIS 605 Applied Computer Languages**

*CIS 605 Applied Languages*  
*Prerequisite:* CIS 505. This course covers the design, modeling, implementation and management of the relational database systems. Key course topics include design principles, data modeling, normalization, and implementation using relational DBMS software such as Oracle, MYSQL and MS SQL Server. It will also survey the emerging trend topics such as data warehouse and web database technologies. *Credit:* 3 semester hours.

### **DS 609 Advanced Managerial Statistics**

*Prerequisites:* DS 504 or equivalent. This course covers applications of statistical theory to managerial problems. Topics include: analysis of variance; testing of hypotheses; correlation and regression (simple and multiple); analysis of economic time series and problems of forecasting: non-parametric methods and index numbers. Students use standard statistical programs. *Credit: 3 semester hours.*

### **DS 631 Decision Science and Spreadsheet Modeling**

*Prerequisite:* DS 504 or equivalent. This is a survey course in the most commonly used decision-making techniques for planning and analysis of managerial problems. Spreadsheet software and other related computer packages are utilized for real-time problem solving. *Credit: 3 semester hours.*

### **DS 632 Bayesian Statistics for Business Decision Making**

*Prerequisite:* DS 504 or DS 609. This course is an intermediate treatment to Bayesian inferential and decision procedures as applied to managerial problems. Real cases in inventory control, development and introduction of new product, demand forecasts and evaluation of business research projects are used to demonstrate the application of Bayesian statistical principles. This course is especially recommended to management and marketing majors. *Credit: 3 semester hours.*

### **DS 633 Applied Regression and Forecasting Models**

*Prerequisite:* DS 504 or DS 609. This course covers the application of generally accepted regression and forecasting techniques to various phases of business decision making. Actual models in use will be reviewed and evaluated. *Credit: 3 semester hours.*

### **DS 634 Statistical Quality Control for Business**

*Prerequisite:* DS 504 or DS 609. This course covers the application of statistical quality control techniques to industrial processes. Topics covered are sampling techniques; the design and use of single, double and sequential acceptance sampling plans; control charts and the design of industrial experiments. *Credit: 3 semester hours.*

### **DS 640 Mathematical Programming for Business**

*Prerequisite:* DS 631. Intensive study of the fundamental concepts of mathematical programming including the simplex algorithm; post-optimality analysis; the dual; transportation and assignment problems; integer and nonlinear programming and game theory. Both static and dynamic models are applied to a wide variety of real business problems. *Credit: 3 semester hours.*

### **CIS 644 Systems Analysis and design**

*Prerequisite:* CIS 505 or equivalent programming exposure. This course deals with the analysis, design and implementation of computer information systems. There is an in-depth exposure to the theory, application and procedures of systems analysis. Case studies in the areas of finance, personnel, production and marketing systems are examined. *Credit: 3 semester hours.*

### **CIS 645 Database Management**

*Prerequisite:* CIS 505. An intensive presentation and appraisal of the fundamental technology and practice of database management systems design, implementation and application. This course examines the organization and management of data and databases. *Credit: 3 semester hours.*

### **CIS 646 Computer Simulation Methods**

*Prerequisite:* DS 504 and CIS 505. This course covers the application of simulation techniques as a method for planning and system evaluation in business and government; emphasis is on discrete systems. System and modeling concepts are examined and related to the construction of simulation models to solve complex problems. Major simulation languages and spreadsheet are utilized. *Credit: 3 semester hours.*

### **CIS 647 Data Communications and Networks for Business**

*Prerequisite:* CIS 505. This course combines a detailed introduction to data communications and networking concepts and theory with a practical, approach that enables students to apply the theory in real world environments. It also intends to give a comprehensive survey of the entire data and computer communications field. *Credit: 3 semester hours.*

### **CIS 650 Seminar in CIS/DS**

*Prerequisites:* DS 504 or DS 631 or CIS 645. This is a research and case study course in the application of information technology and quantitative techniques to business problems. Students are expected to carry out independent research and prepare written and oral reports of their findings as a major requirement of the course. *Credit: 3 semester hours.*

### **CIS 901; 902 Methodology of Business Research**

*Prerequisites:* (1) The student must have completed at least nine credits (600-level) in a major area. (2) The student is expected to have explored possible thesis subjects with the department Chair well in advance of taking the course. (3) The student must bring to the first class a completed Thesis Proposal form, defining the thesis project. (These forms may be obtained from the Graduate Dean's office). The purpose of this course is three-fold: (1) to give the student an appreciation and understanding of research and scholarship; (2) to develop skills in research and in analysis and evaluation of problems important to the

business profession; and (3) to give experience in writing clearly and convincingly on subjects in the business field.

In CIS 901 the student is required to develop a thesis subject, obtain approval of the subject from the department Chair, draw up an outline of the thesis, complete a major portion of the research and write the introduction and first chapter of the thesis.

In CIS 902 the student is required to complete the master's thesis. Contact hours to be arranged by the professor. *Credit: 3 semester hours.*

### **DS 925 Maintaining Matriculation**

Master of Business Administration students not registered for courses during a semester must register for DS925 in order to maintain matriculation and return to the program for the remaining courses. *No Credit. Fee: \$50 per semester.*

## **Department of Economics and Finance (ECO, FIN)**

### **ECO 506 Economics for Management**

This course introduces students to a basic understanding of the structure and functioning of a market economy. It will give an introduction to methods of evaluating economic problems and policies at both macroeconomic and microeconomic levels. *Credit: 3 semester hours.*

### **FIN 507 Managerial Finance**

This course is designed to provide an overview of the corporate financial decision-making process as well as the general financial services environment. The objective is to provide an understanding of the basics of all finance subjects to serve as a primer for business students. *Credit: 3 semester hours.*

### **ECO 600 Managerial Economics and Forecasting**

*Prerequisite:* ECO 506. This course focuses on applied microeconomics. It addresses practical business problems, including analysis of industries within national and international contexts. The course also analyzes the problem of forecasting as an integral part of decisionmaking. *Credit: 3 semester hours.*

### **ECO 605 International Trade and Investment**

*Prerequisite:* ECO 506. Analysis of how the international monetary system operates, balance of payments analysis, basis of international trade, current problems and issues in commercial policy, foreign business investment to and from the United States, the EU and other economic blocks. *Credit: 3 semester hours.*

### **ECO 631 Monetary and Fiscal Policies**

*Prerequisite:* ECO 506. The course looks at how the government and the central bank use macroeconomic policies to achieve macroeconomic stability. Topics include the structure and operation of the banking system; money

supply and demand and the tools of monetary, fiscal and debt management policies and their application over a typical business cycle. *Credit: 3 semester hours.*

#### **Fin 625 Ethics and Professionalism for Finance**

This course provides an introduction to ethical reasoning, integrity, objectivity, independence, core values and professional issues in investment management and finance. Students will apply the concepts and theories to investment management cases. *Credit: 3 semester hours*

#### **Fin 628 Market Risk Management**

*Prerequisite:* Fin 507. This course examines market risk measurement and management analytics. The course will cover market risks on various types of assets. Value-at-Risk will be discussed in detail as a measure of a company's portfolio risk exposures. In addition, derivative hedging strategies will be demonstrated by means of futures, forwards, swaps, and options. *Credit: 3 semester hours.*

#### **Fin 629 Credit Risk Management**

*Prerequisite:* Fin 507. This course focuses on understanding and controlling credit risk of the firm in the global credit environment. It provides a conceptual framework as well as relevant tools and techniques to identify and measure credit risk exposures. In addition, techniques to mitigating the exposures are examined as well. *Credit: 3 semester hours.*

#### **FIN 633 Corporate Financial Management**

*Prerequisites:* FIN 507. This course examines the theory of business finance and the financial techniques and tools employed by modern corporate managers. The student will be introduced corporate investment and financing decisions, to financial modeling, financial forecasting and other microcomputer applications that pertain to finance. *Credit: 3 semester hours.*

#### **FIN 634 Investment Analysis**

*Prerequisites:* FIN 507. This course covers the microstructure of the securities markets, trading mechanisms, investment processes, investment objectives, risk analysis and security valuation. The course examines the applicability of fundamental analysis, efficient market theory and technical analysis. Hedging and alternative investments are also covered. *Credit: 3 semester hours.*

#### **FIN 635 Capital and Money Markets**

*Prerequisite:* FIN 507. The course focuses on structure, operation, instruments and players of the capital markets in the United States, Japan, Europe and emerging markets. The course also discusses impact of government policy on interest rates, exchange rates, market practices, development of securities design, financial risk management and international monetary policies. *Credit: 3 semester hours.*

#### **FIN 636 Financial Economics**

*Prerequisite:* FIN 507. This course explores the question of market efficiency versus market inefficiency. The course explores a number of topics: the creation of corporate value, corporate governance, restructuring and mergers, the microstructure of markets and the financial economics of markets and the financial economics of multinational firms. *Credit: 3 semester hours.*

#### **FIN 637 Equity Analytics**

*Prerequisite:* Fin 507. This course focuses exclusively on equity investment and issues related to equity investment. The examination of equity analytics should include emphasis on the financial engineering issues involving equity. A list of core topics that would be covered include the fundamental principals of equity valuation; methods of equity research; portfolio theory and quadratic optimization; arbitrage pricing theory; the role of international diversification; the difference between strategic and tactical asset allocation; and alternative methods for trading equity securities. *Credit: 3 semester hours.*

#### **FIN 638 Fixed-Income Analytics**

*Prerequisite:* Fin 507. This course focuses exclusively on fixed income analytics and markets. The traditional yield to maturity methodology for bond valuation first gave way to a spot rate methodology, then to a forward rate methodology, and most recently to an option-based methodology. This evolving valuation methodology has led to progressively better risk-management measures and assess the risks associated with-fixed income securities containing embedded derivatives. *Credit: 3 semester hours.*

#### **FIN 643 International Corporate Finance**

*Prerequisite:* FIN 507. This course covers scope and importance of international operations of major corporations; environment of multinational finance; sources of financing overseas subsidiaries; and tax aspects. Analysis and control of currency exposure and risk; foreign currency translation. Generous use of case materials. *Credit: 3 semester hours. Every semester.*

#### **FIN 645 Emerging Financial Markets**

*Prerequisite:* FIN 507. Analysis of the development of financial markets in emerging market countries, including financial institutions, equity and debt sectors, foreign exchanges and market microstructure. Consideration of factors influencing access of emerging country borrowers to international capital markets, development and regulation of foreign direct investment and portfolio investment. *Credit: 3 semester hours.*

#### **FIN 651 Bank Financial Management**

*Prerequisite:* FIN 507. Major variables affecting financial management of commercial banks in both national and international settings. Consideration is given to bank operations, structure and earnings. Liquidity and financial risk analysis is also given special consideration. *Credit: 3 semester hours.*

#### **FIN 654 Advanced Corporate Finance**

*Prerequisites:* FIN 633. Students are expected to apply financial theories and skills acquired in previous coursework in real-life cases. Instead of lecturing to students, the instructor will serve merely as a "facilitator" in class. Students are expected to commit additional efforts every week outside of class to analyze and discuss cases in study groups. *Credit: 3 semester hours.*

#### **FIN 655 Financial Risk Management**

*Prerequisite:* FIN 507. Topics include risk identification, risk measurement, risk monitoring and risk management/control. The primary objective is to expose students to primary areas of risk management and enable them to understand risk reports and data and their implications to the institution. *Credit: 3 semester hours.*

#### **FIN 664 Advanced Investment Analysis**

*Prerequisite:* FIN 634. This course deals with advanced topics in investment analysis and portfolio management. The course involves an in-depth examination of the tools of modern portfolio theory and investment analysis together with specific hands-on applications of these tools. *Credit: 3 semester hours.*

#### **FIN 668 Financial Derivatives**

*Prerequisite:* FIN 507. This course focuses on derivative instruments including futures, forwards, swaps, options, exotic derivatives, and other derivative securities. Critical issues include pricing, daily revaluation, and hedging. This requires an in-depth understanding of the valuation models employed and the assumptions that underlie these models. The course also examines how derivatives are used by banks, corporates, and investment firms to reduce financing costs, hedge price and credit risks, and to obtain return and risk profiles not otherwise achievable. *Credit: 3 semester hours.*

#### **FIN 674 Investment Banking and Brokerage**

*Prerequisite:* FIN 507. This course examines the business of investment banking and securities brokerage. The course studies the areas of business activities where investment banks derive their revenues. These activities include venture capital, mergers and acquisitions, underwriting, primarily dealership operations, money management, prime brokerage, proprietary trading, market making, financial engineering and financing. *Credit: 3 semester hours.*

#### **FIN 684 Asset Management**

*Prerequisite:* FIN 507. The course provides an opportunity for managing a live portfolio. This course examines issues involved in the management and investment strategies of an endowment. Students will initiate trading recommendations, supported by complete research reports and present to program investment committee for approval. Industry executives will participate in class presentations and discussions. *Credit: 3 semester hours.*

### **FIN 700 Seminar in Finance**

*Prerequisite: Permission of the department.* A research course designed to cover special topics of interest. Coursework includes research into specialized areas, class lectures, discussions, guest lecturers, field trips and written reports. *Credit: 3 semester hours.*

### **FIN 901; 902 Methodology of Business Research**

*Prerequisites: (1) The student must have completed at least nine credits (200 level) in a major area; (2) The student is expected to have explored possible thesis subjects with the department Chair well in advance of taking the course; (3) The student must bring to the first class a Thesis Proposal Form, filled in, defining the thesis project. (These forms may be obtained from the Graduate Dean's office).*

The purpose of this course is three-fold: (1) to give the student an appreciation and understanding of research and scholarship; (2) to develop skills in research and in analysis and evaluation of problems important to the business profession; and (3) to give experience in writing clearly and convincingly on subjects in the business field.

In 901 the student is required to develop a thesis subject, obtain approval of the subject from the department Chair, draw up an outline of the thesis, complete a major portion of the research and write the introduction and first chapter of thesis. In 902 the student is required to complete the master's thesis. Hours to be arranged by the professor. *Credit: 3 semester hours.*

*Every semester.*

### **ECO 925 Maintaining Matriculation**

Master of Business Administration students not registered for courses during a semester must register for ECO 925 in order to maintain matriculation and return to the program for the remaining courses. *No Credit. Fee: \$50 per semester.*

## **Department of Law (LAW)**

### **LAW 501 Law, Ethics and Society**

This course introduces the legal and ethical environment of business and covers legal principles essential for proper managerial decision-making. Students analyze corporate problems with special emphasis on the ethical implications for business persons. *Credit: 3 semester hours.*

### **LAW 650 Government Regulation of Business**

A study of the relationship between governments and business. The course examines the goals of governments and the regulatory schemes they use to achieve these goals. It covers government regulation in the U.S. and globally, emphasizing securities markets, acquisitions, marketing, antitrust, labor and e-commerce. *Credit: 3 semester hours.*

### **LAW 651 Principles of Business Law**

This course covers the U.S. legal environment of business and in-depth legal principles of contracts, agency and business structure (partnerships, LLCs, corporations). This course is especially important for accounting majors since it covers 25% of Part 4 of the CPA exam and 10% of Part 3. *Credit: 4 semester hours.*

### **LAW 652 International Business Law and Negotiations**

Students gain real advantages over competitors by learning how to win business competition by combining international business law, negotiating skills and problem solving. Students gain competitive advantage by learning how to combine the critical legal principles of global enterprise with negotiating skills and problem solving. Students improve their cross border business negotiation skills through simulations involving international sales and marketing contracts, overseas capital investments, joint ventures, mergers and other international business arrangement, which require a core knowledge of international business law. *Credit: 3 semester hours.*

### **LAW 653 Commercial Law**

*Prerequisite: LAW 1310 or its equivalent.* This course covers Property, Contracts and Commercial Law. This course is important for all students, but is crucial for accountants since it covers approximately 25% of one part of the CPA exam and Commercial Law (required for CPA licensure). *Credit: 3 semester hours.*

### **LAW 654 Human Resources Law**

This course covers employment law and labor law. It explains discrimination, harassment, privacy, benefits and hiring/termination policies, giving students this essential knowledge to become effective managers. International issues, problem solving and current trends are explored. *Credit: 3 semester hours.*

## **Department of Management (MGT)**

### **MGT 502 Organizational Behavior and Corporate Social Responsibility**

This course explores the latest theoretical and empirical perspectives on factors influencing human attitudinal, behavioral, and ethical responses in and around organizations. Emphasis is given to the role of corporate social responsibility. *Credit: 3 semester hours.*

### **MGT 509 Operations Management**

This course teaches management of world class performance in operations. Topics include product design, manufacturing, engineering and distribution, as essential for competitive success and long term survival in the global competitive environment. *Credit: 3 semester hours.*

### **MGT 600 Contemporary Issues in Management**

An advanced seminar course designed to identify and explore contemporary forces of major significance in managing enterprises as they develop and compete within increasingly global and turbulent markets. *Credit: 3 semester hours.*

### **MGT 604 Integrated Supply Management**

This course examines the major supply chain management issues and those of related topics concerning the management of the materials inflow such as the development and implementation of supply chain strategies, supplier selection and evaluation, supplier cost and quality management, and suppliers partnering. *Credit: 3 semester hours.*

### **MGT 605 Global Sourcing**

This course teaches the students how to identify and seize global sourcing opportunities to enhance the firm's competitiveness. *Credit: 3 semester hours.*

### **MGT 607 Logistics & Transportation Management**

This course offers a comprehensive overview of inbound and outbound logistics, transportation issues, and other related topics such as the development and implementation of logistics networks, carrier selection and management, materials management, carrier partnering, and optimizing logistics systems. *Credit: 3 semester hours.*

### **MGT 621 Decision Support Systems**

Students are taught conceptualization and model-building tools to enhance their management problem solving and decision making capability. *Credit: 3 semester hours.*

### **MGT 622 Management Information**

Systems Students learn how to utilize procedures and techniques essential for the design, measurement and evaluation of management information systems. *Credit: 3 semester hours.*

### **MGT 623 Human Resource Management**

The course explores important contemporary issues and perspectives in the field of human resources management. Emphasis is given to work design, management of diversity, and core human resource management issues.

### **MGT 625 Materials Resource Management**

This course teaches students how to manage the materials flow efficiently. It provides a conceptualization of the business entity as an operational system transforming inputs to outputs. The course focuses on the design, operation, and control of the process. *Credit: 3 semester hours.*

### **MGT 627 Health Care Management**

This course provides a comprehensive overview of Health Care Delivery Systems, focusing on contemporary issues in management and leadership of Health Care Organizations. *Credit: 3 semester hours.*

**MGT 628 Operations Management Systems**

An advanced course in the management of operations. Students learn how to use operations management systems to manage, analyze and evaluate the operations of an organization. *Credit: 3 semester hours.*

**MGT 631 Leading Modern Organizations**

This course examines the theoretical underpinnings that determine effective leadership styles and their impact upon the business and the society at large. *Credit: 3 semester hours.*

**MGT 632 Organizational Theory**

This course addresses major theoretical perspectives relevant to the development and management of organizations. Topics include organizational power and control, corporate governance, and interrelationships between organizations. *Credit: 3 semester hours.*

**MGT 640 Entrepreneurship**

Students learn how to plan, organize and implement a new venture. *Credit: 3 semester hours.*

**MGT 650 Managing a Web-based Entrepreneurial Business**

In this course students learn how to manage a cyber-space entrepreneurial business. The course examines case studies of existing companies on the Web. *Credit: 3 semester hours.*

**MGT 651 Creating an E-Commerce Business**

Students learn how to carry out the basic steps involved in developing an e-commerce venture, whether as an independent entity or in conjunction with an established business. *Credit: 3 semester hours.*

**MGT 652 Seminar in International Management**

An advanced seminar course designed to identify and explore cross cultural issues and emerging trends of major significance relating to managing global organizations in both the for-profit and not-for-profit sectors, and cross-border transactions. *Credit: 3 semester hours.*

**MGT 654 Global Information Systems**

This course enables the students to develop and manage the integrated information system needed to manage multinational organizations. *Credit: 3 semester hours.*

**MGT 659 International Business Policy**

This course teaches students how to formulate, implement and control multinational business strategies in a global environment, taking into account social, regulatory, political and economic issues. *Credit: 3 semester hours.*

**MGT 680 Organizational Development: Managing Change**

Students learn skills necessary in improving the performance of individuals, groups and organizations in situations involving major change. *Credit: 3 semester hours.*

**MGT 685 Global Human Resource Management**

This course teaches students how to develop and effectively utilize human resources in a

variety of contemporary international and global organizational forms and across cultures. *Credit: 3 semester hours.*

**MGT 690 E-Commerce Impacts on Organizations**

The course provides a foundation for effectively developing and applying electronic commerce within an existing organization by utilizing techniques such as, among others, the training and development of its existing human resource force. *Credit: 3 semester hours.*

**MGT 695 Seminar in Human Factors in MIS Management**

This course provides an overview of the procedures and practices used in effectively developing, using and disseminating management information systems from the human psychological and physical perspective. *Credit: 3 semester hours.*

**MGT 700 Seminar in Business policy Formulation**

The course concerns enterprise wide strategic management. In this course students learn how to develop business strategies, how to implement these strategies through translating them into operational policies and action, and how to exercise strategic control. *Credit: 3 semester hours.*

**MGT 901; 902 Methodology of Business Research**

*Prerequisites: (1) The student must have completed at least nine credits (600 level) in a major area. (2) The student is expected to have explored possible thesis subjects with the department Chair well in advance of taking the course. (3) The student must bring to the first class a Thesis Proposal Form, completed, defining the thesis project. (These forms may be obtained from the Graduate Dean's office).*

The purpose of this course is three-fold: (1) to give the student an appreciation and understanding of research and scholarship; (2) to develop skills in research and in analysis and evaluation of problems important to the business profession; and (3) to give experience in writing clearly and convincingly on subjects in the business field.

In MGT 901 the student is required to develop a thesis subject, obtain approval of the subject from the department Chair, draw up an outline of the thesis, complete a major portion of the research and write the introduction and first chapter of the thesis.

In MGT 902 the student is required to complete the master's thesis. *Hours to be arranged by professor. Credit: 3 semester hours.*

**MGT 925 Maintaining Matriculation**

Master of Business Administration students not registered for courses during a semester must register for MGT 925 in order to maintain matriculation and return to the program for the remaining courses. *No Credit. Fee: \$50 per semester.*

**Department of Marketing (MKT)****MKT 508 Marketing Management**

The course focuses on formulating and implementing marketing management strategies and policies. The course provides a systematic framework for understanding marketing management and strategy in an ever-changing business environment. Course topics include marketing planning, scanning the environment, growth strategies, understanding and predicting behavior of consumers and competitors, the Internet as a strategic resource, global marketing and so forth. *Credit: 3 semester hours.*

**MKT 601 Marketing Research**

*Prerequisite: MKT 508.* Marketing research is treated as a tool utilized by management in exploration, examination and evaluation of marketing problems and opportunities and the role of marketing research in the firm's marketing information system (MIS). Topics covered include questionnaire design, attitude, measurement, sampling, and hypothesis testing. *Credit: 3 semester hours.*

**MKT 603 Dynamics of Consumer Motivation and Behavior**

*Prerequisite: MKT 508.* This course acquaints the student with the basic factors affecting the behavior of consumers—a key element of the business environment. The subject matter draws primarily upon contributions from economics, psychology and social psychology. *Credit: 3 semester hours.*

**MKT 606 Advertising Management**

*Prerequisite: MKT 508.* Management of the advertising process is portrayed as the coordination of the firm, the advertising agency and the media in the activities required to develop creative strategies and to execute the advertising campaign. *Credit: 3 semester hours.*

**MKT 608 Sales Administration and Strategy**

*Prerequisite: MKT 508.* The course focuses on the varying nature of the problems which confront the sales manager and the type of approaches which may be useful in resolving them. The course also aims at enhancing understanding of sales management functions among all marketing managers. *Credit: 3 semester hours.*

**MKT 610 Product Management**

*Prerequisite: MKT 508.* Product development is studied as a continuous and planned activity within the firm requiring permanent organizational status. *Credit: 3 semester hours.*

**MKT 611 Data Analysis in Marketing Research**

*Prerequisites: MKT 508, DS 504.* The objective of this course is to familiarize the marketing student with various multi-variate statistical procedures that are being used in analysis of marketing data. *Credit: 3 semester hours.*

### **MKT 623 Contemporary Marketing Strategies**

*Prerequisites:* MKT 508. The student is placed in the role of the principal marketing manager and decision-making skills are sharpened via the liberal use of business cases and computer simulation marketing games.  
*Credit: 3 semester hours.*

### **MKT 626 International Marketing**

*Prerequisite:* MKT 508. This course focuses on the growing importance of the international marketing operations of multinational firms. The student's perception of marketing management's domain is expanded from the domestic environment to the global market place. *Credit: 3 semester hours.*

### **MKT 628 Comparative Marketing Systems and Research**

*Prerequisite:* MKT 508. A comparative analysis of the similarities and differences in foreign marketing systems, with special emphasis upon structures, functions, institutions, productivity and environment. *Credit: 3 semester hours.*

### **MKT 630 Marketing of Services**

*Prerequisite:* MKT 508 or equivalent. Explores the unique characteristics and techniques of service marketing management. Consumer behavior, the marketing mix and future developments in the marketing of services are examined thoroughly. *Credit: 3 semester hours.*

### **MKT 631 Business to Business (E-Commerce) Marketing**

*Prerequisite:* MKT 508. The distinctive nature of the marketing function with the industrial goods/service firm is isolated for study.  
*Credit: 3 semester hours.*

### **MKT 633 Marketing in East Asia**

*Prerequisite:* MKT 508. An analysis of the economic, political, social and cultural factors affecting marketing and consumer behavior in East Asian countries. Research concerning their marketing structures, strategies, problems, institutions, patterns, promotions and opportunities. *Credit: 3 semester hours.*

### **MKT 634 Marketing of Financial Services**

*Prerequisite:* Any one of the following: MKT 508; MGT 502; FIN 508 or DS 504. This course module explores the strategic situation, which characterizes financial services and provides an overview of financial services businesses.  
*Credit: 3 semester hours.*

### **MKT 635 Strategic Internet Marketing**

*Prerequisite:* MKT 508. This course examines the dynamic interrelationship between the Internet and Marketing—that is, the impact of the Internet on marketing practices and the creation of marketing strategy for the effective functioning on the Internet. In particular, the course will enable students to secure an understanding of marketing and Internet issues, conceptualize aspects of consumer-drive approaches to doing business on the Internet,

and an opportunity to serve as consultants to a real world firm. *Credit: 3 semester hours.*

### **MKT 700 Marketing Seminar on Special Interest Topics**

*Prerequisite:* MKT 508. A research course designed to cover special topics of interest. coursework includes research into specialized areas, class lectures, discussions, guest lecturers, field trips and written reports.  
*Credit: 3 semester hours.*

### **MKT 701 Seminar in Current International Marketing Topics**

*Prerequisite:* MKT 508. Critical analysis of current problems, issues and developments; the relationship between international marketing functions, processes and institutions and changes in the general social, cultural, economic and political environment. Topics reflect the frontiers of research and current state of the art. *Credit: 3 semester hours.*

### **MKT 702 International Marketing Seminar Abroad**

*Prerequisite:* MKT 508. The student examines the economic, political, legal, cultural and social forces affecting the international marketing position of the United States and other selected countries; development of global marketing policies, trade with developed and developing countries. *Credit: 3 semester hours.*

### **MKT 901; 902 Methodology of Business Research**

*Prerequisites:* (1) The student must have completed at least nine credits (600 level) in a major area. (2) The student is expected to have explored possible thesis subjects with the department Chair well in advance of taking the course. (3) The student must bring to the first class a Thesis Proposal Form, completed, defining the thesis project. (These forms may be obtained from the Graduate Dean's office).

The purpose of this course is three-fold: (1) to give the student an appreciation and understanding of research and scholarship; (2) to develop skills in research and in analysis and evaluation of problems important to the business profession; and (3) to give experience in writing clearly and convincingly on subjects in the business field.

In MKT 901 the student is required to develop a thesis subject, obtain approval of the subject from the department Chair, draw up an outline of the thesis, complete a major portion of the research and write the introduction and first chapter of the thesis.

In MKT 902 the student is required to complete the master's thesis. Hours to be arranged by the professor.  
*Credit: 3 semester hours.*

### **MKT 925 Maintaining Matriculation**

Master of Business Administration students not registered for courses during a semester must register for MKT 925 in order to maintain matriculation and return to the program for the remaining courses. *No Credit. Fee: \$50 per semester.*

## **School of Risk Management, Insurance and Actuarial Science (RMI)**

### **RMI 500 Risk Basics.**

Students develop a working knowledge of the language of quantitative analysis, of free-market economics and of corporate finance as it relates to the management of risk. At the end of the course students are able to integrate and apply fundamental concepts from statistics, economics and finance to answer basic business-related questions on managing and financing risk. *Credit: 3 semester hours.*

### **RMI 601 Management of Risk.**

Financial objectives of corporate risk management process, empirical evidence of how and why firms manage risk, institutional environment and regulations of risk management. Results in students able to jointly manage pure and financial risk. RMI601 is a pre- or co-requisite for all RMI courses.  
*Credit: 3 semester hours.*

### **RMI 602 Risk Analysis Methods.**

*Pre/co-requisite:* RMI 601. Research tools and data sources for risk evaluation. Emphasis on computer-aided application. Results in students able to produce credible analysis reports on risk and its consequences and develops a knowledge of the required MS thesis format. (Calendar coordinated with RMI500 and RMI604). *Credit: 3 semester hours.*

### **RMI 604 Risk Pricing Methods.**

*Pre/co-requisite:* RMI 601. Pricing contingent claims and future uncertain cash flows. Impact of pure and financial risk on cash flow and the cost of equity capital. Emphasis on computer-aided application. Results in students able to model the risk tolerance level of firms. (Calendar coordinated with RMI602 and RMI614) *Credit: 3 semester hours.*

### **RMI 605 Strategic Finance Policy for Insurers.**

*Pre/co-requisite:* RMI 601. Investigates how insurance firms can create economic value for their shareholders and the efficacy of shareholder value creation subject to the demands of other stakeholders. Results in students able to articulate the nuances of a 'good' company given the demands of shareholders.  
*Credit: 3 semester hours.*

### **RMI 607 Operational Finance for Insurers.**

*Pre/co-requisite:* RMI 601. Ratemaking, reserving, investing, allocating capital and asset-liability management. Results in students able to arrange the finances of (re)insurers to meet policyholder obligations and create economic value for owners. *Credit: 3 semester hours.*

**RMI 609 Property and Liability (Re) Insurance.**

*Pre/co-requisite:* RMI 601. Underwriting, claims administration, financial reporting and rate-making for insurable property and liability risks. Results in students able to structure (re)insurance programs to finance risk.

*Credit: 3 semester hours.*

**RMI 610 Life-Health Insurance and Employee Benefits.**

*Pre/co-requisite:* RMI 601. Funding premature death, medical care costs, unexpected loss of income and retirement. Results in students able to identify, measure, and fund the consequences of personal risks. *Credit: 3 semester hours.*

**RMI 611. Cases in Risk, Insurance and Banking.**

*Pre/co-requisite:* RMI 601. Students gain experience and detailed knowledge in areas that are largely an individual choice through the production of at least four significant papers. Students investigate, form potential solutions, and produce detailed research proposals stressing an innovation to risk-related managerial challenges. (pre-requisite: RMI602)

*Credit: 3 semester hours.*

**RMI 612 Applied Risk Research & Writing.**

*Pre/co-requisite:* RMI 601. Students, monitored by the instructor, apply the analysis tools they have already acquired to complete a series of large sample empirical research projects of applied interest to the risk, insurance or banking industry. Students are responsible for all aspects of the research project including data collection, data analysis and the presentation of their results. At the end of the course students have a first hand experience in resolving the practical issues involved in conducting large sample empirical research.

*Credit: 3 semester hours.*

**RMI 613 Graduate Risk Seminar.**

*Pre/co-requisite:* RMI 601. Students collaborate to examine in detail and depth topical issues in risk and insurance. Results in students able to articulate the nuanced impact of the topics examined for the practice of risk management or the formulation of social policy.

*Credit: 3 semester hours.*

**RMI 614. Risk Funding Tools.**

*Pre/co-requisite:* RMI 601. Derivatives, swaps, hybrid securities, indexed debt, contingent financing and insurance. Results in students able to hedge pure and financial risk singularly or jointly. (Calendar coordinated with RMI 604)

*Credit: 3 semester hours.*

**RMI 621 Risk Project.**

*Pre/co-requisite:* RMI 601. Students apply their knowledge and skills to compete a project of practical use to the banking, risk or insurance industry. The project, however, requires the student to apply critical thinking skills and a systematic problem-solving approach within professional contexts. The requirements and scope of the project is less than the scope of a thesis. Requires permission of Department. An international student on a student visa may apply for the CPT, (Curriculum Practical Training), if the student identifies an appropriate project. *Credit: 3 semester hours.*

**RMI 901; 902 Methodology of Business Research**

*Prerequisites:* (1) The student must have completed at least nine credits (600 level) in a major area. (2) The student is expected to have explored possible thesis subjects with the department Chair well in advance of taking the course. (3) The student must bring to the first class a completed Thesis Proposal Form, defining the thesis project. (These forms may be obtained from the Graduate Dean's office).

The purpose of this course is three-fold:

- (1) to give the student an appreciation and understanding of research and scholarship;
- (2) to develop skills in research and in analysis and evaluation of problems important to the business profession; and
- (3) to give experience in writing clearly and convincingly on subjects in the business field.

In RMI 901 the student is required to develop a thesis subject, obtain approval of the subject from the department Chair, draw up an outline of the thesis, complete a major portion of the research and write the introduction and first chapter of the thesis.

In RMI 902 the student is required to complete the master's thesis. Hours to be arranged by the professor.

*Credit: 3 semester hours.*

**RMI 925 Maintaining Matriculation**

Master of Business Administration students not registered for courses during a semester must register for RMI 925 in order to maintain matriculation and return to the program for the remaining courses. *No Credit. Fee: \$50 per semester.*

For a complete listing of approved courses, please contact your Dean's office.

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