The Peter J. Tobin College of Business

Victoria L. Shoaf, CPA, Ph.D.
Dean
R. Mitch Casselman, B.Com., M.A., Ph.D.
Assistant Dean, Learning and Innovation
and Director, Center for Global Business
Stewardship
Dru Burtz, B.A., M.A., M.B.A., Director and
Assistant Dean, Rome campus
Asia L. Hauer, B.A.
Communications Manager
Susan L. McCall, B.B.A., M.B.A.
Assistant Dean and Associate Director of
Academic Advisement, Queens campus
Kristine McGovern, B.B.A., M.B.A.
Assistant Dean of Planning and Compliance,
Queens campus
Donna M. Narducci, B.S., M.S., Ed.D.,
Associate Dean, Staten Island campus
Linda M. Sama, B.A., M.B.A., M.Phil, Ph.D.,
Associate Dean for Global Initiatives and Joseph
F. Adams Professor of Management, Executive
Director–Center for Global Business Stewardship
Jennifer Sedwick, B.S.E.D., M.S.E.D
Assistant Dean, Queens campus
Carol J. Swanberg, B.S., M.B.A. Assistant
Dean and Director of Graduate Admissions
Stephanie M. Robertson, B.A., J.D.
Assistant Director of Graduate Admissions,
Manhattan campus
Massimiliano Tomassini, B.A., M.B.A.,
Assistant Vice President and Executive Director,
Rome campus
Laura Vega-Konefal, B.S., M.S.E.D., Assistant
Dean and Associate Director of Academic
Advisement, Manhattan campus

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 carry out its responsibility for this preparation through excellence in teaching, supported by a commitment to applied business research.

Professional Accreditation
This College strives for teaching excellence in the theory and practice of business administration. It is accredited by 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 few business programs in the world that have attained this prestigious accreditation. The programs in Accounting, Enterprise Risk Management and Taxation at the Tobin College of Business are separately accredited 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 grade point average 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 is from the upper 20 percent of the group described above.

Gamma Iota Sigma
The School of Risk Management hosts the Alpha Iota Chapter of this fraternal 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 professional relations. The Alpha Iota Chapter has been in existence since 1991. The Chapter offers multiple opportunities for members to interact with and learn from industry leaders, to make 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.
Graduate Business Association

Graduate Executive-in-Residence Program

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 Pricewaterhouse-Coopers, 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 (FIN 684)

John Neumann, Ph.D.
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.

Global Destination Courses

Global Destination Courses (GDCs) are designed to provide students with international travel opportunities that expose them to global business practices. The courses combine a rigorous educational component, usually delivered through online learning, with an experiential field trip to a global destination. The course component typically runs during the Fall or Spring semester with travel during the Winter (January) or Spring (May) Intersessions or during Spring Break. Course destinations have included Chile, Romania, the UK and Peru and are designed to match a location with the academic course content. The travel component includes a number of site visits to meet with and discuss practical business operations with senior executives as well as cultural activities to all the students to understand and appreciate different cultures.

GDCs are open to students from all campuses who must submit an application for approval prior to registration.

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 lab 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.

Internship Program

Approval for internship must be sought prior to the start of the semester. Only new internship opportunities qualify for internship credit. In addition, a research project is required. The equivalent of a full semester’s coursework must be completed prior to enrolling in an internship. Students must also be in good academic standing to participate in an internship.

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 interest.

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 subject matter of their specialization 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. Any credit awarded for Thesis 901 will not be applicable towards M.B.A./M.S. degree requirements without the completion of Thesis 902.

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

Graduate 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 $100 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.

Enrollment

The college expects full attendance from all enrolled students and as such the college does not have an allowable excuse policy. International students must be enrolled in a minimum of nine credits. Students receiving government loans must be enrolled in a minimum of six credits.

Distance Learning

The Peter J. Tobin College of Business delivers the M.S. in Accounting, the M.S. in Management of Risk, and the M.S. in Taxation programs using an electronic platform and using the latest online tools. Our three M.S. degree programs are offered in asynchronous learning mode so that students have access to course materials flexibly and on their own schedules. Students are not required to meet together at the same time. All graduate students who use online learning tools, experience the same curricula taught in classrooms, are mentored by the same full-time faculty, and graduate with the same valued degrees as their on-campus peers. Students who are successful in our distance learning program, not only earn identical M.S. degrees, but they are as impressive to recruiters and employers as their residential peers. Graduate students

stjohns.edu/graduatebulletin 135
Curriculum Practical Training (CPT) for F-1 International Students

Students enrolling in internship courses have the opportunity to do for-credit internships in their areas of concentration. These internships enable our graduate students to apply the skills and knowledge developed through rigorous study in challenging positions offered by several multi-national corporations headquartered in New York City. 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 and Scholar Services Office (ISSSO), St. John Hall, Room 116.

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

International Students in F1 status can apply for OPT three months prior to degree conferral and up to two months after. This allows students to stay and work in the United States for a period of one year. Further information is available from the International Student & Scholar Services Office (ISSSO), 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 be placed on academic probation if his/her cumulative grade point average falls below the 3.0 GPA requirement. Failure to show adequate progress toward good academic standing may result in academic dismissal.

Graduate Management Admission Test (GMAT)

As part of the admission requirements, all applicants for the M.B.A. program or M.S. programs in Accounting or Taxation are required to submit official Graduate Management Admission Test (GMAT) results.

Applicants to the M.S. programs in Accounting, Enterprise Risk Management, or Taxation, who have completed the uniform CPA examination or a similar examination are waived from the GMAT requirement.

Information regarding the GMAT may be obtained from the website www.mba.com

English Language Requirements

Foreign students entering the Peter J. Tobin College of Business with an F-1 or J-1 visa not meeting minimum required scores for the TOEFL or IELTS 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 Language Connection.

Program Updates and Revisions
In an effort to enhance the academic experience and outcome for our students, The Peter J. Tobin College of Business continuously reviews program requirements and course offerings and may make revisions when necessary. Please consult with your academic advisor or visit our website at http://www.stjohns.edu/academics/schools-and-colleges/peter-j-tobin-college-business for updates on our programs.

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 (some courses may be eligible for waiver based on undergraduate course work)
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, 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. Additional credits may be required for students majoring in accounting or taxation.

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 only once.

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 team meetings and other projects that students are assigned. Therefore Tobin College of Business graduate students who are employed full-time should register for no 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. Programs
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) letters of recommendation; (5) statement of professional goals; and (7) résumé.

M.B.A. Programs (all M.B.A. Programs other than Accounting. See separate listing below for Accounting)

Required Courses: 24 credits
(some courses may be eligible for waiver based on undergraduate course work)

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 Managing Organizational Operations
LAW 501 Law, Ethics and Society

Required Course: 3 credits.
MGT 502 Organizational Behavior and Corporate Social Responsibility

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.
MGT 700 Seminar in Business Strategy

M.B.A. Program in Accounting

Students must take the following courses.

Required Courses: 27 credits.
(Some courses may be eligible for waiver based on undergraduate course work):

ACC 515 Financial Reporting: Concepts and Problems
DS 504 Business Statistics
CIS 505 Business Information Technology
ECO 506 Economics for Management
FIN 507 Managerial Finance
LAW 653 Commercial Law in lieu of LAW 501, Law, Ethics and Society
MKT 508 Marketing Management
MGT 502 Organizational Behavior and Corporate Social Responsibility
MGT 509 Managing Organizational Operations

Concentration Courses: 27 credits.
Nine courses taken from the Certified Public Accounting Concentration.

Related Non-Field Courses: 6 credits.
Two courses chosen from taxation.

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, Seminar in Business Strategy

Second Concentration for M.B.A., M.B.A. in Accounting, or M.S. in Accounting.

The Peter J. Tobin College allows students to select a second concentration (twelve credits) in the M.B.A. programs and a second three course (nine credits) concentration in the M.S. in accounting program. The second concentration allows a student enrolled in the M.B.A. programs to elect a second concentration in addition to the concentration of the M.B.A. Available second concentrations for the M.B.A. include: Business Analytics, Computer Information Systems, Controllership, Corporate Finance, Enterprise Risk Management, Executive Management, Finance, International Business, Marketing Management, Risk Management, or Taxation.

stjohns.edu/graduatebulletin 137
The second concentration allows a student enrolled in the M.B.A. in accounting program or the M.S. in accounting program to specialize in Accounting Information Systems, Accounting Research, Controllership, Enterprise Risk Management (Manhattan Only), Financial Services Industry Reporting and Taxation, Forensic Accounting and Fraud Examination, Insurance Accounting and Taxation (Manhattan Only), Internal Auditing and Risk Advisory, International Financial Reporting and Assurance, International Taxation (Rome, Italy only), Taxation, by completing the additional courses related to each concentration. In addition, a student can select a concentration offered by another business department.

Accounting

The objective of the accounting concentration is to supplement the M.B.A. with a level of technical knowledge, skills and competencies that permit entry into the accounting profession. The Business curriculum of the M.B.A. provides the student a deeper understanding of management problems and the business firm's position in the economy.

Laws and regulations issued by the New York State Education Department (NYSED) stipulate the number of credits in accounting (33) and the number of credits in general business (36) that are required to be licensed as a certified public accountant (CPA) in the State of New York. The M.B.A. in Accounting program, presented below (i.e., the certified public accounting concentration), provides all of the 69 credits that a non-business, undergraduate would need to complete at this graduate program to meet the education requirements for C.P.A. licensure in New York State.

Accounting Scholarships

Accounting and taxation 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
- Edward Smith KPMG Endowed Scholarships
- Ernst & Young Expendable Scholarships
- PricewaterhouseCoopers Endowed and Expendable Scholarships
- Stanley Shirk KPMG Endowed Scholarships
- Grant Thornton Endowed Scholarship

Courses and Prerequisites for M.B.A. in Accounting

I. Core (some courses may be eligible for waiver based on undergraduate course work)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 515*</td>
<td>Financial Reporting Concepts and Problems</td>
</tr>
<tr>
<td>CIS 505</td>
<td>Business Information Technology</td>
</tr>
<tr>
<td>DS 504</td>
<td>Business Statistics</td>
</tr>
<tr>
<td>ECO 506</td>
<td>Economics for Management</td>
</tr>
<tr>
<td>FIN 507</td>
<td>Managerial Finance</td>
</tr>
<tr>
<td>LAW 653</td>
<td>Commercial Law</td>
</tr>
<tr>
<td>MGT 502</td>
<td>Organizational Behavior and Corporate Social Responsibility</td>
</tr>
<tr>
<td>MGT 509</td>
<td>Managing Organizational Operations</td>
</tr>
<tr>
<td>MKT 508</td>
<td>Marketing Management</td>
</tr>
</tbody>
</table>

* Requires a one-hour workshop

II. Curriculum in Public Accounting

A. Required

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 624</td>
<td>Information Technology Auditing</td>
</tr>
<tr>
<td>ACC 625</td>
<td>Accounting Ethics and Professionalism</td>
</tr>
<tr>
<td>TAX 635</td>
<td>Business Tax Planning</td>
</tr>
</tbody>
</table>

Select the following seven courses:

ACC 620** Global Managerial Accounting I
ACC 622** Global Managerial Accounting II
ACC 630** Financial Reporting: Specialized Topics
ACC 638** Business Entities and Combinations
ACC 639** Government and Non-Profit
ACC 632** Auditing Problems
TAX 610** Individual Tax Planning

** If a student successfully completed undergraduate coursework that is substantially equivalent to TAX 610, ACC 620, ACC 622, ACC 623, ACC 630, ACC 638, or ACC 639, or has completed the uniform CPA examination, then that student must select an alternative concentration (from the following list) or coursework from the below list of elective courses. The other available accounting concentrations include: accounting information systems, accounting research, controllership, enterprise risk management (Manhattan only), financial services industry reporting and taxation, forensic accounting and fraud examination, insurance accounting and taxation (Manhattan only), internal auditing and risk advisory, international financial reporting and assurance, international taxation (Rome, Italy only), or taxation. Students may also select a second concentration in their M.B.A. in Accounting degree.

B. Elective (Select 1)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 600</td>
<td>Financial Statement Analysis I</td>
</tr>
<tr>
<td>ACC 601</td>
<td>Financial Statement Analysis II</td>
</tr>
<tr>
<td>ACC 605</td>
<td>Internships in Assurance and Advisory Services</td>
</tr>
<tr>
<td>ACC 621</td>
<td>Controllership</td>
</tr>
<tr>
<td>ACC 626</td>
<td>Forensic Accounting Principles</td>
</tr>
<tr>
<td>ACC 627</td>
<td>Business Valuations</td>
</tr>
<tr>
<td>ACC 628</td>
<td>International Auditing</td>
</tr>
<tr>
<td>ACC 629</td>
<td>International Auditing</td>
</tr>
<tr>
<td>ACC 632</td>
<td>Critique of Accounting Theory</td>
</tr>
<tr>
<td>ACC 635</td>
<td>Accounting for Derivatives and Other Financial Instruments</td>
</tr>
<tr>
<td>ACC 636</td>
<td>Accounting for Financial Institutions</td>
</tr>
<tr>
<td>ACC 640</td>
<td>SEC Practice</td>
</tr>
</tbody>
</table>

III. International Elective and Free Elective (2)

One International and one free elective course. 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.

IV. Capstone Course (1)

MGT 700 Seminar in Business Strategy

Controllership

The objective of the controllership concentration is to supplement the M.B.A. with a level of technical competence that will enable our graduates to enter corporate management and advance their careers in the accounting area. Several of our alumni are controllers and chief financial officers of Fortune 500 companies.

Field Courses (4)

A. Required

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 621</td>
<td>Controllership</td>
</tr>
</tbody>
</table>

B. Elective (Select three)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 600</td>
<td>Financial Statement Analysis I</td>
</tr>
<tr>
<td>ACC 601</td>
<td>Financial Statement Analysis II</td>
</tr>
<tr>
<td>ACC 605</td>
<td>Internships in Assurance and Advisory Services</td>
</tr>
<tr>
<td>ACC 620</td>
<td>Global Managerial Accounting I</td>
</tr>
<tr>
<td>ACC 622</td>
<td>Global Managerial Accounting II</td>
</tr>
<tr>
<td>ACC 623</td>
<td>Auditing Problems</td>
</tr>
<tr>
<td>ACC 624</td>
<td>Information Technology Auditing</td>
</tr>
<tr>
<td>ACC 625</td>
<td>Accounting Ethics and Professionalism</td>
</tr>
<tr>
<td>ACC 626</td>
<td>Forensic Accounting Principles</td>
</tr>
<tr>
<td>ACC 627</td>
<td>Business Valuations</td>
</tr>
</tbody>
</table>
The objective of the Business Analytics option is to develop professionals with training in the emerging field of integrating statistical analysis, data mining, predictive modeling, business intelligence and optimization methodologies with the state of the art information technology tools to automate or support decision-making activities in the fast-changing economy. The Business Analytics concentration within the Tobin College of Business M.B.A. program provides students with a combination of technical and managerial coursework needed for dealing with future challenges in the technology and data-driven global environment. Currently identified areas of applications using Business Analytics include marketing analytics, risk & credit analytics, web analytics, finance analytics, fraud analytics, supply chain analytics, financial services analytics, and health care analytics, to name a few.

Field Courses (4)

Required
- CIS 630 Advanced Computer Application for Business
- CIS 631 Computer Simulation and Analysis
- CIS 633 Predictive Analytics
- CIS 635 Big Data and Data Mining

Choose any one of:
- CIS 601 Advanced Computer Applications for Business
- DS 634 Statistical Quality Control for Business
- CIS 646 Computer Simulation Methods
- CIS 650 Seminar in CIS/DS
- DS 609 Advanced Managerial Statistics
- DS 632 Bayesian Statistics for Business Decision Making

Out-of-Field Courses (2)
Courses may be any (2) 600-level courses in Graduate TCB outside the concentration field.

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 Seminar in Business Strategy

Enterprise Risk Management (M.B.A.)
Enterprise Risk Management (ERM) process is designed to create, protect, and enhance the value of the organization. The objective of the MBA concentration in ERM is to combine some of the key graduate business classes to develop not only the skills to understand and identify a myriad of risks, but the skills to guide the organization in management of those risks in an integrated approach that moves the organization forward. The ERM concentration recognizes the interdisciplinary nature of business activity and integrates the fields of assurance, finance, insurance, and management to prepare our students for careers in the increasingly important field of risk management.

Field Courses (4)

Required
- ERM 601 Foundations of Enterprise Risk Management
- ERM 602 Culture, Leadership, and Enterprise Risk
- ERM 604 Strategic Risk Analysis and Tools
- ERM 628 International Elective
- ERM 700 Individual Tax Planning

Out-of-field courses (2)
Courses may be any (2) 600-level courses in Graduate TCB outside the concentration field.

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 Seminar in Business Strategy

Option II: Business Analytics

The objective of the Business Analytics option is to develop professionals with training in the emerging field of integrating statistical analysis, data mining, predictive modeling, business intelligence and optimization methodologies with the state of the art information technology tools to automate or support decision-making activities in the fast-changing economy. The Business Analytics concentration within the Tobin College of Business M.B.A. program provides students with a combination of technical and managerial coursework needed for dealing with future challenges in the technology and data-driven global environment. Currently identified areas of applications using Business Analytics include marketing analytics, risk & credit analytics, web analytics, finance analytics, fraud analytics, supply chain analytics, financial services analytics, and health care analytics, to name a few.

Field Courses (4)

Required
- ERM 601 Foundations of Enterprise Risk Management
- ERM 602 Culture, Leadership, and Enterprise Risk
- ERM 604 Strategic Risk Analysis and Tools
- ERM 700 Individual Tax Planning

Elective (Select One)
ACC 642 Accounting Information: Assessment and Controls
FIN 628 Market Risk Management
FIN 629 Credit Risk Management
**Field Courses (4)**

**Required**

- FIN 633 Corporate Financial Management

**Other Electives**

- FIN 625 Ethics and Professionalism for Financing
- FIN 628 Market Risk Management
- FIN 629 Credit Risk Management
- FIN 634 Investment Analysis
- FIN 635 Capital and Money Markets
- FIN 636 Financial Economics
- FIN 638 Fixed Income Analytics
- FIN 642 Real Estate Finance and Investments
- FIN 643 International Corporate Finance
- 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 699 Finance Internship
- FIN 700 Seminar in Finance

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

Courses may be any (2) 600-level courses in Graduate TCB outside the concentration field.

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

One International and one free elective course. 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.

**V. Capstone Course (1)**

MGT 700 Seminar in Business Strategy

---

**Finance**

The design of the 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 Financial Management 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 643 International Corporate Finance, and Fin 700 Seminar in Finance if you pursue the international direction. Courses such as 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 664 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 the 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) and International Elective (1)**

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

- ACC 645 International Financial Reporting
- FIN 651 Bank Financial Management
- FIN 654 Advanced Corporate Finance
- FIN 664 Advanced Investment Analysis
- FIN 668 Financial Derivatives
- FIN 674 Investment Banking and Brokerage
- FIN 684 Asset Management
- FIN 699 Finance Internship
- FIN 700 Seminar in Finance

---

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

Courses may be any (2) 600-level courses in Graduate TCB outside the concentration field.

**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 Seminar in Business Strategy

**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 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.

---

**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.

Field Courses (4)

Required
MGT 631 Leading Modern Organizations

Choose any three from:
MGT 600 Contemporary Issues in Management
MGT 621 Decision Support Systems
MGT 622 Theory and Applications of Management Information Systems
MGT 623 Management of Human Resources
MGT 628 Operations Management and Management Systems
MGT 632 Organizational Theory
MGT 640 Seminar in Entrepreneurship
MGT 650 Managing a Web-based Entrepreneurial Business
MGT 651 Creating an E-Commerce Business
MGT 652 Seminar in International Management
MGT 653 Managing for Sustainability
MGT 654 Global Information Systems
MGT 659 International Business Policy
MGT 661 Compensation, Training and Development and Labor Relations
MGT 662 International Human Resource Management
MGT 663 Strategic and Risk Human Resource Management
MGT 680 Organizational Development: Managing Change
MGT 685 Managing and Staffing Virtual Organizations
MGT 690 E-commerce Impacts on Organizations
MGT 699 Management Internship

Out-of-Field Courses (2)
Courses may be any (2) 600-level courses in Graduate TCB outside the concentration field.

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 Seminar in Business Strategy

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.

The curriculum shown below focuses on the role of the marketing executive. 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 Seminar
MKT 623 Contemporary Marketing Strategies

Other Electives
Select two from:
MKT 603 Dynamics of Consumer Motivation & Behavior
MKT 624 Global Brand Marketing
MKT 626 Global Marketing Management Seminar
MKT 630 Marketing of Services
MKT 699 Marketing Internship
MKT 700 Marketing Seminar on Special Interest Topics

Out-of-Field Courses (2)
Courses may be any (2) 600-level courses in Graduate TCB outside the concentration field.

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 Seminar in Business Strategy

Taxation
The objective of the taxation program is to provide a course of study which enables our graduate to either enter the accounting profession of 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 professional 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 provide opportunities for our graduates 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 (2)

A. Required
TAX 600 Tax Research and Writing (one credit)
TAX 603 Corporate Taxation

B. Elective (Select Three):
TAX 611 Tax Planning for High Net-Worth Individuals
TAX 612 Partnerships and Partners
TAX 621 Estates and Gifts
TAX 622 Income Taxation of Trusts and Estates
TAX 631 Corporate Distributions, Liquidations and Reorganizations
TAX 632 Consolidated Federal Income Tax Returns
TAX 641 Interstate Commerce
TAX 642 Sales, Use and Property Taxation
TAX 643 State and Local Income Taxation
TAX 651 International Taxation I
TAX 653 Global Taxation Systems
TAX 654 Transfer Pricing
TAX 661 Compensation, Benefit and Retirement Plans
TAX 662 Real Estate
TAX 663 Financial Products
TAX 664 Intellectual Property
TAX 671 Taxation-Related Issues for Tax-Exempt Institutions

stjohns.edu/graduatebulletin 141
TAX 672  Specialized Industries
TAX 674  Depository and Lending Institutions I
TAX 675  Depository and Lending Institutions II
TAX 676  Insurance Companies I
TAX 677  Insurance Companies II
TAX 681  Tax Accounting
TAX 682  Special Topics in Taxation
TAX 683  Practice and Procedure

Out of field courses (2)
Courses may be any (2) 600-level courses in Graduate TCB outside the concentration field.

International Elective and Free Elective (2)
One international and one free elective course. 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  Seminar in Business Strategy

Programs of Study

M.S. Programs

M.S. Accountancy (CPA program)
M.S. in Enterprise Risk Management, and M.S. in Taxation Programs

Admission Requirements
To be admitted into the M.S. in Accounting, M.S. in Enterprise Risk Management, or M.S. in 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. The successful completion of the uniform Certified Public Accountants examination (CPA license), may be used in lieu of the GMAT examination for admission to the M.S. in Accounting, M.S. in Enterprise Risk Management, or M.S. in Taxation 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. Accountancy (CPA program)
The Master of Science degree program in Accounting 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 accounting profession or in managerial positions in industry, government and not-for-profit organizations. Students in the M.S. Accounting program are expected to have an undergraduate or graduate degree in business or a related field and thus they have already completed 36 credits of 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 is required to satisfy additional examination and experience requirements.

Recommended Curriculum for M.S. in Accountancy

I. Core
ACC 515  Financial Reporting: Concepts and Problems*

II. Curriculum A. Required
ACC 624  Information Technology Auditing
ACC 625  Accounting Ethics and Professionalism
TAX 635  Business Tax Planning

Select the following seven courses for the Certified Public Accounting Concentration
TAX 610**  Individual Tax Planning
ACC 620**  Global Managerial Accounting I
ACC 622**  Global Managerial Accounting II
ACC 630**  Financial Reporting: Specialized Topics*
ACC 623**  Auditing Problems
ACC 638**  Business Entities and Combinations
ACC 639**  Government and Not-for-Profit

* Requires a one-hour workshop

** If a student successfully completed undergraduate coursework that is substantially equivalent to TAX 610, ACC 620, ACC 622, ACC 623, ACC 630, ACC 638, or ACC 639, or has completed the uniform CPA examination, then that student must select an alternative concentration (from the following list) or coursework from the below list of elective courses. The other available accounting concentrations include: accounting information systems, accounting research, controllership, enterprise risk management (Manhattan only), financial services industry reporting and taxation, forensic accounting and fraud examination, insurance accounting and taxation (Manhattan only), internal auditing and risk advisory, international financial reporting and assurance, international taxation (Rome, Italy only), or taxation. Students may also select a second concentration in their M.S. in Accounting degree.

B. Elective (Select One Course)
ACC 600  Financial Statement Analysis I
ACC 601  Financial Statement Analysis II
ACC 605  Internships in Assurance and Advisory Services
ACC 621  Controllership
ACC 626  Forensic Accounting Principles
ACC 627  Business Valuations
ACC 628  Internal Auditing
ACC 629  International Auditing
ACC 632  Critique of Accounting Theory
ACC 635  Accounting for Derivatives and Other Financial Instruments
ACC 636  Accounting for Financial Institutions
ACC 640  SEC Practice
ACC 642  Accounting Information: Controls and Assessment
ACC 643  Accounting Information: Security and Forensics
ACC 650  Global Insurance Accounting I
ACC 651  Global Insurance Accounting II

Risk Management
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) Risk Management
Required:
RMI 600  Introduction to Insurance Economics
RMI 604  Risk Pricing Simulation
RMI 605  Financial Policy for Insurers
RMI 614  Risk Funding Tools for Insurers

Out-of-field Courses (2)
Courses may be any (2) 600-level courses in Graduate TCB outside the concentration field.

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.

Students are encouraged but not required to take RMI 609, RMI 610 or RMI 611 as their free elective.
ACC 654  International Financial Reporting I
ACC 656  Analysis of Foreign Financial Statements
ACC 660  Fraud Examination I
ACC 661  Fraud Examination II
ACC 662  Accounting Information: Governance, Risk Management, and Audit
ACC 664  Accounting Information: Operations, Maintenance and Support
ERM 601  Foundations of Enterprise Risk Management
ERM 603  Culture, Leadership, and Governance Risk
ERM 705  Strategic Risk Analysis and Tools

III. General Electives
Three Graduate Elective Courses

The student will be able to select three 600 level graduate courses (i.e., nine credits). The three graduate electives could be used to meet core requirements or to advance their studies and explore specialized accounting area(s) or to diversify their knowledge into enterprise risk management, taxation, or another business-related field(s).

M.S. Enterprise Risk Management

The Master of Science in Enterprise Risk Management reinforces the need for risk to be managed at the strategic, financial, reputational, and operational levels of the organization. ERM has become the new global standard for how to run a business and to develop critical holistic thinking about business problems. Risk intelligence is the goal of many organizations. Rating agencies, regulators, and investors all are pushing for better enterprise risk management by organizations. Even boards of directors are now being mandated to develop their ERM expertise. The goal of an enterprise risk management process is to create, protect, and enhance the value of the organization. The program combines some of the key graduate business classes to create a degree that develops not only the skills to understand and identify a myriad of risks, but the skills to guide the organization in management of those risks in an integrated approach that moves the organization forward. Our 30-credit program provides students an opportunity to study one of the most important business topics in today's business world, in New York City, with several of the world's most renowned risk scholars. Evening classes are offered on the Manhattan campus. While the curriculum is intended to provide rigorous academic and applied content, students may also find the material helpful in preparation for the Financial Risk Management (FRM), Certification in Risk Management Assurance (CRMA) and the Associate in Risk Management - ERM (ARM-E) exams.

Recommended Curriculum for M.S. in Enterprise Risk Management

I. Prerequisite courses (if required)
DS 504  Business Statistics
FIN 507  Managerial Finance

II. Curriculum
A. Required
ERM 601  Foundations of Enterprise Risk Management
ERM 603  Culture, Leadership, and Governance Risk
ERM 705  Strategic Risk Analysis and Tools
FIN 628  Market Risk Management
FIN 633  Corporate Financial Management
MGT 700  Seminar in Business Strategy
RMI 602  Risk Analysis Methods

Select one from the following
RMI 600  Introduction to Insurance Economics
RMI 604  Risk Pricing Simulation
RMI 614  Risk Funding Tools for Insurers

B. Elective (Select Two)
ACC 642  Accounting Information: Assessment and Controls
FIN 629  Credit Risk Management
MGT 628  Operations Management Systems
MGT 663  Strategic and Risk Human Resource Management

M.S. Investment Management

The Master of Science degree program in Investment Management is designed to provide students with the expertise to make effective financial analysis and investment decisions. Its content is relevant to students just learning skills for investment management, to investment management professionals needing a higher degree to advance their careers or wanting to improve their skills in preparation for CFA® certification, and also to professionals outside the investment management industry to gain knowledge and skills for financial analysis and tackling investment problems. Applicants must submit results from either the GMAT or GRE.

Prerequisite courses (if required)
DS 504  Business Statistics
ECO 506  Economics for Management
FIN 507  Managerial Finance

Curriculum
ACC 600  Financial Statement Analysis I
ACC 601  Financial Statement Analysis II
DS 609  Advanced Managerial Statistics
ECO 631  Monetary and Fiscal Policies
FIN 625  Ethics and Professionalism for Finance
FIN 633  Corporate Financial Management
FIN 634  Investment Analysis
FIN 638  Fixed-Income Analytics
FIN 668  Financial Derivatives
FIN 664  Advanced Investment Analysis

M.S. Taxation

The Master of Science 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

I. Core
TAX 610  Individual Tax Planning

II. Curriculum
A. Required
TAX 600  Tax Research and Writing
TAX 603  Corporate Taxation
TAX 612  Partnerships and Partnerships
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 622  Income Taxation of Trusts and Estates
TAX 631  Corporate Distributions, Liquidations and Reorganizations
TAX 632  Consolidated Federal Income Tax Returns
TAX 641  Interstate Commerce
TAX 642  Sales, Use and Property Taxation
TAX 643  State and Local Income Taxation
TAX 651  International Taxation I
TAX 653  Global Taxation Systems
TAX 654  Transfer Pricing
TAX 661  Compensations, Benefits and Retirement Plans
TAX 662  Real Estate
TAX 663  Financial Products
TAX 664  Intellectual Property
TAX 671  Taxation-Related Issues for Tax-Exempt Institutions
TAX 672  Specialized Industries
TAX 674  Depository and Lending Institutions I
TAX 675  Depository and Lending Institutions II
Programs of Study

J.D./M.B.A. Programs

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

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

J.D./M.S. Accounting Program

The J.D./M.S. program is a dual degree program for exceptional students in law and accounting leading to the Juris Doctor (J.D.) and the Master of Science (M.S.) in Accounting offered by the School of Law and the Tobin College of Business, respectively. Its purpose is to prepare students for careers in the areas of law and accounting, which require both legal expertise and an in-depth knowledge of the theory and practice of accounting. 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 further information on this program, an appointment should be made to meet with an academic advisor.

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

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

B.A. or B.S./M.B.A. Programs

The Graduate Division of the Tobin College of Business in conjunction with a number of undergraduate colleges within St. John’s University offers 5-year combined degree programs leading to the Bachelor of Arts (B.A.) Bachelor of Science (B.S.) and the Master of Business Administration (M.B.A.). The combination allows the student to complete both programs with a cost saving and fewer credits.

Applicants for admission to these combined degree programs apply to both the Tobin College of Business Graduate Division and the Department of Accounting and Taxation in their junior year and must meet criteria for admission to the Graduate Division of the Tobin College of Business. Applicants must have a 3.25 undergraduate grade point average and must submit results from the GMAT. The student must also meet other eligibility requirements to progress to the fifth year of study as a graduate student.

For more information on these programs, see the undergraduate bulletin at www.stjohns.edu/academics/undergraduate/bulletin. For the current combined degree offerings, see stjohns.edu/admission/undergraduate/programs/fiveyear.stj
Department of Accounting and Taxation (ACC, TAX)

ACC 503 Financial Reporting
Prerequisite: None. This course explains and interprets the form and content of financial reports issued by business entities in order to provide investors, creditors, and others with the information necessary to understand the entities’ financial positions, profitability and future cash flows, all which determine market values. Topics include working capital, operating assets, 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 generally accepted accounting principles underlying the preparation of financial statements in the United States. Topics include the theory upon which financial statements are prepared, as well as its application to valuation, classification, and disclosure of various assets. A comprehensive financial accounting practice set is assigned. The course requires a one-hour non-credit workshop. Credit: 3 semester hours.

ACC 600 Financial Statement Analysis I
Prerequisite: None. This course examines the basic techniques applied in the analysis of financial statements to evaluate the quality of accounting information. The course considers the appropriateness of accounting policies and estimates and, discusses possible techniques to undo 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. The course examines contemporary tools and techniques available for analyzing the financial statements and other data 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. A research paper, a journal of accomplishments, and employer evaluations are required. Credit: 3 semester hours.

ACC 620 Global Managerial Accounting I (formerly, ACC 620 Cost Administration)
Prerequisite: None. This course focuses on the study of managerial accounting as a technique for planning and control. Emphasis is on the manager and management accounting; an introduction to cost terms and purposes; cost-volume-profit analysis; job costing, activity-based costing and activity-based management; master budget and responsibility accounting; flexible budgets, direct-cost variances, and management control; flexible budgets, overhead cost variances, and management control; inventory costing and capacity analysis; determining how costs behave; decision making and relevant information; and strategy, balanced scorecard, and strategic profitability analysis. International and U.S. case studies will be assigned to demonstrate the students problem solving and decision making skills. Credit: 3 semester hours.

ACC 621 Controllership
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 Global Managerial Accounting II (formerly Advanced Management Accounting)
Prerequisite: ACC 620 or equivalent. This course provides students with an opportunity to discuss and understand pricing decisions and cost management; cost allocation, customer-profitability analysis, and sales-variance analysis; allocation of support-department costs, common costs, and revenues; cost allocation: joint products and byproducts; process costing; spoilage, rework, and scrap; balanced scorecard: quality and time; inventory management, just-in-time, and simplified costing methods; capital budgeting and cost analysis; management control systems, transfer pricing, and multinational considerations; and performance measurement. International and U.S. case studies will be assigned to demonstrate the students problem solving and decision making skills. Credit: 3 semester hours.

ACC 623 Auditing Problems
Prerequisites or Co-requisite: ACC 515 or equivalent. This course provides a study of current auditing theory and techniques, generally accepted auditing standards, the auditing standards of the PCAOB and IFAC, especially as they relate to audit objectives, pre-engagement and audit planning activities, the assessment of internal controls, the uses of sampling, the performance of procedures during the audit, and the various reports and services rendered by independent auditors. Credit: 3 semester hours.

ACC 624 Information Technology Auditing
Prerequisite or Co-requisite: ACC 515 or equivalent. The course evaluates technology controls in mitigating risks in accounting information and communication systems and considers the procedures performed by the internal and external auditors to obtain assurance regarding IT governance; systems acquisition, development, and implementation; systems operations, maintenance and support; continuity planning; and physical and data security. Credit: 3 semester hours.

ACC 625 Accounting Ethics and Professionalism
Prerequisite: Taken in last 12 credits. This capstone course addresses ethical issues relating to professional responsibilities posed by the federal regulatory agencies (e.g. SEC, IRS, GAO, DOL, etc., self-regulatory bodies (i.e., PCAOB), and professional organizations (e.g., AICPA, IIA, IMA, ISACA, etc.) as well as the code of conduct, used by different states as a basis for professional certification. This course requires students to research current and new accounting and auditing guidance, prepare written memoranda to express their findings, and prepare and deliver presentations on their research. A written report on a selected research project is a major requirement in this course. Credit: 3 semester hours.

ACC 626 Forensic Accounting Principles
Prerequisite: ACC 623, ACC 624, ACC 628, ERM 601, or equivalent. This course provides 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 628 Internal Auditing
Prerequisite: None. This course evaluates risk exposures relating to the organization's governance, operations and information systems, in relation to: (a) effectiveness and efficiency of operations, (b) reliability and integrity of financial and operational information, (c) safeguarding of assets, and (d) compliance with laws, regulations, and contracts. Credit: 3 semester hours.

ACC 629 International Auditing
Prerequisite: ACC 515 or equivalent. This course examines International Standards on Auditing (ISA) issued by International Federation of Accountants (IFAC) and examines how those standards improve the uniformity of practice by professional accountants throughout the world. Credit: 3 semester hours.

stjohns.edu/graduatebulletin 145
ACC 630 Financial Reporting: Specialized Topics*
Prerequisite: ACC 515 or equivalent. This course examines accounting issues underlying financial reporting. Topics include accounting for: intangible assets, investments, non-current assets, current and long-term liabilities, stockholders’ equity, earnings per share, cash flows, income taxes, pensions, leases, accounting changes, disclosures, and revenue recognition. Includes a one-hour workshop. Credit: 3 semester hours.

ACC 632 Critique of Accounting Theory
Prerequisite: or Co-requisite: ACC 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. Credit: 3 semester hours.

ACC 635 Accounting for Derivatives and Other Financial Instruments (formerly, Accounting for Financial Instruments and Derivative Products)
Prerequisite: ACC 515 or ACC 503 or equivalent. This course examines the accounting, economic, regulatory, reporting, and disclosure requirements relating to derivatives and other financial instruments from both an investing and financing perspective. Credit: 3 semester hours.

ACC 636 Accounting for Financial Institutions
Prerequisite: ACC 515 or ACC 503 or equivalent. This course examines major issues relating to regulatory, accounting, financial presentation and disclosure requirements of commercial, savings and investment banks, credit unions, finance companies, and investment companies. Credit: 3 semester hours.

ACC 638 Business Entities and Combinations
Prerequisite: 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 Not-for-Profit
Prerequisite: ACC 630 or equivalent. This course examines the special accounting procedures and problems with respect to governmental and not-for-profit entities and the reporting requirements promulgated by the FASAB, the GASB and other standard setting bodies. In addition, this course examines governmental auditing standards as promulgated by the Government Accountability Office (GAO). Credit: 3 semester hours.

ACC 640 SEC Practice
Prerequisite: ACC 503 or ACC 515 or equivalent. This course examines the registration and reporting requirements contained in various SEC rules such as Regulations S-K, S-X, S-T, and S-B along with exemptions provided under Regulations A and D. Financial Reporting Releases, Industry Guides, and Staff Accounting Bulletins are also discussed. Credit: 3 semester hours.

ACC 642 Accounting Information: Controls and Assessment
Prerequisite: None. This course examines the tools and techniques used to assess risk in the operations of business entities and the application of internal controls to an enterprise’s accounting information and communication systems. Credit: 3 semester hours.

ACC 643 Accounting Information: Security and Forensics
Prerequisite: None. This course examines issues related to the logical and physical security of accounting information and communication systems and investigates information technology frauds and methods of fraud detection and deterrence. Credit: 3 semester hours.

ACC 650 Global Insurance Accounting I
Prerequisite: ACC 503 or ACC 515 or equivalent. This course introduces students to insurance accounting, specifically that applicable to the property and liability insurance companies. Insurance accounting is based on regulatory requirements (Statutory Accounting Principles or SAP), as well as elements of International Financial Reporting Standards (IFRS) and Generally Accepted Accounting Principles (GAAP) applicable to insurers based on the jurisdiction in which the insurer is organized. Credit: 3 semester hours.

ACC 651 Global Insurance Accounting II
Prerequisite: ACC 650 or equivalent. This course introduces students to insurance accounting, especially that applicable to the life and health insurance entities. That accounting is based on regulatory requirements (Statutory Accounting Principles or SAP), as well as elements of International Financial Reporting Standards (IFRS) and Generally Accepted Accounting Principles (GAAP) applicable to insurers based on the jurisdiction in which the insurer is organized. Credit: 3 semester hours.

Prerequisite: ACC 515 or ACC 503 or equivalent. This course is designed to familiarize students with the infrastructure and institutional elements of IFRS, provide an overview of the International Accounting Standards Board (IASB) and its due process, conceptual framework underlying IFRS, and the core accounting topics of the course. Credit: 3 semester hours.

ACC 656 Analysis of Foreign Financial Statements (formerly, ACC 646, Foreign Financial Statement Analysis)
Prerequisite: ACC 515, or ACC 503, or equivalent. This course focuses on the analysis of financial statements of companies using International Financial Reporting Standards (IFRS), as promulgated or adopted 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.

ACC 660, Fraud Examination I
Prerequisite: ACC 623, or ACC 624, or ACC 628, or equivalent. This course examines frauds that have occurred in recent years and addresses: (a) the nature of the scheme and how the fraud was perpetrated, (b) how the fraud was covered up, (c) why the auditors, the board of directors, and the regulators did not discover the fraud, (d) what should have been done by auditors, board members and regulators to prevent and detect the fraud, and what weaknesses in controls existed to allow the situation to occur. Actual examples of recent frauds will be used and discussed. Credit: 3 semester hours.

ACC 661, Fraud Examination II
Prerequisite: ACC 660 or equivalent. This course analyzes frauds to determine the meaning or type of fraud involved (fraudulent financial statements, misappropriation of assets, or corruption), the people responsible for perpetrating the fraud and their motivation to commit fraud, the risks of fraud by function and why management and other responsible parties fail to uncover fraud, corporate governance and its responsibility, the role of internal controls in fraud prevention, fraud detection, and fraud correction, how to conduct a fraud investigation and maintain proper evidential matter, as well as, ethical considerations. Credit: 3 semester hours.

ACC 662 Accounting Information: Governance, Risk Management, and Audit (formerly ACC 641 Accounting Information: Contemporary Issues)
Prerequisite: ACC 623, or ACC 624, or ACC 628, or ERM 601, or equivalent. This course addresses the concepts and application of internal controls to enterprise information and communication systems, including applicable frameworks developed to assess risks inherent in those systems, and the review of control objectives and best control practices. The course also discusses best practices in the governance of enterprise IT, as well as, auditing of IT governance and implementation, and business continuity. Credit: 3 semester hours.
ACC 664 Accounting Information: Operations, Maintenance and Support (formerly ACC 644 Accounting Information: Systems and Processes)
Prerequisite: ACC 623, or ACC 624, or ACC 628, or ERM 601, or equivalent. This course provides an overview of various accounting information and communication systems by discussing procedures used to monitor operations, maintenance and support. Topics include accounting information systems operations and hardware; AIS architecture and software; AIS network infrastructure; auditing infrastructure and operations; disaster recovery planning. Credit: 3 semester hours.

ERM 601, Foundations of Enterprise Risk Management (formerly, Enterprise Risk Management I)
Prerequisite: None. This course covers the fundamentals of enterprise risk management (ERM). Specific topics include how companies build frameworks and controls to manage their risks, how those frameworks are developed around the world, including the role of regulatory bodies in mandating their adoption; how ERM processes are established, how companies assess and measure risk, and how companies can use a variety of techniques to identify their risks. Credit: 3 semester hours.

ERM 603, Culture, Leadership, and Governance Risk (formerly Enterprise Risk Management II)
Prerequisite: ERM 601 or equivalent. This course covers how enterprise risk management (ERM) can be used to add value to an organization. Companies that have lost considerable value due to not managing risks (so-called value killer risks), companies that have recovered from risks, as well as, companies that have gone into bankruptcy because of mismanagement of risk are analyzed. Students will link risks to strategy and learn how to develop key risk indicators. Students gain knowledge of ERM tools that help companies identify, assess, and build ERM processes, the impact of using ERM in mergers and acquisitions, and the role of boards and corporate governance. Credit: 3 semester hours.

ERM 705, Strategic Risk Analysis and Tools (formerly Enterprise Risk Management III)
Prerequisite: ERM 601, and ERM 603 or equivalent. This course is the capstone course in the M.S. in Enterprise Risk Management. The course covers what a new CRO or ERM director must do to successfully implement ERM. Students will gain experience as an ERM director, CRO, or ERM consultant as they analyze real companies with ERM problems. Finally, students will conduct an ERM project on an actual organization, working closely with the instructor and client organization (when permitted) to help develop an ERM process and identify risks and reporting structures. Credit: 3 semester hours.

TAX 600 Tax Research and Writing
Prerequisite: None. 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
Prerequisite: None. 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. A research paper, a journal of accomplishments, and employer evaluations are required. Credit: 3 semester hours.

TAX 610 Individual Tax Planning
Prerequisite: None. This course examines how to determine taxable income, including coverage of income, exclusions, deductions, and credits. 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: None. This course provides a study of the uses, formation, operation and termination of partnerships, including family partnerships. Credit: 3 semester hours.

TAX 621 Estates and Gifts
Prerequisites: None. This course examines the rules and interrelationship between the estate tax 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 a 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 examines corporations with subsidiaries that 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 a study of tax issues pertaining to corporations, partnerships, and special entities. Credit: 3 semester hours.

TAX 641 Interstate Commerce
Prerequisite: None. 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 642 Sales, Use and Property Taxation
Prerequisite: None. The course examines sales and use taxation by addressing such issues as constitutional issues, nexus, taxable transactions, exemptions, exemption certificates, interstate sales, gross receipts taxes, services and intellectual property, construction contractors, manufacturers, repairs of tangible personal property, maintenance contracts, and electronic commerce. The course also examines property taxation by addressing, such issues as, constitutional issues, real versus personal property, exemptions, valuation methods, highest and best use, contaminated property, industry specific issues, personal and intellectual property taxes, and natural resources. Credit: 3 semester hours.

TAX 643 State and Local Income Taxation
Prerequisite: None. The course examines state and local level corporate and individual income taxes and how several selected state tax systems interact with federal taxation systems. This course analyses the nexus of in-state business activity that requires state tax filings, including the general requirements to start a business in a particular state, the financial impact of state income taxation systems on the provision for taxes and the knowledge necessary to properly comply with interstate filings and interacting federal compliance tax laws. In addition the student will learn how to deal with the ethical and social issues that regularly confront taxpayers on interstate commerce transaction. Credit: 3 semester hours.

stjohns.edu/graduatebulletin 147
TAX 651 International Taxation I (formerly Foreign Operations)
Prerequisite or Co-requisite: TAX 610 or equivalent. This course examines the effect of the Internal Revenue Code on: (a) U.S. persons investing or operating abroad and (b) foreign persons investing or operating in the U.S. Credit: 3 semester hours.

TAX 653 Global Taxation Systems
Prerequisite: TAX 635 or TAX 603 or equivalent. This course broadens the student’s understanding of “taxation” as it relates to their professional responsibility and their effectiveness in global business dealings by reviewing a broad array of tax models and methods used by governments to finance government expenditures. Taxation systems studied include income taxes, such as the current federal, state, and local income taxes, flat tax and gross income tax; consumption taxes such as sales taxes, use taxes, excise taxes and a variety of transaction taxes; transfer taxes such as estate and gift taxes, inheritance tax and value added taxes, as well as examining property taxes. Credit: 3 semester hours.

TAX 654 Transfer Pricing
Prerequisite: TAX 652 or TAX 655 or equivalent. This course examines multinational enterprises (MNE) transfer pricing, including the core principles necessary for taxing authorities to ensure that the taxable profit of MNEs are not artificially shifted out of their jurisdictions; that the tax base reported by MNEs in their respective countries reflects the economic activity undertaken therein; that MNEs need to establish a sound transfer pricing policy and strategies to avoid unnecessary tax audits. 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 issues and planning opportunities encountered in the acquisition, operation, and disposition of real property. 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, and foreign exchange contracts. Credit: 3 semester hours.

TAX 664 Intellectual Property
Prerequisite: TAX 610 or equivalent. This course examines the federal tax consequences of the development, purchase, sale and licensing of intellectual properties, including inventions (whether or not patentable), trade secrets, trademarks, trade names, copyrights and computer software. Credit: 3 semester hours.

TAX 671 Taxation-Related Issues for Tax-Exempt Institutions
Prerequisite: 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 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 674 Depository and Lending Institutions I
Prerequisite: TAX 610 or equivalent. This course investigates the taxation of commercial banks, thrift institutions, and other depository or lending institutions. The course analyzes the applicable special tax provisions in light of the economic function and operation of those institutions. Consideration is given to why depository and lending institutions are treated differently from other taxpayers and to differences in the treatment accorded to their various types of financial products. Credit: 3 semester hours.

TAX 675 Depository and Lending Institutions II
Prerequisite: TAX 674 or equivalent. This course investigates the taxation of commercial banks, thrift institutions, and other depository or lending institutions. The course analyzes the applicable special tax provisions in light of the economic function and operation of those institutions. Consideration is given to why depository and lending institutions are treated differently from other taxpayers and to differences in the treatment accorded to their various types of financial products. Credit: 3 semester hours.

TAX 676 Insurance Companies I
Prerequisite: TAX 610 or equivalent. This course investigates the taxation of life insurance entities. The course analyzes the applicable special tax provisions in light of the economic function and operation of life insurers. Consideration is given to why life insurers are treated differently from other taxpayers and to differences in the treatment accorded to their various types of financial products. Credit: 3 semester hours.

TAX 677 Insurance Companies II
Prerequisite: TAX 676 or equivalent. This course investigates the taxation of property and casualty insurance entities, including health insurers. The course analyzes the applicable special tax provisions in light of the economic function and operation of those institutions.

TAX 681 Tax Accounting
Prerequisite: TAX 610 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 610 or equivalent. This course examines current developments in federal income, estate and gift taxation, as a consequence of recent court decisions, legislation, regulations and rulings. Credit: 3 semester hours.

TAX 683 Practice and Procedure
Prerequisite: TAX 610 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 or equivalent. Taken in last 12 credits. This course offers an opportunity to research and write about a current and relevant topic in taxation, resulting in an article of publishable quality. Credit: 3 semester hours.

Department of Computer Information Systems/Decision Sciences (CIS/DS)

CIS 505 Business Information Technology
This course provides the entering M.B.A. students with the needed computer skills and knowledge; and it covers: (i) the introductory and intermediate treatment of state-of-the-art 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 internet. Credit: 3 semester hours.
CIS 650 Applied Computer Languages
Prerequisite: CIS 505. This course covers the design, modeling, implementation and management of 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 warehousing and Web database technologies. 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 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
Prerequisite: 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 699 CIS Internship
This internship seeks to provide students with the opportunity to develop Information Systems skills in an actual work setting outside the classroom. The internship is a one term, part time, credit bearing IT position within a supervised work environment. Practical application of IT practices and theories is emphasized. In addition to Internship responsibilities a research project is required. This course may be taken only once. Credit: 3 semester hours.

CIS 901; CIS 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.

CIS 605 Applied Computer Languages
Prerequisite: CIS 505. This course covers the design, modeling, implementation and management of 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.

CIS 699 CIS Internship
This internship seeks to provide students with the opportunity to develop Information Systems skills in an actual work setting outside the classroom. The internship is a one term, part time, credit bearing IT position within a supervised work environment. Practical application of IT practices and theories is emphasized. In addition to Internship responsibilities a research project is required. This course may be taken only once. Credit: 3 semester hours.

CIS 901; CIS 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 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 Predictive Analytics and Business Forecasting
Prerequisite: DS 504. 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. 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 635 Big Data and Data Mining
Prerequisite: DS504. This course deals with applying the state-of-the-art methodologies and techniques for analyzing enormous quantities of raw data in high-dimensional data spaces for the purpose of extracting new information for decision making. The covered topics include methods and algorithms originating from different disciplines including statistics, machine learning, neural networks, fuzzy logic, and evolutionary computation. Case studies in the areas of finance, accounting, personnel, production, health care, and marketing systems are examined. Class projects will be assigned for hands-on practice. Credit: 3 semester hours.

DS 925 Maintaining Matriculation
Master of Business Administration students not registered for courses during a semester must register for DS 925 in order to maintain matriculation and return to the program for the remaining courses. No Credit. Fee: $100 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.

ECO 600 Managerial Economics and Forecasting
Prerequisite: ECO 506. This course focuses on 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 decision-making. Credit: 3 semester hours.

ECO 605 International Trade and Investment
Prerequisite: ECO 506. This course focuses on the international economic and monetary systems. It examines the different international monetary arrangements, analyzes the balance of payments accounts, provides theoretical bases for trade among countries, and addresses current problems and issues in commercial policy, and 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 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.

FIN 625 Ethics and Professionalism for Finance
Prerequisite: None. 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 covers market risks on various types of assets. Value-at-Risk will be addressed 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 mitigate the exposures are examined as well. Credit: 3 semester hours.

FIN 633 Corporate Financial Management
Prerequisite: 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 to corporate investment and financing decisions, financial modeling, financial forecasting and other microcomputer applications that pertain to finance. Credit: 3 semester hours.

FIN 634 Investment Analysis
Prerequisite: 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 the 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 concept of market efficiency. The course covers a number of topics: the creation of corporate value, corporate governance, restructuring and mergers, the microstructure of markets, the financial economics of markets, and multinational firms. 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 methodology has led to progressively better risk-management measures and assessment of the risks of fixed income securities containing embedded derivatives. Credit: 3 semester hours.

FIN 643 International Corporate Finance
Prerequisite: FIN 507. This course covers international environment and operations of major corporations. The course also emphasizes the analysis and control of currency risk and exposure. 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
Prerequisite: 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, corporations and investment firms to reduce financing costs, hedge price and credit risks, and to adjust return and risk profiles. Credit: 3 semester hours.

FIN 674 Investment Banking and Brokerage
Prerequisite: FIN 507. This course examines the business of investment banking and securities brokerage. These business 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 699 Finance Internship
The finance internship seeks to provide students with the opportunity to develop a deeper understanding of the finance industry and the development of financial skills built upon previous program coursework in an actual work setting outside the classroom. The internship which exposes students to the practice of finance in an actual work setting is a one term, part time, credit bearing internship position within a supervised work environment. Practical application of financial knowledge, practices and theories is emphasized. In addition to internship responsibilities a research project is required. This course may be taken only once. 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; FIN 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, 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 FIN 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 FIN 902 the student is required to complete the master's thesis. Hours to be arranged by the professor. Credit: 3 semester hours.

FIN 925 Maintaining Matriculation
M.B.A. and M.S. 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: $100 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 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 Managing Organizational Operations
This course studies the fundamentals of a firm's operations. Topics studied include operating strategies, product design, manufacturing and service operations, supply management and distribution, and other factors essential for an organization's competitive success and long term survival in the global environment. Credit: 3 semester hours.

MGT 600 Contemporary Issues in Management
Prerequisite: MGT 502. 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 621 Decision Support Systems
Prerequisite: MGT 502. Students are taught conceptualization and model-building tools to enhance their management problem solving and decision making capability. Credit: 3 semester hours.

MGT 622 Theory and Applications of Management Information Systems
Prerequisite: MGT 502. 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 Management of Human Resources
Prerequisite: MGT 502. 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. Credit: 3 semester hours.

MGT 628 Operations Management and Management Systems
Prerequisite: MGT 502. 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
Prerequisite: MGT 502. 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  
**Prerequisite:** MGT 502. This course addresses major theoretical perspectives relevant to the development and management of organizations. Topics include organizational power and control, corporate governance, and interrelations between organizations.  
**Credit:** 3 semester hours.

MGT 640 Seminar in Entrepreneurship  
**Prerequisite:** MGT 502. Students learn how to plan, organize and implement a new venture.  
**Credit:** 3 semester hours.

MGT 650 Managing a Web-based Entrepreneurial Business  
**Prerequisite:** MGT 502. 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  
**Prerequisite:** MGT 502. 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  
**Prerequisite:** MGT 502. 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 653 Managing for Sustainability  
Global warming and other ecological problems are endangering the world’s success on a macro-level. However, it is clear that individual businesses can foster sustainable practices by themselves and their stakeholders in ways that bolster the achievement of many of their strategic objectives. This course will cover the issues and opportunities that make global sustainability a business imperative.  
**Credit:** 3 semester hours.

MGT 654 Global Information Systems  
**Prerequisite:** MGT 502. 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  
**Prerequisite:** MGT 502. 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 661 Compensation, Training and Development and Labor Relations  
This course builds student understanding of key areas of human resource management in preparation for real world application. The focal topics are building compensation plans that support the firm’s competitive position; understanding how training and development support the goal of improving employee performance and guiding employees through career stages. The course covers labor relations and employment law.  
**Credit:** 3 semester hours.

MGT 662 International Human Resource Management  
This course is designed to provide a comprehensive and up-to-date introduction to the field of international human resource management. Emphasis will be on attempting to understand the interaction between people and cultures in multinational and global organizations, and effective management of human resource systems in cross-cultural, multicultural, and the global contexts.  
**Credit:** 3 semester hours.

MGT 663 Strategic and Risk Human Resource Management  
The course examines the strategic aspects and the risk management of human resources (HR).  
**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 Managing and Staffing Virtual Organizations  
**Prerequisite:** MGT 502. 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  
**Prerequisite:** MGT 502. 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 699 Management Internship  
This internship program provides students with the opportunity to develop research and analytical skills in an actual work setting within a supervised work environment. Practical application of management tools and tactics are emphasized throughout as is the importance of ethics in the workplace.  
**Credit:** 3 semester hours.

MGT 700 Seminar in Business Strategy  
**Prerequisite:** MGT 502, taken in last semester. 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; MGT 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: $100 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 Seminar
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 sociology. 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 624 Global Brand Marketing
Prerequisites: MKT 508. This course is designed to provide a course of study in which students will secure an appreciation and understanding of the rapidly changing global brand and branding landscape, and how global brands are increasing being created all over the world. The challenge for players in the global marketplace is increasingly to develop and manage branded products and services, which enable them to better compete by introducing and building their brand offerings. Credit: 3 semester hours.

MKT 626 Global Marketing Management Seminar
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 marketplace. Credit: 3 semester hours.

MKT 699 Marketing Internship
This internship program provides students with the opportunity to develop research and analytical skills in an actual work setting within a supervised work environment. Practical application of marketing tools and tactics are emphasized throughout. Credit: 3 semester hours.

MKT 700 Marketing Seminar on Special Interest Topics
Prerequisite: MKT 508. A 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 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: $100 per semester.

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

RMI 600 Introduction to Insurance Economics
This course deals with core concepts of the theory of insurance demand. After a review of essentials of decision theory the optimal design of insurance products is addressed from an information economics point of view. Optimal risk sharing in a complete information setting is discussed as the benchmark case. The class covers adverse selection and moral hazard which heavily affect almost any real-life insurance market. Implications for product design as well as the interaction between insurance and other markets are analyzed. Credit: 3 semester hours.

RMI 602 Risk Analysis Methods
Prerequisite: DS 504. 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 develop a knowledge of the required MS thesis format. Seating priority is for M.S. Risk students. Other students wishing to take this course should contact their advisor. Credit: 3 semester hours.

RMI 604 Risk Pricing Simulation
Prerequisite: RMI 600. This course focuses on the pricing of individual risks and portfolios of contingent and uncertain cash flows from risk in a dynamic, probabilistic modeling framework in the presence of market incompleteness, background risk, downside risk aversion, prudence and parameter uncertainty. Emphasis is on computer-aided applications. The course results in students being able to use simulation to investigate the link between economic capital, risk and revenue for an insurance firm. Credit: 3 semester hours.

RMI 605 Finance Policy for Insurers
This course focuses on the strategic use of capital budgeting, capital structure, asset-liability management, investing and insurance market economics to create economic value. The efficacy of the shareholder value objective in light of insurance sustainability principles, evolving regulation and the concept of a “good” company are considered. The course leads to a case for how and whether insurance firms create shared economic value for their shareholders, as they meet their obligations to policyholders. Credit: 3 semester hours.

RMI 607 Insurance Operations
This course provides a review of key elements and processes of non life and health insurance company operations; examples include marketing and distribution, underwriting, premium auditing, actuarial operations, claims and claims adjusting, statutory accounting and regulatory compliance. The course results in students being able to explain key processes, functions and reporting activities of insurance firms. Credit: 3 semester hours.

RMI 608 Microinsurance
This course examines the underlying issues that give rise to the need for microinsurance, and critically evaluates the development and operation of the global microinsurance market. Students understand the microinsurance product development process and the evolving microinsurance models and products. Credit: 3 semester hours.

stjohns.edu/graduatebulletin 153
RMI 609 Property and Liability (Re)Insurance
Underwriting, claims administration, financial reporting, and ratemaking 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
Prerequisite: 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 Insurance
Prerequisite: RMI 600 and RMI 602. This course includes practice-oriented readings, case analysis, topical discussions, and industry speakers. The course results in students able to connect concepts to the current and evolving practice of insurance, and in students understanding the nature of decisions insurance practitioners ordinarily have to make. Credit: 3 semester hours.

RMI 612 Applied Risk Research & Writing
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
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 for Insurers
Prerequisite: RMI 600. This course focuses on derivatives, swaps, hybrid securities, indexed debt, contingent financing, and reinsurance. The course results in students being able to finance and hedge pure financial risks faced by insurance firms singularly or jointly. Credit: 3 semester hours.

RMI 621 Risk Project
Students apply their knowledge and skills to complete 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 699 Risk Management Internship
This internship program provides students with the opportunity to develop research and analytical skills in the area of risk management within an actual work setting environment. Concepts already considered during coursework are expected to be applied and built upon to gain a deeper understanding of the industry of risk and insurance. Credit: 3 semester hours.

RMI 925 Maintaining Matriculation
M.B.A. and M.S. 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: $100 per semester.

*For a complete listing of approved courses, please contact the Dean’s office.
Victoria Shoaf, CPA, Dean, Professor of Accounting and Taxation, B.A., California State College; M.B.A., Pace University; Ph.D., Baruch College, City University of New York.

Ivan Abel, Associate Professor of Marketing, B.E.E., The City College, The City University of New York; M.B.A., Baruch College; Ph.D., The City University of New York.

John Angelidis, Chair and Professor of Management, B.S., Georgia Institute of Technology, M.S., Ph.D., Georgia State University.

Mark Aquilio, CPA, Professor of Accounting and Taxation, B.S., J.D., Fordham University; LL.M., New York University.

Joan Ball, Assistant Professor of Marketing, B.A., State University of New York, Albany, M.S., Nyack College, Ph.D., ISM.

Vipul K. Bansal, Chair and Associate Professor of Finance, B.A., Iwaju University; M.B.A., University of Delhi; Ph.D., University of Mississippi.

James Barrese, Professor of Risk Management and Insurance, Robert F. Caroon Academic Chair, B.S., Ph.D., Rutgers University.

Albert J. Beer, F.C.A.S., M.A.A.A, Assistant Professor, B.S., Manhattan College, M.A. University of Colorado.

Mikael C. Bergbrant, Assistant Professor of Economics and Finance, B.S., University of South Florida, M.S., University of South Florida, M.B.A., University of South Florida; Ph.D., University of South Florida.


Mark J. Browne, Professor and Chair of Risk Management and Insurance, B.S.E., University of Pennsylvania, M.A., University of Pennsylvania; Ph.D., University of Pennsylvania.

M. Northrup Buechner, Associate Professor of Economics, A.B., Lawrence University; Ph.D., University of Virginia.

William Ryall Carroll, Chair and Associate Professor of Marketing, B.A., University of Rochester, M.S., University of Texas at Arlington, Ph.D., Baruch College, City University of New York.

Patrick A. Casabona, Professor of Accounting and Taxation, B.A., Iona College; M.B.A., Ph.D., Baruch College of the City University of New York.

R. Mitch Casselman, Associate Dean, Director, Center for Global Business Stewardship, Associate Professor of Management, B.Comm., M.A., Carleton University, Ph.D. University of Melbourne.

Chiang-Nan Chao, Professor of Management, B.A., Jilin University, China; M.B.A., Lamar University; Ph.D., Arizona State University.

David Y. Chan, CPA, CIA, CFE, Assistant Professor of Accounting and Taxation, B.S., M.S., St. John’s University, Ph.D., Rutgers University.

Thomas P. Chen, Professor of Economics and Finance, B.A., Tunghai University; M.A., State University of New York at Buffalo; Ph.D., City University of New York.

Amber M. Chenevvert, Assistant Professor of Marketing, B.S., Hampton University, M.A., Syracuse University; Ph.D., the University of Texas at Austin.

Young Back Choi, Professor of Economics, B.A., SUNY Old Westbury; M.A., Ph.D., University of Michigan.

Yeong C. Choi, CPA, Associate Professor of Accounting and Taxation, B.A., M.A., YeungNam University, Korea; M.S., University of Delaware, Ph.D., Drexel University.

Charles M. Clark, Professor of Economics, B.A., Fordham University; M.A., Ph.D., New School for Social Research.

John Clarke, Chair and Visiting Associate Professor of Law, B.B.A., J.D., St. John’s University.

Sylvia Clark, Associate Professor of Marketing, B.B.A., Baruch College, M.B.A., New York University; Ph.D., Baruch College.

Patrick R. Colabella, CPA, Associate Professor of Accounting and Taxation, B.S., St. John’s University; M.B.A., Pace University, Ed.D., St. John’s University.

Timothy Coville, CPA, Assistant Professor of Accounting, B.S., SUNY Albany, M.B.A. New York University, Ph.D. Rutgers University.

Gerald P. Cusack, Associate Professor of Management, B.A., M.B.A., St. John’s University; M.A., New School for Social Research; Ph.D., New York University.

Nina T. Dorata, CPA, Professor of Accounting and Taxation, B.S., M.B.A., St. John’s University, Ph.D., Rutgers University.

Reza Eftekharzadeh, Associate Professor of Computer Information Systems and Decision Sciences, B.A., Tehran, Iran; M.B.A., St. John’s University; M.B.A., M.Phil., Ph.D., Baruch College, City University of New York.

I. Hilmi Elifoglu, CISA, CISM, Associate Professor of Accounting and Taxation, B.S., Ankara University; M.B.A., University of Minnesota; M.S., Ph.D., New School for Social Research.

Robert B. Fireworker, Professor of Computer Information Systems and Decision Sciences, B.S., Brooklyn College; M.S., Ph.D., New York University.

Adrian P. Fitzsimons, CPA, CISA, CMA, CFA, Chair and Professor of Accounting and Taxation, B.S., M.B.A., St. John’s University; Ph.D., New School for Social Research.

Edward B. Flowers, Professor of Economics and Finance, A.B., J.D., Emory University; M.B.A., Ph.D., Georgia State University.

Ingrid D. Fray, Assistant Professor of Management, B.A., Fairleigh Dickinson University; M.B.A., University of Phoenix, Ph.D.

Arlene J. Furfero, Associate Professor of Economics and Finance, B.A., M.A., Pace College; J.D., Pace University; Ph.D., Rutgers University.

Leonora Fuxman, Associate Professor of Management, B.S., Kiev State University, Ukraine; M.A., Ph.D., Wharton School, University of Pennsylvania.

Aleksandr V. Gevorkyan, Assistant Professor of Economics and Finance, B.S., Int’l Trade and Fin – Louisiana State University, M.S., Louisiana State University; Ph.D., New School for Social Research.

Joseph A. Giacalone, Professor of Economics, Henry George Chair, B.A., M.B.A., St. John’s University, Ph.D., Columbia University.

Sylwia Gornik-Tomaszewski, CMA, CFM, Associate Professor of Accounting and Taxation, M.S., Academy of Economics, Katowice, Poland; M.S., Kent State University; D.B.A., Cleveland State University.

Niall C. Hegarty, Assistant Professor of Management, B.S., M.B.A., Ed.D., St. John’s University.

Sven Horak, Assistant Professor of Management, B.A., University of Applied Science Stralsund, M.S., London South Bank University; Ph.D., University of Duisburg-Essen.

Kirun M. Ismail, Assistant Professor of Management, B.S., Southeastern University, M.B.A., M.S., Ph.D., University of Texas at Dallas.

Chaman Lal Jain, Professor of Economics, B.A., M.A., Punjab University, India; M.A., Vanderbilt University; Ph.D., American University.

Shreekant G. Joag, Associate Professor of Marketing, B. Tech. Mech., Indian Institute of Technology; B.A., Indian Institute of Management; Ph.D., Oklahoma State University.

Sreedhar Kaval, Associate Professor of Marketing, B.A., Madras University; B.Com., LL.B., M.B.A., Calcutta University; M.B.A., Long Island University; D.P.S., Pace University.

Deborah Kleiner, Associate Professor of Law, B.A., Brooklyn College; J.D., New York University School of Law.

W. Jean Kwon, C.P.C.U., Professor, B.B.A., University of Maryland, M.B.A., The College of Insurance; Ph.D., Georgia State University.

Craig Latshaw, CPA, Associate Professor of Accounting and Taxation, B.S., Gettysburg College; M.B.A., Kutztown University; Ph.D., Drexel University.

Francis A. Lees, Professor of Economics and Finance, B.A., Brooklyn College; M.A., St. Louis University; Ph.D., New York University.
K. Thomas Liaw, Professor of Economics and Finance, B.A., National Chench University, Taiwan; Ph.D., Northwestern University.

John Lynch, Assistant Professor of Accounting and Taxation, B.B.A., St. Francis College, M.B.A., Pace University.

F. Victor Lu, Professor of Computer Information Systems and Decision Sciences, B.S., Cheng Kung University, Taiwan; M.S., Georgia Institute of Technology; Ph.D., Syracuse University.

George Maggiore, Instructor of Marketing, B.A., Bernard M. Baruch College; M.B.A., St. John’s University.

Laura Lee Mannino, Associate Professor of Accounting and Taxation, B.S., Fairfield University; J.D., Hofstra University; LL.M., New York University.

Anna Martin, Alois J. Theis Professor in Global Finance, B.S., Purdue University, M.B.A. University of Miami, Ph.D., Florida Atlantic University.

Brenda L. Massetti, Associate Professor of Management, B.A., University of South Florida; M.B.A., University of Alabama in Birmingham; Ph.D., Florida State University.

Irene N. McCarthy, CPA, Professor of Accounting and Taxation, B.B.A., Baruch College; M.S., City College of New York; Ph.D., New York University.

Iris Mohr, Associate Professor of Marketing, B.S., SUNY at Albany; M.A., Hebrew University; M.B.A., Ph.D., Baruch College.

Gary Mongiovi, Professor of Economics and Finance, B.S., St. John’s University; M.A., New York University; Ph.D., New School for Social Research.

Ronald L. Moy, Associate Professor of Economics and Finance, B.A., M.A., Ph.D., Rutgers University.

Harry L. Nagel, Professor of Computer Information Systems and Decision Sciences, B.S., CUNY Brooklyn College; M.S., Ph.D., New York University.

Jay Nathan, CFPM, APP, CPM, Professor of Management, M.E., University of Florida; M.B.A., Ph.D., University of Cincinnati.

John J. Neumann, Associate Professor of Economics and Finance, B.S., University of Pennsylvania; Ph.D., Boston University.

Theresa Pactwa, Associate Professor of Finance and Economics, M.S., Drexel University; Ph.D., Florida International University.

Anthony Pappas, Associate Professor of Economics and Finance, B.S., Massachusetts Institute of Technology; M.A., Ph.D., Yale University.

Biagio Pilato CPA, Assistant Professor of Accounting and Taxation, B.S., J.D., St. John’s University, LL.M New York Law School.

Cynthia R. Phillips, Assistant Professor of Accounting and Taxation, B.B.A., Hofstra University, M.B.A., Ed.D., St. John’s University.

Simcha Pollack, Professor of Decision Sciences, B.S., CUNY Brooklyn College; M.S., Ph.D., New York University.

David M. Pooser, Assistant Professor of Risk Management and Insurance, B.S., Florida State University; Ph.D., Florida State University.

Maria M. Pirrone, CPA, Assistant Professor of Accounting and Taxation, B.S., M.B.A., J.D., St. John’s University, LL.M., New York Law School.

Ronnie Rong Qi, Associate Professor of Economics and Finance, B.S., Renmin University, China; M.A., Ohio State University; Ph.D., Columbia University.

Jack Raisner, Professor of Law, Boston University; J.D. Cardozo School of Law, Yeshiva University.

William Reisel, Associate Professor of Management, M.M., M.B.A., Ph.D., The City University of New York.

Manuel G. Russon, Associate Professor of Decision Sciences, B.A., University of Pittsburgh; M.A., Ph.D., University of Mississippi.

Anthony Sabino, Professor of Law, B.S., J.D., St. John’s University.

Linda M. Sama, Associate Dean for Global Initiatives, Executive Director, Center for Global Business Stewardship, Joseph F. Adams Professor of Management, B.A., SUNY Albany, M.B.A., McGill University, M.Phil, Baruch College, City University of New York, Ph.D., City University of New York.

Leon G. Schiffman, Professor of Marketing, J. Donald Kennedy Endowed Chair in E-Commerce, B.B.A., Pace University; M.B.A., City College of New York; Ph.D., City University of New York.

Vincent Shea, CPA, Assistant Professor of Accounting and Taxation, B.B.A., M.B.A., University of North Florida, Ph.D. Kent State University.

Nicos A. Scordis, Ph.D., Professor of Risk Management and Insurance, John R. Cox ACE Ltd. Chair of Risk and Insurance, Ph.D., University of South Carolina, M.B.A., University of Georgia; B.S., Florida State University.


Abraham Stefanidis, Assistant Professor of Management, B.A., M.B.A., Ph.D., Athens University of Economics and Business.

Petra Steinorth, Assistant Professor of Risk Management and Insurance, B.A., University of Hamburg, M.A., Ph.D., LMU.

Eugene J. Sullivan, University Professor for Strategic Planning, Executive-in-Residence Program, Chairman Emeritus, Executive Committee, Borden, Inc., B.S., St. John’s University; M.B.A., New York University; D.C.S. (Hon.), St. John’s University.

Jialin Kevin Sun, CFA, Assistant Professor of Accounting and Taxation, B.S., Shanghai University; Ph.D., University of Colorado at Boulder.

Ralph A. Terregrossa, Associate Professor of Economics, B.A., SUNY Cortland; M.A., Ph.D., SUNY Binghamton.

Igor Tomic, Professor of Economics and Finance, B.S., M.A., CUNY Queens College; Ph.D., City University of New York.

Joseph E. Trainor, CPA, Assistant Professor of Accounting and Taxation, B.S., Southern New Hampshire University, M.B.A., Ph.D., Florida Atlantic University.

Farok Vakil, Chair and Associate Professor of Computer Information Systems and Decision Sciences, B.S., National University, Tehran, Iran; M.B.A., LaSalle University; M.S., Ph.D., Temple University.

Athanasios Vasilopoulos, Professor of Computer Information Systems and Decision Sciences, B.E.E., M.E.E., Ph.D., New York University.

Raja Vatti, Associate Professor of Computer Information Systems and Decision Sciences, B.A. Andhra University, India; M.S., Emory University; M.B.A., Iona College; Ph.D., New York University.

Paul L. Walker, CPA, Professor of Accounting and Taxation, Risk Management and Insurance, B.B.A., University of Texas; Ph.D., University of Colorado at Boulder.

Ping Wang, Professor, B.S, M.S. and Ph.D., Nankai University (China); Ph.D., University of Wisconsin – Madison.

Charles Wankel, Professor of Management, B.B.A., Iona College; M.B.A., Ph.D., New York University.

Kwok-Fai Matthew Wong, Associate Professor of Economics and Finance, B.A., Acadia University, Canada; M.B.A., University of Manitoba, Canada; J.D., Fordham University; Ph.D., University of Mississippi.

Yun Zhu, Assistant Professor of Economics and Finance, B.A., Fudan University, M.S., South Dakota State University; Ph.D., Rensselaer Polytechnic Institute.