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 is a professional school concerned with education 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 fewer than 20% of business programs in the world that have attained this prestigious accreditation. The programs in accounting 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 graduate index of 3.5, and in addition write an acceptable research-oriented thesis.

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

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

Gamma Iota Sigma
The School of Risk Management hosts the Alpha Iota Chapter of this 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 public 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 Executive-in-Residence Program
Larry W. Boone, Ph.D.
Associate Professor and Director

www.stjohns.edu/graduatebulletin
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.

London Seminar (FIN 700)

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

Financial Lab

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

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.

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 grade index of 3.5 or better or who seek to explore select 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.

Incomplete Grades

All “INC” grades must be completed without exception by the drop date of the next semester. If a student receives an “INC” in their last course then conferral date of degree will be the next conferral after the INC has been completed. Unresolved INC grades permanently remain on transcripts as INC, but do not impact students GPA.

Graduate Assistantships

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

The Ellen Thrower Center for Career Services at The School of Risk Management, Insurance and Actuarial Science (SRM) administers the SRM Apprenticeship Program, providing a structured experience that allows students to apply their classroom knowledge to paid professional work with major employers in the insurance and financial services industry. The program affords students the opportunity to build their industry knowledge, develop workplace competencies, explore careers, increase their marketability and make a valuable contribution to an organization through consecutive semesters of meaningful work assignments. The program incorporates collaboration among SRM, the student and the employer. Each assumes distinct responsibilities for the purpose of enhancing the student’s learning experience. Learning objectives are employed and periodic reviews are conducted, providing important assessment and feedback to the participating student. The SRM Apprenticeship Program is open to graduate students in Risk Management with a minimum cumulative index of 3.0. Participants are required to attend a pre-placement seminar prior to employer referrals. Students complete work periods of not less than two consecutive semesters. Work schedules may include full-time (35 hours/week) employment during summer and part-time (15-20 hours/week) during spring and fall semesters. Upon successful conclusion of the Apprenticeship Program, participation is noted on the student’s academic transcript.

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 confer-ral 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 proba- tion 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.

Queens campus:

Accounting (M.B.A. or M.S.)
Business Analytics (M.B.A.)
Computer Information Systems (M.B.A.)
Controllership (M.B.A.)
Executive Management (M.B.A.)
Finance (M.B.A.)
International Business (M.B.A.)
Marketing Management (M.B.A.)
Taxation (M.B.A. or M.S.)

Staten Island campus:

Accounting (M.B.A. or M.S.)
Executive Management (M.B.A.)

Rome campus:

Finance (M.B.A.)
International Business (M.B.A.)
Marketing Management (M.B.A.)

Manhattan campus:

Accounting (M.B.A. or M.S.)
Enterprise Risk Management (M.S.)
Finance (M.B.A.)
Investment Management (M.S.)
Management of Risk (M.S.)
Risk Management (M.B.A.)
Taxation (M.S.)

Online Learning:

Accounting (M.S.)
Management of Risk (M.S.)
Taxation (M.S.)

Programs of Study

Academic Information

Application

In order for an application to be considered, the applicant should submit the following to the Office of Graduate Admissions:

- A completed application form
- Official transcripts from all colleges and universities previously attended (foreign documents must be accompanied by a certified English translation)
- Results of the Graduate Management Admission Test (GMAT)
- Two letters of recommendation
- A written statement outlining the applicant’s objectives for seeking admission and future plans in relation to graduate business study
- Résumé
- An official TOEFL or IELTS score report is required of all applicants whose native language is not English. Students found to be deficient in the English language may be required to complete a University sponsored English placement exam prior to the start of their studies and may be required to take English classes while they begin their graduate studies.

Graduate Management Admission Test (GMAT)

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

Applicants to the M.S. programs in Enterprise Risk Management, Investment Management, or Management of Risk must submit results from either the GMAT or GRE. 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 defi-cient 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.
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 enrollment. 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 given only 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. Program
Admission to the M.B.A. program is open only to applicants holding a bachelor’s degree from accredited institutions who show promise of success in graduate business studies. Among the criteria used for admission are (1) undergraduate grade point average; (2) performance on the Graduate Management Admission Test (GMAT); (3) junior-senior grade point average; (4) rank in collegiate graduating class; (5) letters of recommendation; (6) statement of professional goals; and (7) résumé.

M.B.A. Programs*
Required Courses: 24 credits
(some courses may be eligible for waiver based on undergraduate course work)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>ACC 503</td>
<td>Financial Reporting</td>
</tr>
<tr>
<td>DS 504</td>
<td>Business Statistics</td>
</tr>
<tr>
<td>CIS 505</td>
<td>Business Information</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>MKT 508</td>
<td>Marketing Management</td>
</tr>
<tr>
<td>MGT 509</td>
<td>Managing Organizational Operations</td>
</tr>
<tr>
<td>LAW 501</td>
<td>Law, Ethics and Society</td>
</tr>
</tbody>
</table>

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.
One course, MGT 700, Seminar in Business Policy Formulation

*Please note that additional credits are required for students with a concentration in Accounting or Taxation.

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

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

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

Accounting Scholarships
Accounting and taxation students who have completed all prerequisite courses may apply for the following scholarships:
- Bridie & Charles Fitzsimmons Endowed and Expendable Scholarships
- Deloitte Endowed and Expendable Scholarships
- Ernst & Young Expendable Scholarships
- PricewaterhouseCoopers Endowed and Expendable Scholarships
- Stanley Shirk KPMG Endowed Scholarships
- Grant Thornton Endowed Scholarship

Courses and Prerequisites for M.B.A.—Public Accounting
I. Core in Public Accounting (waivable)

<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>ACC 630*</td>
<td>Financial Reporting: Specialized Topics</td>
</tr>
<tr>
<td>ACC 620</td>
<td>Cost Administration</td>
</tr>
<tr>
<td>TAX 610</td>
<td>Individual Tax Planning</td>
</tr>
</tbody>
</table>

* Requires a one-hour workshop
CIS 505  Business Information Technology  
DS 504  Business Statistics  
ECO 506  Economics for Management  
FIN 507  Managerial Finance  
LAW 653  Commercial Law  
MGT 502  Organizational Behavior and Corporate Social Responsibility  
MGT 509  Managing Organizational Operations  
MKT 508  Marketing Management  

II. Curriculum in Public Accounting  
A. Required  
ACC 622  Advanced Management Accounting  
ACC 624  Information Technology Auditing  
ACC 625  Accounting Ethics and Professionalism  
ACC 632  Critique of Accounting Theory  
TAX 635  Business Tax Planning  

Select the following three courses:  
ACC 638**  Business Entities and Combinations  
ACC 639**  Government and Non-Profit  
ACC 623**  Auditing Problems  
**If a student successfully completed an undergraduate course that is substantially equivalent to ACC 623, ACC 638, or ACC 639, then that student must select instead an alternative course from the elective curriculum (see below).

B. Elective  
ACC 600  Financial Statement Analysis I  
ACC 601  Financial Statement Analysis II  
ACC 605  Internship 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 635  Accounting for Financial Instruments and Derivative Products  
ACC 636  Accounting for Financial Institutions  
ACC 640  SEC Practice  
ACC 641  Accounting Information: Contemporary Issues  
ACC 642  Accounting Information: Controls and Assessment  
ACC 643  Accounting Information: Security and Forensics  
ACC 644  Accounting Information Systems  
ACC 645  International Financial Reporting  
ACC 646  Analysis of Foreign Financial Statements  
ACC 650  Global Insurance Accounting I  
ACC 651  Global Insurance Accounting II  

III. One International and one free elective course.  

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)  
IV. MGT 700 Seminar in Business Policy Formulation  

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

Field Courses (4)  
A. Required  
ACC 622  Advanced Management Accounting  

B. Elective (Select three)  
ACC 600  Financial Statement Analysis I  
ACC 601  Financial Statement Analysis II  
ACC 620  Cost Administration  
ACC 621  Controllership  
ACC 623  Auditing Problems  
ACC 624  Information Technology Auditing  
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 Financial Instruments and Derivative Products  
ACC 636  Accounting for Financial Institutions  
ACC 638  Business Entities and Combinations  
ACC 639  Government and Non-Profit  
ACC 640  SEC Practice  
ACC 641  Accounting Information: Contemporary Issues  
ACC 642  Accounting Information: Controls and Assessment  
ACC 643  Accounting Information: Security and Forensics  
ACC 644  Accounting Information Systems  
ACC 645  International Financial Reporting  
ACC 646  Analysis of Foreign Financial Statements  
ACC 650  Global Insurance Accounting I  
ACC 651  Global Insurance Accounting II  
TAX 610  Individual Tax Planning  
TAX 635  Business 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 Policy Formulation  

Computer Information Systems/ Decision Sciences  

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

Field Courses (4)  
Required  
CIS 645  Database Management  
CIS 647  Business Data Communication and Networks for Business  

Other Electives Select two from:  
CIS 601  Advanced Computer Applications for Business  
CIS 605  Applied Computer Languages  
CIS 644  Systems Analysis and Design  
CIS 646  Computer Simulation Methods  
CIS 650  Seminar in CIS/DS  
CIS 699  CIS 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 Policy Formulation  

www.stjohns.edu/graduatebulletin 139
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 (3)
- DS631 Decision Science & Spreadsheet Modeling
- DS 633 Applied Regression and Forecasting Models
- DS 635 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

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 Policy Formulation

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 668 Financial Derivatives, and FIN 674 Investment Banking and Brokerage if your interests are in banking or investment banking. You are also invited to meet with 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)

Required
- FIN 633 Corporate Financial Management

Other Electives
- FIN 634 Investment Analysis
- FIN 635 Capital and Money Markets
- FIN 636 Financial Economics
- FIN 638 Fixed Income Analytics
- 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 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.

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
- ACC 646 Analysis of Foreign Financial Statements
- ECO 605 International Trade and Investment
- FIN 635 Capital and Money Markets
- FIN 636 Financial Economics
- FIN 643 International Corporate Finance
- FIN 651 Bank Financial Management
- FIN 700 Seminar in Finance
- LAW 652 International Business Law and Negotiation
- MGT 600 Contemporary Issues in Management
- MGT 652 Seminar in International Management
- MGT 654 Global Information Systems
- MGT 659 International Business Policy
- MGT 662 International Human Resource Management
- MKT 624 Global Brand Marketing
- MKT 626 Global Marketing Management Seminar
- MKT 628 Comparative Marketing Systems and Research
- MKT 633 Marketing in East Asia
- MKT 635 Strategic Internet Marketing
- MKT 701 Seminar in Current International Marketing Topics
- MKT 702 International Marketing Seminar Abroad
- TAX 651 Foreign Operations
Out-of-Field Courses (2)
Courses may be any (2) 600-level courses in Graduate TCB outside the concentration field.

Free Elective (1)
The free elective can be any graduate (600-level) course in the College.

Capstone Course (1)
MGT 700 Seminar in Business Policy Formulation
For a complete listing of approved courses, please contact the Dean’s office.

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 Policy Formulation

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

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

The curriculum shown below focuses on the role of the marketing executive. This curriculum emphasizes organization, planning, evaluation and control of all aspects of the firm’s marketing activities. The student is exposed to new product development, management of advertising, distribution and sales administration. In addition, the student is expected to become familiar with the assembly of marketing data, analysis and quantitative marketing models. The student, in assuming the role of the marketing manager, is subjected to typical marketing problems that require solutions.

Field Courses (4)

Required
MKT 601 Marketing Research Seminar
MKT 623 Contemporary Marketing Strategies

Other Electives
Select two from:
MKT 603 Dynamics of Consumer Motivation & Behavior
MKT 606 Advertising Management
MKT 608 Sales Administration and Strategy
MKT 610 Product Management Seminar
MKT 611 Data Analysis in Marketing Research
MKT 624 Global Brand Marketing
MKT 626 Global Marketing Management Seminar
MKT 628 Comparative Marketing Systems & Research
MKT 630 Marketing of Services
MKT 631 Business to Business (E-Commerce) Marketing
MKT 633 Marketing in East Asia
MKT 634 Marketing of Financial Services

www.stjohns.edu/graduatebulletin 141
Required M.B.A. advisor for an approved course of study. Such students should consult their program. Such students should consult their prerequisite for registration in the taxation complete necessary courses in accounting as ing to enroll in the program are required to a taxation concentration. Other students wish-

tions and consequences. Tax specialization has developed in both the accounting and legal departments staffed by accountants with special training in the understanding and application of the Internal Revenue Code. Major business corporations have adopted a similar approach by attaching increasing importance to the function of the internal tax manager. The taxation concentration is designed to qualify students seeking advancement in the area of tax specialization. The taxation curriculum is open to stu-

dents who have majored in accounting at the undergraduate level and for law school students or graduates seeking an M.B.A. with a taxation concentration. Other students wishing to enroll in the program are required to complete necessary courses in accounting as a prerequisite for registration in the taxation program. Such students should consult their M.B.A. advisor for an approved course of study. Field Courses (5) A. Required TAX 600 Tax Research and Writing (1 credit) TAX 603 Corporate Taxation TAX 631 Corporate Distributions, Liquidations and Reorganizations B. Elective (Select Two): TAX 605 Internship in Taxation TAX 611 Tax Planning for High Net-Worth Individuals TAX 612 Partnerships and Partners TAX 621 Estates and Gifts TAX 632 Consolidated Federal Income Tax Returns TAX 641 Interstate Commerce TAX 651 Foreign Operations TAX 661 Compensation, Benefit and Retirement Plans TAX 662 Real Estate TAX 663 Financial Products 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 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) 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 Policy Formulation 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 consolida-
tion 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 underwrit-
ing). Thus the Tobin College of Business is able to expand its historically strong business related offerings to the critical area of risk manage-
ment and insurance. Field Courses (4) Risk Management Required: RMI 601 Management of Risk 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. Capstone Course (1) MGT 700 Seminar in Business Policy Formulation Programs of Study M.S. Programs M.S. Accountancy (CPA program) Admission Requirements To be admitted into the M.S. Accounting or Taxation programs, candidates must satisfy the following requirements: • Possess an undergraduate or graduate degree in business or a related field. Students must have completed core business courses or must take such courses before completing the degree. • Successful completion of the GMAT. 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. 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.

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 profession of public accountancy 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 must have already completed 36 credits of business courses. If a student intends to sit for the Certified Public Accountancy examination and become
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.

I. Core

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>RMI 500</td>
<td>Risk Basics (if required)</td>
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</table>

II. Curriculum

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 625</td>
<td>Ethics and Professionalism for Finance</td>
</tr>
<tr>
<td>DS 609</td>
<td>Advanced Managerial Statistics</td>
</tr>
<tr>
<td>ECO 631</td>
<td>Monetary and Fiscal Policies</td>
</tr>
<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>FIN 633</td>
<td>Corporate Financial Management</td>
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<tr>
<td>FIN 634</td>
<td>Investment Analysis</td>
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<tr>
<td>FIN 638</td>
<td>Fixed-Income Analytics</td>
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<tr>
<td>FIN 668</td>
<td>Financial Derivatives</td>
</tr>
<tr>
<td>FIN 664</td>
<td>Advanced Investment Analysis</td>
</tr>
</tbody>
</table>

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

III. General Electives

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>TAX 603</td>
<td>Corporate Taxation</td>
</tr>
<tr>
<td>TAX 612</td>
<td>Partnerships and Partners</td>
</tr>
<tr>
<td>TAX 621</td>
<td>Estates and Gifts</td>
</tr>
<tr>
<td>TAX 683</td>
<td>Practice and Procedure</td>
</tr>
<tr>
<td>TAX 691</td>
<td>Research Project</td>
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</tbody>
</table>

B. Elective (Select two)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>TAX 605</td>
<td>Internship in Taxation</td>
</tr>
<tr>
<td>TAX 611</td>
<td>Tax Planning for High Net-Worth Individuals</td>
</tr>
<tr>
<td>TAX 631</td>
<td>Corporate Distributions, Liquidations and Reorganizations</td>
</tr>
<tr>
<td>TAX 632</td>
<td>Consolidated Federal Income Tax Returns</td>
</tr>
<tr>
<td>TAX 641</td>
<td>Interstate Commerce</td>
</tr>
<tr>
<td>TAX 651</td>
<td>Foreign Operations</td>
</tr>
<tr>
<td>TAX 661</td>
<td>Compensations, Benefits and Retirement Plans</td>
</tr>
<tr>
<td>TAX 662</td>
<td>Real Estate</td>
</tr>
<tr>
<td>TAX 663</td>
<td>Financial Products</td>
</tr>
<tr>
<td>TAX 664</td>
<td>Intellectual Property</td>
</tr>
<tr>
<td>TAX 671</td>
<td>Taxation-Related Issues for Tax-Exempt Institutions</td>
</tr>
<tr>
<td>TAX 672</td>
<td>Specialized Industries</td>
</tr>
<tr>
<td>TAX 674</td>
<td>Depository and Lending Institutions I</td>
</tr>
<tr>
<td>TAX 675</td>
<td>Depository and Lending Institutions II</td>
</tr>
<tr>
<td>TAX 676</td>
<td>Insurance Companies I</td>
</tr>
<tr>
<td>TAX 677</td>
<td>Insurance Companies II</td>
</tr>
<tr>
<td>TAX 681</td>
<td>Tax Accounting</td>
</tr>
<tr>
<td>TAX 682</td>
<td>Special Topics in Taxation</td>
</tr>
</tbody>
</table>
M.S. Management of Risk
The objective of this full-time, 30-credit cohort M.S. degree program is to develop the ability to solve challenges and resolve dilemmas faced by the risk and insurance industry and effectively communicate recommendations. The M.S. degree program may be completed in one year of full-time study. During candidacy for the M.S. degree, students will develop and integrate knowledge and skills through a variety of learning tools. As a graduate of the M.S. program students will be able to work effectively as financial economists in the risk and insurance industry. Applicants must submit results from either the GMAT or GRE.

I. Core
RMI 500 Risk Basics

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

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

IV. Options to Complete (choose one)
- Thesis
- Applied Project plus one elective
- Comprehensive exam plus two electives

Programs of Study
J.D./M.B.A. Public Accounting Program
The J.D./M.B.A. 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.

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.

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

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

The requirement for awarding the Advanced Certificate is the satisfactory completion of at least 18 credit hours with a cumulative G.P.A. of 3.0. In some majors, a certificate candidate may be required to take core courses to qualify for a new concentration. The number of additional courses depends upon the applicant’s academic background.

Please note, certificate programs are not eligible for financial aid.

Courses
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, long-term financing instruments, pensions, share-based payments, stockholders’ equity, and comprehensive income.
Credit: 3 semester hours.

ACC 515 Financial Reporting: Concepts and Problems*
Prerequisite: None. This course examines 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 employee evaluations are required.  
*Credit: 3 semester hours.*

ACC 620 Cost Administration  
**Prerequisite:** None. This course focuses on cost accounting as a technique for planning and control. Emphasis is on cost behavior and allocation, planning and control, responsibility accounting, product costing and related topics, standard costing, and analysis of variances. The use of cost systems is examined as a tool for gathering data to assist management in the decision-making process.  
*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 Advanced Management Accounting  
**Prerequisite:** ACC 620 or equivalent. A case study approach to management accounting. The emphasis is on planning and control, inventory valuation, analysis of variances, responsibility accounting and transfer pricing-budgeting.  
*Credit: 3 semester hours.*

ACC 623 Auditing Problems  
**Prerequisites:** ACC 630 or equivalent. This course provides a study of current auditing theory and techniques including audit planning and procedures, role of internal control, uses of statistical sampling and the various reports rendered by independent auditors.  
*Credit: 3 semester hours.*

ACC 624 Information Technology Auditing  
**Prerequisite:** ACC 623 or equivalent. This course provides an overview of controls relating to database structures, networks, client servers and distributed systems.  
*Credit: 3 semester hours.*

ACC 625 Accounting Ethics and Professionalism  
**Prerequisite:** ACC 515 or equivalent. This course provides a case study approach to ethical reasoning, integrity, objectivity, independence, core values and professional issues in accounting.  
*Credit: 3 semester hours.*

ACC 626 Forensic Accounting Principles  
**Prerequisite:** ACC 623 or equivalent. This course provides study of the forensic techniques needed to examine fraudulent financial schemes, with emphasis on understanding the characteristics of fraud and its prevention and detection.  
*Credit: 3 semester hours.*

ACC 627 Business Valuations  
**Prerequisite:** ACC 515 or equivalent. This course provides study of the role of financial accounting in business valuations with an emphasis on contemporary valuation approaches and methodologies including those based on: income, discounted income; market value, merged and acquired company; capitalized excess earnings; asset-based; and asset accumulation.  
*Credit: 3 semester hours.*

ACC 628 Internal Auditing  
**Prerequisite:** ACC 630. 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. Based on the results of the risk assessment, the student will be able to evaluate the adequacy and effectiveness of how risks are identified and managed and to assess other aspects such as ethics and values within the organization, performance management, communication of risk and control information within the organization in order to facilitate a good governance process.  
*Credit: 3 semester hours.*

ACC 629 International Auditing  
**Prerequisite:** ACC 623 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. The course also discusses international standards on assurance, quality control, and related services thereby strengthening public confidence in the global auditing profession.  
*Credit: 3 semester hours.*

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

ACC 632 Critique of Accounting Theory  
**Prerequisites:** ACC 638 or equivalent. This course includes study of the relationship of accounting and economic theory, the difficulties of preparing precise and universally acceptable definitions of theory and principles, a review of current professional studies, and selected areas of research. A research paper, with class presentation, on a selected topic is a major requirement on this course.  
*Credit: 3 semester hours.*

ACC 635 Accounting for Financial Instruments and Derivative Products  
**Prerequisite:** ACC 600 or ACC 630 or equivalent. This course provides a study of the accounting, reporting and disclosure requirements related to financial instruments and derivatives from both an investing and financing perspective.  
*Credit: 3 semester hours.*

ACC 636 Accounting for Financial Institutions  
**Prerequisite:** ACC 600 or ACC 630 or equivalent. This course provides a study of the unique regulatory, audit, financial presentation and disclosure requirements of financial institutions.  
*Credit: 3 semester hours.*

ACC 638 Business Entities and Combinations  
**Prerequisite:** ACC 3442 or ACC 630 or equivalent. This course covers accounting for mergers and acquisitions by corporations including the preparation of consolidated financial statements, accounting for foreign currency transactions and foreign subsidiaries. Extensive use of Excel required.  
*Credit: 3 semester hours.*

ACC 639 Government and Non-Profit  
**Prerequisite:** ACC 630 or equivalent. This course provides a study of the special accounting procedures and problems with respect to governmental and not-for-profit entities and the reporting requirements of GASB and other standard setting bodies.  
*Credit: 3 semester hours.*

ACC 640 SEC Practice  
**Prerequisite:** ACC 600 or ACC 630 or equivalent. This course provides a study of registration and reporting requirements revealed in various SEC rules such as Regulations S-K, S-X and S-B along with exemptions provided under Regulations A and D.  
*Credit: 3 semester hours.*
ACC 641 Accounting Information: Contemporary Issues  
Prerequisite: ACC 623 or equivalent. This course addresses current accounting information systems topics of specific relevance and importance to the accounting profession. Credit: 3 semester hours.

ACC 642 Accounting Information: Controls and Assessment  
Prerequisite: ACC 623 or equivalent. This course provides a study of the assessment of risk in the operations of business entities and the application of internal controls to enterprise accounting information and communication systems. Credit: 3 semester hours.

ACC 643 Accounting Information: Security and Forensics  
Prerequisite: ACC 623 or equivalent. This course provides a study of issues related to accounting information and communication systems’ security and investigates information technology frauds and methods of fraud detection and deterrence. Credit: 3 semester hours.

ACC 644 Accounting Information Systems  
Prerequisite: ACC 630 or equivalent. This course provides a study of various accounting information and communication systems. Credit: 3 semester hours.

ACC 645 International Financial Reporting  
Prerequisite: ACC 503 or ACC 515 or equivalent courses. This course provides an overview of International Financial Reporting Standards (IFRS), set by the International Accounting Standards Board (IASB). It is designed to familiarize students with the infrastructure and institutional elements of IFRS, discuss conceptual framework underlying IFRS, and review the main differences between U.S. GAAP and IFRS. Students are provided with a context to better understand the implications of IFRS for the financial reporting in the United States. Credit: 3 semester hours.

ACC 646 Analysis of Foreign Financial Statements  
Prerequisite: ACC 645 or equivalent course. This course focuses on the analysis of financial statements of companies using international financial reporting standards (IFRS), as promulgated by the International Accounting Standards Board (IASB). Financial statement analysis is introduced and international accounting and reporting practices underlying financial statements are analyzed. Emphasis is placed on the existing differences between U.S. GAAP and IFRS, and on the convergence process. Credit: 3 semester hours.

ACC 650 Global Insurance Accounting I  
Prerequisite: ACC 600 or ACC 630 or equivalent. This course introduces students to insurance accounting, specifically 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.

TAX 600 Tax Research and Writing  
This course concentrates on the skills needed to research tax questions and considers the sources of the federal tax law including legislative, administrative and judicial explanations and interpretations. Credit: 1 semester hour.

TAX 603 Corporate Taxation  
Prerequisite: TAX 610 or equivalent. This course provides an intensive study of the choice of business organizations; corporate stockholder transactions; tax accounting; and special types of corporations. Credit: 3 semester hours.

TAX 605 Internship in Taxation  
Prerequisite: TAX 603 or equivalent. This course provides students with the opportunity to develop tax skills in an actual work setting outside the classroom. Credit: 3 semester hours.

TAX 610 Individual Tax Planning  
This course examines the tax consequences as well as allowable deductions; pensions and deferred compensation; and provisions of the Internal Revenue Code that offer tax incentives. Credit: 3 semester hours.

TAX 611 Tax Planning for High Net-Worth Individuals  
Prerequisites: TAX 610 or equivalent. This course examines income and estate tax planning for wealthy individuals, dealing with passive activities (tax shelters), the use and limitations of qualified plans, investment planning (asset allocation) life, disability and liability insurance exposures and retirement and estate planning. Credit: 3 semester hours.

TAX 612 Partnerships and Partners  
Prerequisites: TAX 610 or equivalent. This course provides an intensive study of the uses, formation, operation and termination of partnerships, including family partnerships. Credit: 3 semester hours.

TAX 621 Estates and Gifts  
Prerequisites: TAX 610 or equivalent. This course provides an intensive study of the objectives, procedures and techniques relating to estate and gift tax and introduces basic elements of estate planning. Credit: 3 semester hours.

TAX 631 Corporate Distributions, Liquidations and Reorganizations  
Prerequisites: TAX 603 or TAX 635 or equivalent. This course provides study of the tax aspects of corporate-stockholder relationships; tax-free re-organizations, liquidations, parent-subsidiary transactions and corporate distributions. Credit: 3 semester hours.

TAX 632 Consolidated Federal Income Tax Returns  
Prerequisite: TAX 603 or equivalent. This course provides an intensive study of corporations with subsidiaries that may elect to file consolidated tax returns and the regulations concerning such returns (emphasizing the concepts, rules and methods for computing consolidated taxable income). Credit: 3 semester hours.

TAX 635 Business Tax Planning  
Prerequisite: TAX 610 or equivalent. This course provides an intensive study of corporate stockholder transactions; problems in tax accounting and special types of corporations. Credit: 3 semester hours.

TAX 641 Interstate Commerce  
This course examines the constitutional basis of the taxation of interstate commerce and tax problems of conflicting jurisdictions; qualification to do business in foreign states, sales and use taxes, franchise and income taxes, apportionment formulae and real and personal property taxation. Credit: 3 semester hours.

TAX 651 Foreign Operations  
Prerequisite: TAX 610 or equivalent. The complexities of international taxation are analyzed by focusing on the U.S. tax system’s impact in two areas: (a) U.S. companies investing or operating abroad and (b) foreign companies investing or operating in the U.S. Credit: 3 semester hours.

TAX 661 Compensation, Benefit and Retirement Plans  
Prerequisite: TAX 610 or equivalent. This course examines the tax consequences as well as various strategies and opportunities relating to the design and implementation of executive compensation and benefit and retirement plans. Credit: 3 semester hours.
TAX 662 Real Estate
Prerequisite: TAX 610 or equivalent. This course examines the tax problems and planning opportunities encountered in the acquisition, operation and disposition of real estate. Credit: 3 semester hours.

TAX 663 Financial Products
Prerequisite: TAX 610 or equivalent. This course examines the tax issues relating to financial products including debt and equity securities, mortgage-backed securities, derivative swaps and foreign exchange contracts. Credit: 3 semester hours.

TAX 664 Intellectual Property
Prerequisite: TAX 610 or equivalent. This course examines the tax aspects of 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 banking, insurance, securities, health care and entertainment) and capitalizes on the availability of industry experts and government officials to analyze issues in depth from a particular industry perspective. Credit: 3 semester hours.

TAX 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. Consideration is given to why property and casualty insurance entities 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 681 Tax Accounting
Prerequisite: TAX 603 or equivalent. This course examines the difference between the government rules required to compute tax liability and those required by the accounting profession to reflect the financial condition of a business. Credit: 3 semester hours.

TAX 682 Special Topics in Taxation
Prerequisite: TAX 603 or equivalent. This course examines the current developments in federal income, estate and gift taxation, including recent court decisions, legislation, regulations and rulings. Credit: 3 semester hours.

TAX 683 Practice and Procedure
Prerequisite: TAX 603 or equivalent. This course examines the procedures to resolve disagreements—both pre- and post-audit—with the Internal Revenue Service. Credit: 3 semester hours.

TAX 691 Research Project
Prerequisite: TAX 600 and TAX 603, to be taken in last semester. This course offers an opportunity to research and write about any subject agreed upon between the student and faculty member, resulting in an article of publishable quality required to complete the course. Credit: 3 semester hours.

Thesis Option
ACC/TAX 901; ACC/TAX 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 to:
• Give the student an appreciation and understanding of research and scholarship;
• Develop skills in research and in analysis and evaluation of problems important to the business profession; and
• Give experience in writing clearly and convincingly on subjects in the business field.

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

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

Maintaining Matriculation

ACC 925 Maintaining Matriculation
M.B.A. and M.S. students not registered for courses during a semester must register for ACC 925 in order to maintain matriculation and return to the program for the remaining courses. No credit. Fee $100 per semester.

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 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 ware
house 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.

DS 504 Business Statistics
This course provides the entering M.B.A. students with the minimally needed statistical tools and knowledge for business applications. Emphasis is placed on applying data analysis using statistical and spreadsheet software packages and understanding data interpretation for business decision-making. Ethical issues of employing business statistics are discussed throughout the course. Credit: 3 semester hours.

DS 509 Advanced Managerial Statistics
Prerequisites: DS 504 or equivalent. This course covers applications of statistical theory to managerial problems. Topics include: analysis of variance; testing of hypotheses; correlation and regression (simple and multiple); analysis of economic time series and problems of forecasting; non-parametric methods and index numbers. Students use standard statistical programs. Credit: 3 semester hours.

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

DS 633 Applied Regression and Forecasting Models
Prerequisite: DS 504 or DS 609. This course covers the application of generally accepted regression and forecasting techniques to various phases of business decision making. Actual models in use will be reviewed and evaluated. Credit: 3 semester hours.

DS 634 Statistical Quality Control for Business
Prerequisite: DS 504 or DS 609. This course covers the application of statistical quality control techniques to industrial processes. Topics covered are sampling techniques; the design and use of single, double and sequential acceptance sampling plans; control charts and the design of industrial experiments. Credit: 3 semester hours.

DS 635 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 applied microeconomics. It addresses practical business problems, including analysis of industries within national and international contexts. The course also analyzes the problem of forecasting as an integral part of decisionmaking.
Credit: 3 semester hours.

ECO 605 International Trade and Investment
Prerequisite: ECO 506. Analysis of how the international monetary system operates, balance of payments analysis, basis of international trade, current problems and issues in commercial policy, foreign business investment to and from the United States, the EU and other economic blocks.
Credit: 3 semester hours.

ECO 631 Monetary and Fiscal Policies
Prerequisite: ECO 506. The course looks at how the government and the central bank use macroeconomic policies to achieve macroeconomic stability. Topics include the structure and operation of the banking system; money supply and demand and the tools of monetary, fiscal and debt management policies and their application over a typical business cycle.
Credit: 3 semester hours.

FIN 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. The course will cover market risks on various types of assets. Value-at-Risk will be discussed in detail as a measure of a company’s portfolio risk exposures. In addition, derivative hedging strategies will be demonstrated by means of futures, forwards, swaps, and options.
Credit: 3 semester hours.

FIN 629 Credit Risk Management
Prerequisite: FIN 507. This course focuses on understanding and controlling credit risk of the firm in the global credit environment. It provides a conceptual framework as well as relevant tools and techniques to identify and measure credit risk exposures. In addition, techniques to mitigating the exposures are examined as well.
Credit: 3 semester hours.

FIN 633 Corporate Financial Management
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 question of market efficiency versus market inefficiency. The course explores a number of topics: the creation of corporate value, corporate governance, restructuring and mergers, the microstructure of markets and the financial economics of markets and the financial economics of multinational firms.
Credit: 3 semester hours.

FIN 638 Fixed-Income Analytics
Prerequisite: FIN 507. This course focuses exclusively on fixed income analytics and markets. The traditional yield to maturity methodology first gave way to a spot rate methodology, then to a forward rate methodology, and most recently to an option-based methodology. This evolving valuation methodology has led to progressively better risk-management measures and assess the risks associated with fixed income securities containing embedded derivatives.
Credit: 3 semester hours.

FIN 643 International Corporate Finance
Prerequisite: FIN 507. This course covers scope and importance of international operations of major corporations; environment of multinational finance; sources of financing overseas subsidiaries; and tax aspects. Analysis and control of currency exposure and risk; foreign currency translation. Generous use of case materials.
Credit: 3 semester hours.

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 obtain return and risk profiles not otherwise achievable.
Credit: 3 semester hours.

FIN 674 Investment Banking and Brokerage
Prerequisite: FIN 507. This course examines the business of investment banking and securities brokerage. The course studies the areas of business activities where investment banks derive their revenues. These activities include venture capital, mergers and acquisitions.
underwriting, primarily dealership operations, money management, prime brokerage, proprietary trading, market making, financial engineering and financing. Credit: 3 semester hours.

FIN 684 Asset Management
Prerequisite: FIN 507. The course provides an opportunity for managing a live portfolio. This course examines issues involved in the management and investment strategies of an endowment. Students will initiate trading recommendations, supported by complete research reports and present to program investment committee for approval. Industry executives will participate in class presentations and discussions. Credit: 3 semester hours.

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

MGT 600 Contemporary Issues in Management
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 interrelationships 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 668 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 Policy Formulation
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.

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 social psychology. Credit: 3 semester hours.

**MKT 606 Advertising Management**  
**Prerequisite:** MKT 508. Management of the advertising process is portrayed as the coordination of the firm, the advertising agency and the media in the activities required to develop creative strategies and to execute the advertising campaign. Credit: 3 semester hours.

**MKT 608 Sales Administration and Strategy**  
**Prerequisite:** MKT 508. The course focuses on the varying nature of the problems which confront the sales manager and the type of approaches which may be useful in resolving them. The course also aims at enhancing understanding of sales management functions among all marketing managers. Credit: 3 semester hours.

**MKT 610 Product Management Seminar**  
**Prerequisite:** MKT 508. Product development is studied as a continuous and planned activity within the firm requiring permanent organizational status. Credit: 3 semester hours.

**MKT 611 Data Analysis in Marketing Research**  
**Prerequisites:** MKT 508, DS 504. The objective of this course is to familiarize the marketing student with various multi-variate statistical procedures that are being used in analysis of marketing data. Credit: 3 semester hours.

**MKT 623 Contemporary Marketing Strategies**  
**Prerequisites:** MKT 508. The student is placed in the role of the principal marketing manager and decision-making skills are sharpened via the liberal use of business cases and computer simulation marketing games. Credit: 3 semester hours.

**MKT 624 Global Brand Marketing**  
**Prerequisites:** MKT 508 or equivalent. 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 628 Comparative Marketing Systems and Research**  
**Prerequisite:** MKT 508. A comparative analysis of the similarities and differences in foreign marketing systems, with special emphasis upon structures, functions, institutions, productivity and environment. Credit: 3 semester hours.

**MKT 630 Marketing of Services**  
**Prerequisite:** MKT 508 or equivalent. Explores the unique characteristics and techniques of service marketing management. Consumer behavior, the marketing mix and future developments in the marketing of services are examined thoroughly. Credit: 3 semester hours.

**MKT 631 Business to Business (E-Commerce) Marketing**  
**Prerequisite:** MKT 508. The distinctive nature of the marketing function with the industrial goods/service firm is isolated for study. Credit: 3 semester hours.

**MKT 633 Marketing in East Asia**  
**Prerequisite:** MKT 508. An analysis of the economic, political, social and cultural factors affecting marketing and consumer behavior in East Asian countries. Research concerning their marketing structures, strategies, problems, institutions, patterns, promotions and opportunities. Credit: 3 semester hours.

**MKT 634 Marketing of Financial Services**  
**Prerequisite:** MKT 508 or equivalent. This course module explores the strategic situation, which characterizes financial services and provides an overview of financial services businesses. Credit: 3 semester hours.

**MKT 635 Strategic Internet Marketing**  
**Prerequisite:** MKT 508. This course examines the dynamic interrelationship between the Internet and Marketing—that is, the impact of the Internet on marketing practices and the creation of marketing strategy for the effective functioning on the Internet. In particular, the course will enable students to secure an understanding of marketing and Internet issues, conceptualize aspects of consumer-drive approaches to doing business on the Internet, and an opportunity to serve as consultants to a real world firm. Credit: 3 semester hours.

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

**MKT 701 Seminar in Current International Marketing Topics**  
**Prerequisite:** MKT 508. Critical analysis of current problems, issues and developments; the relationship between international marketing functions, processes and institutions and changes in the general social, cultural, economic and political environment. Topics reflect the frontiers of research and current state-of-the-art methods and procedures. Credit: 3 semester hours.

**MKT 702 International Marketing Seminar Abroad**  
**Prerequisite:** MKT 508. The student examines the economic, political, legal, cultural and social forces affecting the international marketing position of the United States and other selected countries; development of global marketing policies, trade with developed and developing countries. Credit: 3 semester hours.

**MKT 901; 902 Methodology of Business Research**  
**Prerequisites:** (1) The student must have completed at least nine credits (600 level) in a major area. (2) The student is expected to have explored possible thesis subjects with the department Chair well in advance of taking the course. (3) The student must bring to the first class a Thesis Proposal Form, completed, defining the thesis project. (These forms may be obtained from the Graduate Dean’s office).

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

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

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

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

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

**RMI 500 Risk Basics**  
Students develop a working knowledge of the language of quantitative analysis, of free-market economics and of corporate finance as it relates to the management of risk. At the end of the course students are able to integrate
RMI 600 Risk Management Economics
Pre/co-requisite: ECO 506 and FIN 507. The course applies the framework of risk, insurance and financial economics to the risk management decisions facing the corporate risk manager. The focus is on understanding the concepts and their application to actual business situations. The course is designed for business students with little or no exposure to corporate risk management and insurance. This course does not qualify as an elective in the risk management program. Credit: 3 semester hours.

RMI 601 Management of Risk
Pre/co-requisite: None. Financial objectives of corporate risk management process, empirical evidence of how and why firms manage risk, institutional environment and regulations of risk management. Results in students able to jointly manage pure and financial risk. Credit: 3 semester hours.

RMI 602 Risk Analysis Methods
Pre/co-requisite: RMI 601. Research tools and data sources for risk evaluation. Emphasis on computer-aided application. Results in students able to produce credible analysis reports on risk and its consequences and develops a knowledge of the required MS thesis format. (Calendar coordinated with RMI 500 and RMI 604). 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 Methods
Pre/co-requisite: RMI 601. Pricing contingent claims and future uncertain cash flows. Impact of pure and financial risk on cash flow and the cost of equity capital. Emphasis on computer-aided application. Results in students able to model the risk tolerance level of firms. (Calendar coordinated with RMI 602 and RMI 614) Credit: 3 semester hours.

RMI 605 Strategic Finance Policy for Insurers
Pre/co-requisite: RMI 601. Investigates how insurance firms can create economic value for their shareholders and the efficacy of shareholder value creation subject to the demands of other stakeholders. Results in students able to articulate the nuances of a ‘good’ company given the demands of shareholders. Credit: 3 semester hours.

RMI 607 Operational Finance for Insurers
Pre/co-requisite: RMI 601. Ratemaking, reserving, investing, allocating capital and asset-liability management. Results in students able to arrange the finances of (re)insurers to meet policyholder obligations and create economic value for owners. Credit: 3 semester hours.

RMI 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.

RMI 609 Property and Liability (Re)Insurance
Pre/co-requisite: RMI 601. Underwriting, claims administration, financial reporting and rate-making for insurable property and liability risks. Results in students able to structure (re)insurance programs to finance risk. Credit: 3 semester hours.

RMI 610 Life-Health Insurance and Employee Benefits
Pre/co-requisite: RMI 601. Funding premature death, medical care costs, unexpected loss of income and retirement. Results in students able to identify, measure, and fund the consequences of personal risks. Credit: 3 semester hours.

RMI 611. Cases in Risk, Insurance and Banking
Pre/co-requisite: RMI 601 and RMI 602. Students gain experience and detailed knowledge in areas that are largely an individual choice through the production of at least four significant papers. Students investigate, form potential solutions, and produce detailed research proposals stressing an innovation to risk-related managerial challenges. Credit: 3 semester hours.

RMI 612 Applied Risk Research & Writing
Pre/co-requisite: RMI 601. Students, monitored by the instructor, apply the analysis tools they have already acquired to complete a series of large sample empirical research projects of applied interest to the risk, insurance or banking industry. Students are responsible for all aspects of the research project including data collection, data analysis and the presentation of their results. At the end of the course students have a first hand experience in resolving the practical issues involved in conducting large sample empirical research. Credit: 3 semester hours.

RMI 613 Graduate Risk Seminar
Pre/co-requisite: RMI 601. Students collaborate to examine in detail and depth topical issues in risk and insurance. Results in students able to articulate the nuanced impact of the topics examined for the practice of risk management or the formulation of social policy. Credit: 3 semester hours.

RMI 614. Risk Funding Tools
Pre/co-requisite: RMI 601. Derivatives, swaps, hybrid securities, indexed debt, contingent financing and insurance. Results in students able to hedge pure and financial risk singularly or jointly. (Calendar coordinated with RMI 604) Credit: 3 semester hours.

RMI 621 Risk Project
Pre/co-requisite: RMI 601. Students apply their knowledge and skills to 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 901; RMI 902 Methodology of Business Research
Pre/co-requisites: (1) The student must have completed at least nine credits (600 level) in a major area. (2) The student is expected to have explored possible thesis subjects with the department Chair well in advance of taking the course. (3) The student must bring to the first class a completed Thesis Proposal Form, defining the thesis project. (These forms may be obtained from the Graduate Dean’s office).

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

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

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

RMI 925 Maintaining Matriculation
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.

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.

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, Instructor of Marketing, B.A., State University of New York, Albany, M.S., Nyack College.

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

James Barrese, Professor of Risk Management and Insurance, Robert F. Carocon 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.


Larry W. Boone, Director, Executive in Residence program and Associate Professor of Management, B.S.I.E., Lehgh University; M.S.I.E., Ph.D., University of Pittsburgh.

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

William Ryall Carroll, Assistant 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, Director, Center for Global Business Stewardship, Assistant 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.

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

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., M.S., 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.

Teresa M. Danile, CPA, CMA, Associate Professor of Accounting and Taxation, B.B.A., M.B.A., Pace University, Ed.D, St. John’s University.

A. Noel Doherty, Chair and Professor of Marketing, B.S., Fordham University; Ph.D., Tulane University.

Nina T. Dorata, CPA, Associate 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 Eligoglu, CISA, CISSP, 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.

Mary Elizabeth Ellis, Associate Professor of Economics and Finance, B.S., M.B.A., Ph.D., University of South Carolina.

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

Adrian P. Fitzsimmons, CPA, CISA, CMA, CPA, 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, Instructor of Management, B.A., Fairleigh Dickinson University, M.B.A., University of Phoenix.

Arlene J. Furfaro, 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.

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

S. Sadik Gokturk, Professor of Economics, B.S., New York University; Ph.D., Columbia University.

Sylvia 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.

Kiran 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 Kavil, 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.

Gerard M. Kelly, Assistant Professor of Risk Management and Insurance, B.B.A. The College of Insurance, M.B.A.

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., Chair and Professor, B.B.A., University of Maryland, M.B.A., The College of Insurance; Ph.D., Georgia State University.

Richard T. Lai, CPA, Associate Professor of Accounting and Taxation, B.S., Hunter College; J.D., Boston College Law School; LL.M., New York University School of Law.

Gerard Lange, CPA, Associate Professor of Accounting and Taxation, B.S., Fordham University; M.B.A., New York University, Ed.D., St. John’s 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 Chenci University, Taiwan; Ph.D., Northwestern University.

Michael I. Liebenstein, Associate Professor of Computer Information Systems and Decision Sciences, B.S.E.E., Massachusetts Institute of Technology; M.Eng., Ph.D., Yale University.

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

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

Pauline Magee-Egan, Professor of Management, B.S., M.S., Ph.D., Fordham 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, Aolis I. Theis Professor in Global Finance, B.S., Purdue University, M.B.A. University of Miami, Ph.D., Florida Atlantic University.

Brenda L. Masetti, 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, CFPIM, 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.

Piagi Pilato CPA, Assistant Professor of Accounting and Taxation, B.S., J.D., St. John’s University.

Cynthia R. Phillips, Assistant Professor of Accounting, 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.

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.

Srinivasa Ramanujam, A.S.A., E.A., Associate Professor of Risk Management and Insurance, M.A., Madras University, India; Ph.D., Brown University.

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

Andrew Russakoff, Associate Professor of Computer Information Systems and Decision Sciences, B.S., Columbia University; B.A., M.A., St. John’s College (Oxford); M.A., CUNY Queens College; Ph.D., 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.Phill, 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, 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 Stavridis, Assistant Professor of Management, B.A., M.B.A., Ph.D., Athens University.

Peta 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; Chairmen 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.

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, 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.

Ping Wang, Associate 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.