



# ST. JOHN'S UNIVERSITY

THE PETER J. TOBIN  
COLLEGE OF BUSINESS



ADVANCED  
CERTIFICATE  
PROGRAMS



## WELCOME FROM THE DEAN



Dear Prospective Student,

Thank you for your interest in graduate studies at The Peter J. Tobin College of Business at St. John's University.

Our rigorous programs are designed to meet personal career objectives in a specific area of interest through challenging and enriching courses, while permitting you to stay on your career track. So, get your career moving. Find out what a Tobin graduate degree can do for you.

Please know that I am here to be of assistance as you make this important decision.

Sincerely,

A handwritten signature in black ink, appearing to read 'Maciek Nowak'. The signature is fluid and cursive.

**Maciek Nowak, Ph.D.**

*Dean, and Joseph H. and Maria C. Schwartz Distinguished Chair*  
The Peter J. Tobin College of Business

Graduates of Tobin's programs are well prepared to meet the complex challenges of today's business world. Our alumni network holds top leadership positions at some of the most well-known companies in the world, including JPMorgan Chase & Co., Goldman Sachs, and Protiviti Inc. Some of the many opportunities you can look forward to as a graduate student at Tobin include

- A heavy focus on experiential learning. Our Executive-in-Residence Program is a unique feature providing in-school opportunities to engage in real-world business consulting with actual businesses and nonprofit organizations.
- The option to study abroad, with travel and curricula designed for a working professional's schedule. Recent graduate courses have included experiences with businesses in London, England; Madrid, Spain; Paris, France; Rome, Italy; and Zurich, Switzerland.
- A program with extensive flexibility. You choose your mode for each course, the pace of your study, and elective options that move you toward your career goals. Our Advanced Certificate programs can be completed online. We also offer in-person courses at both of our New York campuses in Manhattan and Queens.
- Advanced Certificate programs that offer a varied course selection and the ability to transfer seamlessly into the related Master of Business Administration or Master of Science degree programs.
- Participation in the Vincentian tradition of excellent teaching by experienced, nationally recognized faculty who have the goal of educating value-based leaders who seek profit and purpose.



Elevate your learning with an Advanced Certificate from The Peter J. Tobin College of Business at St. John's University. Whether preparing for a master's degree or proactively sharpening leadership skills and marketability, it will have a positive impact on your future.

These elite and rigorous Advanced Certificate programs are thoughtfully designed with the schedule of the working professional in mind. You can complete these programs in one year if attending full time thanks to evening and weekend classes, as well as online and on-campus options. On-campus classes are taught on our Queens and Manhattan, NY, campuses.

- Admission is based on a portfolio approach.
- Courses count toward select Tobin M.S. or M.B.A. programs.
- Up to six credits of prior graduate coursework may be transferable.
- We offer an easy application process.

## ACCOUNTING

The Advanced Certificate in Accounting is an 18-credit graduate program designed to introduce you to the necessary expertise in managerial and financial accounting and reporting, tax compliance and planning, risk assurance and controls testing, and assurance and information systems that is needed to advance you into a senior-level position, manage an accounting department, or pursue an advanced degree in accounting.

Applicants interested in fulfilling the education requirements for licensure as a certified public accountant (C.P.A.) should consider the 33-credit M.S. program, which fulfills all the accounting education requirements, or the 57-credit M.B.A. program, which meets both the accounting and business education requirements. All courses in the Advanced Certificate in Accounting may be applied toward the M.S. or M.B.A. in Accounting.

18 credits | Queens | Online

### Accounting Core | Six credits

- ACC 638** Business Entities and Combinations
- AIS 623** Auditing: Concepts and Applications

### Graduate Business | 12 credits

If your undergraduate major was not Accounting, the department strongly recommends you select the following coursework:

- ACC 615** Financial Reporting: Concepts and Applications
- ACC 630** Financial Reporting: Specialized Topics
- ACC 620** Global Managerial Accounting I
- TAX 610** Individual Tax Planning.

If your undergraduate major was Accounting, the department recommends you select the following coursework:

- ACC 639** Government and Not-for-Profit
- AIS 624** Information Technology Auditing OR an Accounting Information Systems Elective
- TAX 635** Business Tax Planning OR TAX 603 Corporate Taxation + Graduate elective course in accounting (ACC); assurance and information systems (AIS); or taxation (TAX), depending on your intended area of expertise.

### PROGRAM DIRECTOR

Joseph E. Trainor, Ph.D., C.P.A.  
Associate Professor of Accountancy  
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### ADMISSION CONTACT

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[TobinGradNYC@stjohns.edu](mailto:TobinGradNYC@stjohns.edu)  
718-990-1345



## **BUSINESS ADMINISTRATION**

The Advanced Certificate in Business Administration is an 18-credit graduate program designed to strengthen your business acumen. This innovative program combines classroom and experiential learning to develop the knowledge, skills, and competencies that the market demands, and to add value to any organization. Courses may be applied toward Tobin's 36-credit M.B.A. program.

18 credits | Queens | Manhattan | Online

### **Business Administration Core | Nine credits**

- ACC 602** Global Financial and Managerial Reporting
- FIN 607** Financial Management
- MGT 601** Managing for Global Success

### **Graduate Business | Nine credits**

You select three graduate business courses offered by the Tobin College of Business. These can be additional core classes or courses from one of Tobin's 19 M.B.A. concentrations.

Visit [www.stjohns.edu/bulletins](http://www.stjohns.edu/bulletins) for course descriptions.

### **PROGRAM DIRECTOR**

**K. Matthew M. Wong, Ph.D.**

Professor of Finance

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### **ADMISSION CONTACT**

Office of Graduate Admission

[TobinGradNYC@stjohns.edu](mailto:TobinGradNYC@stjohns.edu)

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## BUSINESS ANALYTICS

The Advanced Certificate in Business Analytics is a 15-credit graduate program designed to provide you with the foundational skills, insights, and capabilities necessary to transform data into insightful information that leads businesses to better decision making. You will understand the role of evidence-based data in decision making and how to transform that data into a powerful and predictive strategic asset. Courses may be applied toward Tobin's M.S. and M.B.A. in Business Analytics.

15 credits | Queens | Online

### Business Analytics Core | Nine credits

- BUA 602** Business Analytics
- BUA 631** Prescriptive Analytics and Spreadsheet Modeling
- BUA 633** Predictive Analytics and Business Forecasting

### Graduate Business | Six credits

You select two graduate business analytics-related courses offered by the Tobin College of Business. These courses include BUA 609, BUA 611, BUA 613, BUA 635, BUA 650, IS 601, IS 605, or IS 645.

Visit [www.stjohns.edu/bulletins](http://www.stjohns.edu/bulletins) for course descriptions.

### PROGRAM DIRECTOR

Norean R. Sharpe, Ph.D.

Professor of Business Analytics and Information Systems

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## ENTERPRISE RISK MANAGEMENT

The Advanced Certificate in Enterprise Risk Management (ERM) is a 15-credit graduate program designed to provide you with the foundational skills, insights, and capabilities necessary to adopt an enterprise-wide approach to managing the myriad of risks an organization faces. You will understand the need for risk to be managed at the strategic, financial, reputational, and operational levels of the organization; develop a robust enterprise risk management process; and perform accurate and relevant quantitative assessments vital to measuring risk in a variety of contexts. Our students apply standard quantitative techniques and risk analysis in all aspects of ERM, including the ERM framework, risk governance, risk identification, risk quantification, risk decision making, and risk messaging. Courses may be applied toward Tobin's M.S. and M.B.A. in Enterprise Risk Management.

15 credits | Manhattan | Online

### Enterprise Risk Management Core | Six credits

- ERM 601** Foundations of Enterprise Risk Management
- ERM 603** Culture, Leadership, and Governance Risk

### Graduate Business | Nine credits

You select three Graduate Enterprise Risk Management-related courses offered by the Tobin College of Business. These courses include ERM 705, ERM 602, ERM 604, RMI 601, RMI 602, FIN 628, or FIN 607.

Visit [www.stjohns.edu/bulletins](http://www.stjohns.edu/bulletins) for course descriptions.

### PROGRAM DIRECTOR

Paul L. Walker, Ph.D., C.P.A.

Professor of Risk Management and Insurance, and  
James J. Schiro/Zurich Chair in Enterprise Risk Management,  
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### ADMISSION CONTACT

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## FINANCE

The Advanced Certificate in Finance is a 15-credit graduate program designed to develop foundational skills in the critical functions necessary for success in finance. The applied curriculum includes financial planning, forecasting, and implementation through case studies and hands-on exercises. You gain a perspective on contemporary finance theory and learn from a distinguished faculty. Courses may be applied toward Tobin's M.S. and M.B.A. in Finance.

15 credits | Manhattan

### Finance Core | Six credits

**FIN 607** Financial Management

**FIN 634** Investment Analysis

### Graduate Business | Nine credits

You select three graduate finance-related courses offered by the Tobin College of Business. These courses include ACC 600, ACC 601, ECO 604, FIN 628, FIN 629, FIN 633, FIN 634, FIN 635, FIN 636, FIN 638, FIN 639, FIN 643, FIN 651, FIN 654, FIN 655, FIN 664, FIN 665, FIN 668, FIN 669, FIN 670, FIN 671, FIN 672, FIN 673, FIN 674, or FIN 684. Visit [www.stjohns.edu/bulletins](http://www.stjohns.edu/bulletins) for course descriptions.

### PROGRAM DIRECTOR

Mikael C. Bergbrant, Ph.D.

Reed-McDermott Associate Professor of Finance

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## INTERNAL AND INFORMATION TECHNOLOGY AUDIT

The Advanced Certificate in Internal and Information Technology Audit is a 15-credit graduate program designed to develop foundational skills in the critical functions necessary for success in assurance, advisory, and consulting services. Concentrations are available in internal audit, information technology audit, and fraud examination. This program sharpens your skills in audit planning, risk assessment, controls testing, problem solving, decision making, and reporting through experiential learning, case studies, and hands-on exercises. Courses may be applied toward Tobin's M.S. and M.B.A. in Risk and Financial Advisory.

The Peter J. Tobin College of Business is globally recognized by the Institute of Internal Auditors (IIA) in their Internal Auditing Education Partnership program as a Center for Internal Audit Excellence.

15 credits | Queens | Online

### Internal and Information Technology Audit Core | Six credits

**AIS 624**  Information Technology Auditing

**AIS 628**  Internal Auditing

### Graduate Business | Nine credits

You select three Graduate Assurance- and Information Systems-related courses offered by the Tobin College of Business. These courses include AIS 625, AIS 660, AIS 661, AIS 662, AIS 663, AIS 664, AIS 665, AIS 667, AIS 668, AIS 669, AIS 670, AIS 684, AIS 685, AIS 686, or AIS 690.

Visit [www.stjohns.edu/bulletins](http://www.stjohns.edu/bulletins) for course descriptions.

### PROGRAM DIRECTOR

David Y. Chan, Ph.D.

Associate Professor of Accountancy

[chand@stjohns.edu](mailto:chand@stjohns.edu)

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## MANAGEMENT

The Advanced Certificate in Management is a 15-credit graduate program designed for you if you plan to enhance your career toward a mid-to-advanced level management position in the global marketplace; you are interested in leading and managing teams of business or not-for-profit professionals; and you are motivated to develop and sharpen your management skills. Courses may be applied toward Tobin's M.S. in Global Management and Leadership or M.B.A. with a concentration in Strategic Management.

15 credits | Queens | Manhattan | Online

### Management Core | Six credits

**MGT 601** Managing for Global Success

**MGT 652** Seminar in International Management

### Graduate Business | Nine credits

You select three graduate management courses offered by the Tobin College of Business. These courses include MGT 601, MGT 602, MGT 603, MGT 604, MGT 605, MGT 607, MGT 621, MGT 622, MGT 623, MGT 628, MGT 631, MGT 632, MGT 645, MGT 650, MGT 651, MGT 653, MGT 654, MGT 655, MGT 659, MGT 661, MGT 662, MGT 663, MGT 670, MGT 680, MGT 685, MGT 690, MGT 699, and many more. Visit [www.stjohns.edu/bulletins](http://www.stjohns.edu/bulletins) for course descriptions.

### PROGRAM DIRECTOR

Sven Horak, Ph.D.

Zizza Tobin Professor of Management

[horaks@stjohns.edu](mailto:horaks@stjohns.edu)

### ADMISSION CONTACT

Office of Graduate Admission

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## MARKETING INTELLIGENCE

The Advanced Certificate in Marketing Intelligence curriculum provides the skills, insight, and capability to transform data into insightful information that will lead businesses to better results. The importance of using New Age technologies, big data, and analytics to generate valuable insights in a global environment is the focus of the 15-credit Advanced Certificate in Marketing Intelligence program. It is designed to provide you with a foundational understanding of the role of evidence-based data in marketing decision making and the ability to transform that data into a powerful and predictive strategic asset that will ultimately drive optimal results. Courses may be applied toward Tobin's M.S. in Marketing Intelligence.

15 credits | Queens

### Marketing Intelligence Core | Six credits

**BUA 602** Business Analytics

**MKT 600** Decisions in Marketing Management

### Graduate Business | Nine credits

You select three graduate marketing intelligence-related courses offered by the Tobin College of Business. These courses include MKT 601, MKT 611, MKT 612, MKT 613, MKT 614, MKT 622, or MKT 635.

Visit [www.stjohns.edu/bulletins](http://www.stjohns.edu/bulletins) for course descriptions.

### PROGRAM DIRECTOR

Ryall R. Carroll, Ph.D.

Associate Professor of Marketing

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### ADMISSION CONTACT

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## RISK MANAGEMENT

The Advanced Certificate in Risk Management offered by St. John's University's Maurice R. Greenberg School of Risk Management, Insurance and Actuarial Science is a 15-credit graduate program designed to develop foundational skills in the critical functions necessary for success in risk management. This advanced certificate program sharpens your skills in planning, forecasting, decision making, and implementation through case studies and hands-on exercises. Courses may be applied toward Tobin's M.S. in Enterprise Risk Management, M.S. in Risk Management and Risk Analytics, or M.B.A. with concentrations in Enterprise Risk Management or Risk Management.

15 credits | Manhattan | Online

### Risk Management Core | Six credits

- ERM 601** Foundations of Enterprise Risk Management
- RMI 601** Risk Management

### Graduate Business | Nine credits

You select three graduate risk management-related courses offered by the Tobin College of Business. These courses include RMI 602, RMI 607, RMI 609, RMI 610, RMI 611, RMI 612, RMI 613, RMI 614, RMI 621, RMI 622, RMI 632, RMI 650, RMI 660, RMI 661, RMI 662, RMI 688, RMI 690, or RMI 700.

Visit [www.stjohns.edu/bulletins](http://www.stjohns.edu/bulletins) for course descriptions.

### PROGRAM DIRECTOR

Ralph Rogalla, Ph.D.

MetLife Associate Professor of Risk Management and Insurance  
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### ADMISSION CONTACT

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## ADMISSION AND APPLICATION REQUIREMENTS

All applicants must submit the following:

- Online application at [grad.stjohns.edu/apply](http://grad.stjohns.edu/apply)
- Statement of professional goals and résumé
- Official college transcript(s) from all institutions
- One letter of recommendation from a professional or academic reference

While GMAT/GRE waivers are in place for the majority of applicants, the Admission Committee may request them on a case-by-case basis.

International applicants must also submit a course-by-course foreign credit evaluation with a grade point average calculation from a National Association of Credential Evaluation Services member.

Official TOEFL, IELTS, Duolingo, or PTE scores are required from students whose native language is not English.

## FINANCIAL AID

Entering graduate students seeking financial assistance from any federal or institutional source of funding (including student loans) are required to submit a copy of the Free Application for Federal Student Aid (FAFSA®) at [fafsa.ed.gov](http://fafsa.ed.gov) to the Federal Processing Center designating St. John's University, federal institution code number 002823, as one of the recipients. When the FAFSA® is processed, the student receives a federal Student Aid Report (SAR).

## PRIORITY CONSIDERATION DEADLINES

Application and all supplemental materials must be submitted by the dates below to receive priority consideration for admission. Applications completed after the dates below will be reviewed on a rolling basis.

**October 1**  
**April 1**

**For applications to the spring term**  
**For applications to the fall term**

## ADMISSION CONTACT

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[TobinGradNYC@stjohns.edu](mailto:TobinGradNYC@stjohns.edu)  
718-990-1345

Queens Campus  
8000 Utopia Parkway  
Queens, NY 11439

Manhattan Campus  
101 Astor Place  
New York, NY 10003



# ST. JOHN'S UNIVERSITY





# ST. JOHN'S UNIVERSITY

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SCAN TO REQUEST INFORMATION AND FOLLOW US ON SOCIAL MEDIA.



#### NONDISCRIMINATION STATEMENT

St. John's University does not discriminate on the basis of race; color; national origin; sex; actual or potential parental, family, or marital status; pregnancy and related conditions; disability; age; or any other characteristic protected by law in its programs and activities. The following person has been designated to handle inquiries regarding the nondiscrimination policies: Danielle Haynes, Director of Equal Opportunity and Compliance and Title IX Coordinator, Office of Human Resources, 8000 Utopia Parkway, Queens, NY 11439, 718-990-1865, press 4; [haynesd1@stjohns.edu](mailto:haynesd1@stjohns.edu).

#### ANNUAL SECURITY AND FIRE SAFETY REPORT

The University's *Annual Security and Fire Safety Report*, which contains three years of campus crime and fire safety statistics and campus security policy and procedures, is available online at [www.stjohns.edu/safetyreport](http://www.stjohns.edu/safetyreport). Upon request, prospective students may obtain a paper copy by contacting the Department of Public Safety at 718-990-1435.

Visit [www.stjohns.edu/Consumer](http://www.stjohns.edu/Consumer) to access key consumer disclosures required under the Higher Education Opportunity Act.

Visit [www.stjohns.edu/Compliance](http://www.stjohns.edu/Compliance) for the University's information on compliance policies