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Objectives

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

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

The Tobin College faculty carry out their responsibility for this preparation through excellence in teaching, supported by a commitment to applied business research.

Professional Accreditation

Tobin College strives for teaching excellence in the theory and practice of business administration. It is accredited by AACSB International—The Association to Advance Collegiate Schools of Business. AACSB International is recognized by the Council on Postsecondary Accreditation and by the U.S. Department of Education as the accrediting agency for bachelor's and master's degree programs in business administration. The Tobin College is one of the few business programs in the world that have attained this prestigious accreditation. The programs in Accounting, Risk and Financial Advisory and Taxation at the Tobin College are separately accredited by AACSB International. AACSB International standards include an evaluation of faculty adequacy and competence, admissions standards and caliber of the student body, library facilities, information technology, financial support of the institution, and the content and breadth of the 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.

Academic Status

In addition to the general University policies set forth in this bulletin, the following information specifically applies to the Graduate Division of the Tobin College of Business. Students are expected to meet all the requirements of their academic programs and should refer to their respective departmental listings.

Honor Societies

Beta Alpha Psi

Beta Alpha Psi is the national honor society for accounting, finance, and information systems students and professionals. The primary objective of Beta Alpha Psi is to encourage and give recognition to scholastic and professional excellence. 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. The Tobin College hosts the Eta Mu chapter.

Beta Gamma Sigma

The Tobin College hosts the Iota chapter of Beta Gamma Sigma, the officially designated honor society of AACSB International. This chapter has been in existence since 1968. To be considered for membership, a student must have graduated or be a candidate for graduation in the current academic year. The election to membership is from the upper 20 percent of the group described above.

Gamma Iota Sigma

The School of Risk Management hosts the Alpha Iota Chapter of this fraternal society, which was established in 1965 to promote, encourage, and sustain student interest in insurance, risk management, and actuarial science as professions; to encourage the high moral and scholastic attainments of its members; and to facilitate interaction of educational institutions and industry by fostering research activities, scholarship, and improved 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.

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.

Experiential Experiences

Executive-in-Residence Program

The Executive-in-Residence Program (EIRP) substitutes for MGT 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 MGT 700.
2. A minimum grade point index of 3.4.
3. Successfully complete an interview with the Program Director.

EIRP is designed to provide a forum for interaction between practicing executives and the business student to improve student analytical, written and oral communication skills; provide practical insights into issues examined in previous coursework; and enable students to develop effective strategic and business plans.

Students, after meeting with participating executives, work in teams to develop strategic and/or business plans which are then presented to company executives. Participating executives have included the chief executive officers, chief financial officers, senior partners, marketing vice presidents, etc.

Applied Finance Institute (AFI)

Select students are invited to apply for candidacy into the Applied Finance Fellows Program of the AFI. The mission of the AFI is to promote the activities of the Tobin College that are related to the practice of finance for the benefit of our finance students. AFI provides a focal point, encouraging an applied and experiential learning environment, relevant to the practice of finance, in order to prepare Tobin finance students for successful careers. Successful completion of the AFI requirements results in becoming a Fellow of the AFI.

Student Managed Investment Fund

The Student Managed Investment Fund (SMIF) 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. SMIF 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 FIN 684 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, 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 are designed to match a location with the academic course content and includes several 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.

Analytics Lab

The Analytics Lab is a facility whose goal is to enhance the educational and research missions of the Tobin College. 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 work lab. Professors can bring their students in for selected class sessions which are enhanced by the Lab's features, or they can leverage the Lab's tools to create coursework that provides students with real-world problems and situations to better develop their business critical-thinking skills.

Internship Program

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

Thesis

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 three-credit thesis option is recommended by the Tobin College for students with a cumulative graduate index of 3.7 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 the supervised research area of specialization once they have gained a commitment from a full-time faculty member to act as their mentor.

Academic Information

Honor and Distinction

The M.B.A. "with honors" or the M.S. "with honors" is awarded to students who have completed their degrees with an overall cumulative graduate point average of 4.0. Students who complete their M.B.A. or M.S. degrees with an overall cumulative graduate grade point average of 3.8 or 3.9 are awarded "with distinction" on their transcript.

Advisement and Registration Procedure

The University calendar stipulates the periods for registration. During this period, students must register for their courses in the following semester, since courses with small enrollments may be cancelled or courses with large enrollments may be closed.

During the advisement period, students should make an appointment to see their academic dean in the Graduate Program Office if they have questions regarding their program schedule. New students, students on academic probation, and students with academic holds, must meet with their academic dean in the Graduate Program Office before registering for graduate courses.

Academic Warning and Probation

A student in the Tobin College 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.

A graduate student in the Tobin College will be placed on academic probation if his/her cumulative grade point average falls below the 3.0 GPA requirement. Failure to show adequate progress toward good academic standing may result in academic dismissal.

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.

Student Learning Approaches

Fully In-Person Courses: These are the traditional classes, with each in-person session taking place in the same classroom over the course of the semester. The Tobin 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, of which, six credits must be fully in-person (in-class) courses or in hybrid courses. Students receiving government loans must be enrolled in a minimum of six credits.

Hybrid Courses: These courses come in two forms: (a) rotating courses or (b) traditional hybrid courses. In the rotating course model, the faculty member will teach each session in person, but the student will attend either in person or online as part of a 2- or 3-week rotation (i.e., the student will either spend 1 week in person/1 week online, or 1 week in person/2 weeks online). During the "online" weeks, the student will participate in the class via a live stream and/or by viewing a recorded session. In the traditional hybrid model, the faculty member and all students will meet in person one day a week and online for a second weekly session.

FLEX Mode Courses: These courses begin the first seven classes of a semester with in-class instruction enabling the student to meet with peers and interact with the professor. The last seven classes provide a synchronous online learning experience that provides the student the flexibility to complete courses from anywhere. Several MBA students have indicated that the pandemic has changed their lives and the way they prefer to pursue graduate studies. The new "FLEX" mode provides the in-class interaction, networking, and other benefits of the classroom experience as well as the flexibility of the online format.

Fully Online Courses: These courses also come in two forms: (a) synchronous and (b) asynchronous. In the synchronous format, the faculty member will live stream the course at the day and time scheduled to the entire class, some faculty also record the lectures/sessions for future reference in synchronous mode. In the asynchronous format, the student will not need to log on at a specific date and time. Instead, the student will complete assignments in accordance with a schedule provided by the faculty member. Any lectures or other materials will be recorded so that the student can listen to/view them in keeping with class expectations.

All graduate students, experience the same curricula whether it is taught in a fully in-person course, a hybrid course, a flex course, or a fully online course, are mentored by the same full-time faculty, and graduate with the same valued degrees.

Graduate students who are accepted into an on campus graduate program must register for and complete at least 50% or more of their coursework in on campus classes.

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.

Transfer of Credit

The general policy of the Graduate Division of the Tobin College of Business pertaining to transfer of credit is as follows:

1. In advanced certificate programs, a maximum of six credits may be transferred from an AACSB accredited college or university with the approval of the chair and the dean.
2. In master's degree programs, a maximum of twelve credits may be transferred from an AACSB accredited college or university with the approval of the chair and the dean.
3. Requested transfer credits must not have already been used in fulfillment of another degree. The student must present catalog descriptions of the graduate courses for which transfer credit is requested.
4. No credit will be allowed for courses in which the grade attained is below "B" (3.0). In addition, no degree credit will be allowed for courses completed beyond the stipulated time limit ("Time Limitation"). Transfer grades do not affect cumulative quality points.

Incomplete Grades

All "INC" grades must be completed without exception as follows: spring and summer semester INC grades must be completed by October 15th during the next fall semester; and fall semester grades must be completed by March 15th during the next spring 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 the student's GPA.

Graduate Assistantships

The Tobin College offers a number of highly competitive graduate assistantships to new incoming students whose applications display high levels of academic achievement. Applicants must pursue full time study (9+ credits each semester) to be eligible to apply for Graduate Assistantships. Those selected are placed with faculty or administrative offices for 15-20 hours weekly in exchange for a partial or full tuition coverage and a possible stipend. Interested students must submit the GA application and essay for consideration.

Scholarships

Scholarships are available through the Tobin College of Business for high achieving individuals. These scholarships range from $5,000 to $10,000. Students selected for these scholarships will be notified directly by their program director. Students accepted to the MS ERM and MS RMRA are eligible to apply for the (ILOTY) Insurance Leadership of the Year fellowship, a full tuition fellowship which is designed for high-achieving students. More information can be found at www.stjohns.edu/ILOTY.

GSRM Apprenticeship Program

The Ellen Thrower Center for Career Services at the Maurice R. Greenberg School of Risk Management, Insurance and Actuarial Science (GSRM) administers the GSRM Apprenticeship Program, providing a structured internship experience that allows students to apply their classroom knowledge to paid professional work with major employers in the insurance and financial services industry.

The GSRM Apprenticeship Program is a selective, competitive program open to graduate students majoring in Actuarial Science, Enterprise Risk Management or Risk Management and Insurance with a minimum cumulative index of 3.0. Students complete work periods of not less than two consecutive academic semesters which may begin during fall, spring or summer. Work schedules may include full-time (35 hours/week) employment during summer and part-time (15-20/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 can complete 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).

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

International Students in F1 status can apply for OPT three months prior to degree conferral and up to two months after. This allows students to stay and work in the United States for a period of one year. Further information is available from the International Student & Scholar Services Office (ISSSO),

STEM

Students who are enrolled in graduate programs in science, technology, engineering, and mathematics disciplines, collectively known as STEM, are eligible for additional years of U.S. work experience. The Tobin College offers a STEM M.B.A. with concentrations in business analytics, finance, financial technology, information systems, risk management and insurance, and sustainability. The Tobin Master of Science programs in business analytics, enterprise risk management, finance, and risk management and risk analytics, are also registered as STEM programs. Please note correction made August 2026: MS Risk and Financial Advisory is not a STEM program.

Academic Admission

Admission to the A.C., M.B.A. or M.S. programs are open only to applicants holding bachelor's degree from accredited institutions who show promise of success in graduate business studies.

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) or Graduate Record Examination (GRE) Note: All applicants to the A.C. programs, and applicants to the M.S. programs in: Accounting, Enterprise Risk Management, Risk and Financial Advisory, or Taxation, who have completed the uniform CPA examination or a similar examination, are waived from the GMAT/GRE requirement.
- Two letters of recommendation.
- A written statement outlining the applicant's objectives for seeking admission and future plans in relation to graduate business study.
- Resume.
- An official TOEFL or IELTS score report is required of 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.
- Students with degrees that were obtained from foreign universities are 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.

English Language Requirements

International students entering the Tobin College with an F-1 or J-1 visa not meeting minimum required scores for the TOEFL or IELTS must take the English Language Placement Test. If they are found to be deficient in the above, they must successfully complete the ESL (written and speech) program prior to beginning the second year of their graduate program. The exam is administered by The Language Connection.

Programs of Study

Program Updates and Revisions

To enhance the academic experience and outcome for our students, The Tobin College continuously reviews program requirements and course offerings and may make revisions when necessary. Please consult with your academic advisor or visit our website for updates on our programs.

Queens campus:

Accounting (M.B.A., M.S. or A.C.)
Actuarial Science (M.S.)
Business Administration (A.C.)
Business Analytics (M.B.A. or M.S. or A.C.)
Educational Leadership (M.B.A.)
Enterprise Risk Management (M.B.A. or M.S.)
Entrepreneurship (M.B.A.)
Finance (M.B.A., M.S. or A.C.)
Global Management and Leadership (M.S.)
Healthcare Systems (M.B.A.)
Information Systems (M.B.A.)
Interdisciplinary Business (M.B.A.)
Internal and Information Technology Audit (A.C.)
International Business (M.B.A.)
Management (A.C.)
Marketing Analytics (M.B.A.)
Marketing Intelligence (M.S., or A.C.)
Marketing Management (M.B.A.)
Risk and Financial Advisory (M.B.A. or M.S.)
Risk Management (A.C.)
Risk Management and Risk Analytics (M.S.)
Strategic Management (M.B.A.)
Sustainability (M.B.A.)
Taxation (M.B.A. or M.S.)

Manhattan campus:

Actuarial Science (M.S.)
Business Administration (A.C.)
Enterprise Risk Management (M.B.A., M.S. or A.C.)
Finance (M.B.A. or M.S. or A.C.)
Financial Technology (FinTech) (M.B.A.)
Global Management and Leadership (M.S.)
Internal and Information Technology Audit (A.C.)
Interdisciplinary Business (M.B.A.)
Management (A.C.) program
Risk Management (A.C.)
Risk Management and Insurance (M.B.A.)
Risk Management and Risk Analytics (M.S.)

Online Learning:

Accounting (M.B.A., M.S. or A.C.)
Actuarial Science (M.S.)
Business Administration (A.C.)
Business Analytics (M.B.A., M.S., or A.C.)
Educational Leadership (M.B.A.)
Enterprise Risk Management (M.B.A., M.S. or A.C.)
Entrepreneurship (M.B.A.)
Finance (M.B.A., M.S., or A.C.)
Financial Technology (M.B.A.)
Global Management and Leadership (M.S.)
Health Care Systems (M.B.A.)
Information Systems (M.B.A.)
Internal and Information Technology Audit (A.C.)
Interdisciplinary Business (M.B.A.)
International Business (M.B.A.)
Management (A.C.)
Marketing Intelligence (M.S. or A.C.)
Marketing Analytics (M.B.A.)
Marketing Management (M.B.A.)
Strategic Management (M.B.A.)
Risk and Financial Advisory (M.B.A. or M.S.)
Risk Management (A.C.)
Risk Management and Insurance (M.B.A.)
Risk Management and Risk Analytics (M.S.)
Sustainability (M.B.A.)
Taxation (M.B.A. or M.S.)

Master of Business Administration (M.B.A.) Program

Accounting

The M.B.A. in Accounting prepares students to leverage their education and skills to become tomorrow's leaders. This two-year, 57 credit program is intended to provide students with broad business knowledge and prepare them for cross-functional decision making.

The M.B.A. in Accounting and the 69 credit combined M.B.A in Business Administration and M.S. in Accounting programs are designed to fulfill the business and accounting education requirements to sit for the Uniform CPA Examination. Undergraduate business majors should consider the M.S. in Accounting program. Students can combine the M.B.A. in Accounting with the M.S. in Taxation (M.S.T.) to reduce the total number of courses required for each degree.

The M.B.A. in Accounting program and its concentrations have been endorsed by such professional organizations as the Institute of Internal Auditors (IIA) through its Internal Audit Educational Partnership (IAEP), the Association of Certified Fraud Examiners (ACFE); the Institute of Management Accountants (IMA); the Information Systems Audit and Control Association (ISACA) as having a model curriculum; and the Association of Certified Chartered Accountants (ACCA). All graduate accouting programs are separately accredited by the AACSB-International – The Association to Advance Collegiate Schools of Business. St. John's is one of 190 universities worldwide that has achieved that distinction.

Curriculum for M.B.A. in Accounting

(57 credits – 19 courses)

Business Curriculum (24 credits)

BUA 602	Business Analytics
ECO 606	Industrial Economics
FIN 607	Financial Management
LAW 600	Law, Ethics and the Principled Path in Business
MGT 601	Managing for Global Success
MKT 600	Decisions in Marketing Management
RMI/ERM 601	Risk Management or Foundations of Enterprise Risk Management
MGT 700	Seminar in Business Policy

Professional Curriculum (33 credits)

ACC 615*†	Financial Reporting: Concepts and Applications
ACC 620†	Global Managerial Accounting I
ACC 622	Global Managerial Accounting II
ACC 630*†	Financial Reporting: Specialized Topics
ACC 638†	Business Entities and Combinations
ACC 639†	Governments and Not-for-Profits
AIS 623†	Auditing: Concepts and Applications
AIS 624	Information Technology Auditing
AIS 625	Accounting Ethics and Professionalism
TAX 610	Individual Tax Planning
TAX 635	Business Tax Planning

** Requires one-hour workshop*

† Undergraduate accounting majors may request permission to waive certain courses and/or select substitute courses from the list of accountancy electives.

Additional Concentration for M.B.A. in Accounting

The Tobin College allows students to select a second three-course (nine credits) concentration in the M.B.A. in Accounting program. The additional concentration allows a student to select a concentration offered by the M.S. Accounting or by another business department.

Business Administration

The M.B.A. in Business Administration is a 36-credit program that uses case studies, real-world projects and an experiential capstone course to transcend the normal classroom experience, while giving students a global perspective and connecting them with alumni and corporate executives. This M.B.A. degree can be completed on full-time residence or on a part-time basis, in order to enable students to continue their full-time career while taking courses in the evening.

During the program, students may enroll in one of the following concentrations: business analytics, educational leadership, enterprise risk management, entrepreneurship and innovation, finance, financial technology, healthcare systems, information systems, international business, marketing analytics, marketing management, risk and financial advisory, risk management and insurance, strategic management, sustainability, or taxation. Students can choose any three graduate courses offered by the Tobin College instead of a concentration. Students who enroll in at least 9 credits are considered full-time students.

Curriculum for M.B.A. in Business Administration

Required Core Courses: 24 credits *

ACC 602	Global Financial and Managerial Reporting
BUA 602	Business Analytics
ECO 606	Industrial Economics
FIN 607	Financial Management
LAW 600	Law, Ethics & Principled Path in Business
MGT 601	Managing for Global Success
MKT 600	Decisions in Marketing Management
RMI 601	Risk Management

* Undergraduate business majors from AACSB-accredited programs are expected to replace three required core courses with advanced level courses in that discipline. One advanced level course must be in the undergraduate major.

Concentration Courses: 9 credits

Three courses from your area of concentration.

Capstone Course: 3 credits

MGT 700	Seminar in Business Strategy

Concentration for M.B.A. Program

The Tobin College allows students to select a three-course (nine credits) concentration in the M.B.A. program or to select, interdisciplinary business, if they wish to pursue advanced courses in more than one discipline to achieve a breath of competencies. The list of concentrations for the M.B.A. program are as follows:

Business Analytics

The Business Analytics concentration develops professionals 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 provides students with a combination of technical and managerial coursework needed for dealing with future challenges in the technology and data-driven global environment.

Concentration Courses:

Required

BUA 631	Prescriptive Analytics
BUA 633	Predictive Analytics and Business Forecasting

Elective: Choose one:

BUA 609	Advanced Managerial Statistics
BUA 635	Big Data and Data Mining
BUA 699	Business Analytics Internship
BUA 900	Business Analytics Thesis
IS 645	Database Management
IS 650	Seminar in BUA/IS

Educational Leadership

The Educational Leadership concentration prepares professionals to enhance their knowledge and skills in current trends and research in education with a view to becoming administrative and policy leaders in the field of education. This concentration provides educational leaders with a combination of technical and managerial coursework needed for dealing with future challenges in education.

Concentration Courses Required: Select three:

EDU 5103	Educational Governance and Policy Issues
EDU 5571	Administrative Leadership and Planned Change
EDU 5741	Finance in Education
EDU 5761	School Based Business Administration for Administration and Supervision

Enterprise Risk Management

The Enterprise Risk Management (ERM) concentration reinforces the need for risk, uncertainty, and volatility to be managed at the strategic, financial, reputational, and operational levels of the organization. ERM has become the new global standard for how to run a business and to develop critical holistic thinking about business problems. Risk intelligence is the goal of many organizations and ERM has become a core capability and competence for effective leadership. The goal of an ERM process is to create, protect, and enhance the value of the organization.

Concentration Courses:

Required

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

Electives: Choose One:

ERM 602	Operational Risk Management
ERM 705	Strategic Risk Analysis and Tools

Entrepreneurship

The Entrepreneurship concentration assists individuals who are interested in creating new ventures, continuing family businesses, starting or growing their own businesses or are pursuing successful careers in innovation-related roles within established organizations. This program equips students with the knowledge, skills, and competencies to create businesses in all sectors.

Concentration Courses: Required

MGT 640	Seminar in Entrepreneurship

Elective: Select two:

MGT 631	Leading Modern Organizations
MGT 645	Creativity and Innovation

MGT 650	Managing a Web-based Entrepreneurial Business
MGT 651	Creating an E-Commerce Business
MGT 653	Managing for Sustainability
MGT 670	Contemporary Issues in Management

Finance

The Finance Concentration provides students with the expertise to make educated financial decisions. Graduates learn the knowledge and skills needed to evaluate projects and investments and to execute decisions based on their valuations. Students are invited to meet with the chair of the Department of Economics and Finance to discuss course selections.

Concentration Courses Required: Select three:

Any three finance electives above FIN 607, Financial Management.

Financial Technology (FinTech)

The FinTech (financial technology) concentration enables our graduates to apply technology in managing the financial aspects of their business, and to combine an expertise in computing technology, financial theory, risk assessment, ethical and regulatory constraints, and business skills to examine innovative approaches to financing and investing markets and transactions. The FinTech concentration allows graduates to focus on the application of programming, business analytics, data science, strategy and risk in financial services and enhances their understanding of the rapidly evolving financial markets.

Concentration Courses: Select three:

FIN 639	Introduction to Financial Technology
FIN 669	Advanced Financial Technology
	One Financial Technology Related Course

Healthcare Systems

The Health Care Systems concentration equips students with the necessary tools to achieve and manage integrated approaches to health care—approaches that enable students to look at operational, policy, technology, and legal issues in health care from a holistic perspective. The program offers both medical and nonmedical professionals opportunities to develop advanced organizational and technical skills, effectively positioning students to assume leadership positions within the evolving ecosystem of the U.S. health care stakeholders and health-related professions.

Concentration Courses: Select three:

HCA 320	Management and Leadership in Health Care Organizations (Collins College of Professional Studies)
PAS 282	Health Care Systems and Health Policy (College of Pharmacy and Health Sciences)
HCI 520	Medical and Health Informatics (Collins College of Professional Studies)
HCA 321	Legal and Ethical Aspects of Health Systems (Collins College of Professional Studies)

Information Systems (IS)

The Information Systems concentration provides students with a moderately technical yet comprehensive and professional understanding of the modern systems approach to business information systems. The concentration 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.

Concentration Courses:

Required

IS 645	Database Management
IS 647	Business Data Communication and Networks for Business

Elective: Select one:

IS 601	Advanced Computer Applications for Business
IS 605	Applied Computer Languages
IS 644	Systems Analysis and Design
IS 646	Computer Simulation Methods
IS 650	Seminar in BUA/IS
IS 699	CIS Internship
BUA 635	Big Data and Date Mining

International Business

The International Business concentration is for students interested in a general approach to international business education. Students 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 may benefit from this degree. Students whose career goals include working abroad or with a global firm may choose this learning experience.

Concentration Courses: Select three:

ACC 654	International Financial Reporting I
ACC 655	International Financial Reporting II
ACC 656	Analysis of Foreign Financial Statements
ECO 605	International Trade and Investment
FIN 635	Capital and Money Markets
FIN 643	International Corporate Finance
FIN 651	Bank Financial Management
FIN 700	Seminar in Finance
LAW 652	International Business Law and Negotiation
MGT 670	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	International Taxation I

For a complete listing of approved courses, please contact the Advisement Office.

Marketing Analytics

The Marketing Analytics concentration develops the digital knowledge base to manage and apply big data, business intelligence and analytics, digital and social media analytics, marketing automation systems, user interface design, and digital innovations in mobile marketing. Graduates gain an understanding of analytics and how to apply data to strategic decision-making. Using market data, digital marketing tools, and advanced statistical analyses to make more informed decisions skills are critical for today's businesses.

Concentration Courses:

Required: Select two:

MKT 635	Strategic Internet Marketing Analytics
MKT 611	Data Driven Marketing
MKT 605	Direct Response Marketing

Elective: Select one:

BUA 609	Advanced Managerial Statistics
BUA 611	Machine Learning for Business
BUA 631	Prescriptive Analytics and Spreadsheet Modeling
BUA 633	Predictive Analytics and Business Forecasting
BUA 635	Big Data and Data Mining

Marketing Management

The Marketing Management concentration develops 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.

Concentration Courses: Select three:

Required

MKT 601	Marketing Research Seminar

Elective: Select two:

MKT 603	Dynamics of Consumer Motivation and Behaviors
MKT 623	Contemporary Marketing Strategies
MKT 624	Global Brand Marketing
MKT 626	Global Marketing Management Seminar
MKT 630	Marketing of Services
MKT 699	Marketing Internship
MKT 700	Marketing Seminar on Special Interest Topics
MGT 645	Management of Creativity and Innovation

Risk & Financial Advisory

The Risk & Financial Advisory concentration supplements the M.B.A. with a level of technical competence that will enable our graduates to enter such assurance services as: internal audit, information technology audit, fraud examination, and compliance audit.

Concentration Courses: Select three:

AIS 623	Auditing Problems
AIS 624	Information Technology Auditing
AIS 625	Accounting Ethics and Professionalism
ACC 626	Forensic Accounting Principles
ACC 627	Business Valuations
AIS 628	Internal Auditing
AIS 629	International Auditing
AIS 660	Fraud Examination I
AIS 661	Fraud Examination II
AIS 662	Accounting Information: Governance, Risk Management, and Audit
AIS 663	Accounting Information: Systems Development and Operations
AIS 664	Accounting Information: Cyber Security
AIS 665	Accounting Information: Protection of Assets
AIS 667	Accounting Information: Enterprise Resource Planning
AIS 668	Accounting Information: Analytics and Forensics
AIS 669	Accounting Information: IT Risks and Controls
AIS 670	Emerging Technology and Robotic Process Automation in Accounting
AIS 685	Advanced Internal Auditing
AIS 686	Developing and Managing an Internal Audit Function
AIS 687	Sustainability Information: Attestations
AIS 690	Accounting Information: Case Studies

Risk Management and Insurance

The Risk Management and Insurance concentration enables students to gain a thorough understanding of the theory and practice of risk management and insurance. Students are exposed to the actuarial, financial, legal and economic principles underlying corporate risk management. Available courses explore in depth the functional areas of financial service company management (such as investments, pricing, and underwriting).

Concentration Courses: Select three:

RMI 602	Risk Research Methods
RMI 604	Risk Pricing Simulation
RMI 605	Finance Policy for Insurers
RMI 607	Insurance Operations
RMI 608	Micro insurance
RMI 609	Property and Liability Re) Insurance
RMI 610	Life-Health Insurance and Employee Benefits
RMI 611	Cases in Insurance
RMI 613	Graduate Risk Seminar
RMI 614	Risk Funding Tools for Insurers
RMI 621	Risk Project
RMI 660	Finance for Actuarial Science
RMI 699	Internship

Strategic Management

The Strategic Management concentration takes an integrated approach to business management and 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
- Project Management

Students can choose a general approach to strategic management. The Strategic Management concentration is designed 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.

Concentration Courses: Select three:

MGT 602	Project Management I
MGT 603	Project Management II
MGT 670	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 631	Leading Modern Organizations
MGT 632	Organizational Theory
MGT 640	Seminar in Entrepreneurship
MGT 645	Management of Creativity and Innovation
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 655	Management Consulting
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.

Sustainability

The Sustainability concentration provides the knowledge and skills to pursue business careers that focus on the environment and the economy. Our graduates are able to transform how organizations do business by formulating and implementing sustainable strategies. The Sustainability concentration challenges our graduates to offer sustainable long-term solutions to a range of critical business issues, and to develop resource and systems solutions that can be implemented by businesses and non-profit organizations.

Concentration Courses: Select three:

ACC 681	Sustainability Accounting and Reporting
ACC 683:	Sustainability: Implementation and Disclosure
AIS 684	Sustainability Information: Attestations
MGT 653	Managing for Sustainability
MKT 604:	Sustainable Marketing

Taxation

The Taxation concentration provides the knowledge and skills to become a tax specialist. Students become familiar with the Internal Revenue Code, tax regulations, judicial decisions and Treasury rulings and apply that knowledge to tax problems. Our graduates enter and advance their careers in the profession of public accounting or in corporate management in the tax area.

Select three:

TAX 603	Corporate Taxation
TAX 605	Internship in Taxation
TAX 610	Individual Tax Planning
TAX 612	Partnerships and Partners
TAX 621	Estates and Gifts
TAX 631	Corporate Distributions, Liquidations and Reorganizations
TAX 643	State and Local Income Taxation
TAX 651	International Taxation I
TAX 653	Global Taxation Systems
TAX 662	Real Estate
TAX 663	Financial Products
TAX 681	Tax Accounting
TAX 682	Special Topics in Taxation
TAX 683	Practice and Procedure
TAX 691	Tax Research Project

Interdisciplinary Business

The MBA degree program allows students to select Interdisciplinary Business if they wish to pursue advanced courses in more than one discipline to achieve a breath of competencies.

M.B.A. with Dual Concentration

The Tobin M.B.A. offers students the option of pursing a concentration in two discrete areas of business administration, which may include two concentrations from the above-listed concentrations. Students who aim to complete two concentrations enroll in three courses in each concentration. These concentration courses allow students to cultivate advanced skills and knowledge in a field of business administration.

Students may choose a dual concentration in a particular pairing. For example, a dual concentration in finance and financial technology provides training in two complementary areas of business administration, and a dual concentration in business analytics and information systems provides skills in two related areas. Similarly, a specialization in health systems or educational leadership could pair well with a concentration in finance, management, marketing, or any number of other specializations.

STEM M.B.A.

The 45-credit STEM M.B.A. program is designed to meet the needs of students who are interested in pursuing analytical and technical management roles across industries. The federal government created the STEM-designated degree program to address the shortage of qualified workers in the STEM field, which is estimated to grow more than a million jobs by 2028. The STEM M.B.A. program will make it possible for international graduates to remain in the United States for an additional 24 months (36 months in total) after graduation and receive training through work experience.

Along with the required M.B.A. core and capstone courses, the STEM M.B.A. will require students to complete two concentrations or an additional 18 credit hours from the following set of STEM concentrations: Business Analytics, Information Systems, Finance, Financial Technology (FinTech), Risk Management, and Sustainability.

Business Analytics: Select 3 from the following:

BUA 609	Advanced Managerial Statistics
BUA 611	Machine Learning for Business
BUA 613	Text Analytics for Business Application
BUA 631	Decision Science and Spreadsheet Modeling
BUA 632	Bayesian Statistics for Business Decision Making
BUA 633	Predictive Analytics and Business Forecasting
BUA 634	Statistical Quality Control for Business
BUA 635	Big Data and Data Mining

Information Systems: Select 3 from the following:

IS 601	Advanced Computer Applications for Business
IS 605	Applied Computer Languages
IS 644	Systems Analysis and Design
IS 645	Database Management
IS 646	Computer Simulation Methods
IS 647	Data Communications and Networks for Business
IS 650	Seminar in BUA/IS

Finance: Select 3 from the following:

FIN 634	Investment Analysis
FIN 664	Financial Statistics and Alternative Investment
FIN 638	Fixed-Income Analytics
FIN 639	Introduction to Financial Technology
FIN 665	Portfolio Management & Analytics
FIN 668	Financial Derivatives
FIN 684	Quantitative Asset Management

Financial Technology (FinTech):

FIN 639	Introduction to Financial Technology
FIN 669	Financial Technology Analytics: Machine Learning Application

One of the STEM Finance classes (above) or

RMI 688	Applications of Analytics and Technology to Risk Management

Risk Management:

Select the following:

RMI 602	Risk Research Methods
RMI 688	Applications of Analytics and Technology to Risk Management
RMI 700	Risk Management and Risk Analytics Capstone Seminar

Sustainability: Select 3 from the following:

ENV 101	Environmental Principles
ENV 102	Methods of Environmental Analysis & Sustainability
ENV 200	Geographic Information Systems
PSY 603	Inferential Statistics
SOC/CRM 127; 127L	Statistics for Social Science

Advanced (A.C.) Certificate Programs

The Tobin College offers 15-18-credit Advanced Certificate graduate programs designed for those seeking to strengthen their business acumen. The advanced certificate programs will sharpen your skills in planning, forecasting, decision-making, and implementation through case studies and hands-on exercises. These innovative programs combine classroom and experiential learning to develop the knowledge, skills, and competencies that the market demands. The programs are flexible and can be tailored to allow you to stay on your career track while earning the advanced certificates. All courses are offered during evenings and weekends at our Queens or Manhattan campuses, or online. Students can complete the advanced certificate program within two years part-time and seamlessly continue to pursue their master's degrees. All advanced certificate courses count toward the Master of Business Administration (M.B.A.) degree requirements or count towards specific Master of Science degrees.

Admission is based on a portfolio approach that considers work experience, veteran status and academic background. Prior graduate course work (up to six credits) may be transferred into the program, pending approval. Students gain perspectives on theory and practice from a distinguished faculty comprising professors from St. John's University's Tobin College of Business, and experts from Fortune 100 companies and national and international firms.

Accounting

The 18-credit Advanced Certificate in Accounting program is not intended to fulfill the accounting education requirements to sit for the uniform CPA examination or to be licensed as a certified public accountant (CPA) in the State of New York. Rather, the program is intended to introduce students to the necessary expertise in tax compliance and planning, risk assurance and controls testing, managerial and financial accounting and reporting, and assurance and information systems needed to advance into a senior-level position or 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 (CPA) should consider our 33-credit M.S. program, which fulfills all of the accounting education requirements, or our 57-credit M.B.A. program which meets both the accounting and business education requirements.

Curriculum for the Advanced Certificate in Accounting

Required Courses: 6 credits

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

Accounting-Related Courses: 12 credits

For students whose undergraduate major was not accounting:

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

For student whose undergraduate major was accounting:

ACC 639	Government and Not-for-Profit
AIS 624	Information Technology Auditing OR Accounting Information Systems elective
TAX 635	Business Tax Planning OR TAX 603 Corporate Taxation

ACC/AIS/TAX graduate elective course

Business Administration

The Advanced Certificate in Business Administration is an 18-credit, graduate program. That is intended to provide broad business knowledge and prepare our graduates for cross-functional decision making.

Curriculum for the Advanced Certificate in Business Administration

Required Courses: 9 credits

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

Business Courses: 9 credits

Three courses (9 credits) from an area of concentration or from any graduate business course offered by the Tobin College of Business. Students must successfully complete all six courses within a three-year period.

Business Analytics

The Advanced Certificate in Business Analytics is a 15-credit, graduate program that provides the skills, insight, and capability to transform data into insightful information that will lead businesses to better results. Graduates will understand the role of evidence-based data in decision-making and how to transform that data into a powerful and predictive strategic asset that will ultimately drive optimal results. All advanced certificate courses in Business Analytics may count towards a Master of Business Administration (M.B.A.) with a concentration in Business Analytics, or the Master of Science (M.S.) in Business Analytics.

Curriculum for the Advanced Certificate in Business Analytics

Required Courses: 9 credits

BUA 602	Business Analytics
BUA 631	Prescriptive Analytics & Spreadsheet Model
BUA 633	Predictive Analytics and Business Forecasting

Business Analytics Related Courses: 6 credits

Select Two:

BUA 609	Advanced Managerial Statistics
BUA 611	Machine Learning for Business
BUA 613	Text Mining for Business Application
BUA 635	Big Data and Data Mining
BUA 650	Seminar in Business Analytics
IS 601	Advanced Computer Application for Business
IS 605	Applied Computer Language
IS 645	Database Management

Enterprise Risk Management

The 15-credit Advanced Certificate in Enterprise Risk Management adopts an enterprise-wide approach to managing the myriad of risks an organization faces. The program reinforces the need for risk to be managed at the strategic, financial, reputational and operational levels of the organization, with well-prepared managers who can guide and build an enterprise risk management process. The program offers flexibility so that students can take electives to tailor the certificate to their professional and intellectual interests.

Curriculum for the Advanced Certificate in Enterprise Risk Management

Required Courses: 6 credits

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

Enterprise Risk Management-related Courses: 9 credits

ERM 602	Operational Risk Management
ERM 705	Strategic Risk Analysis and Tools
FIN 628	Market Risk Management
FIN 629	Credit Risk Management
RMI 601	Risk Management
RMI 602	Risk Research Methods

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 advanced certificate program will sharpen your skills in evaluating potential projects and develop investment strategies to make value-enhancing decisions in your organization. All advanced certificate courses in Finance may count towards a Master of Business Administration (M.B.A.) with concentrations in Finance, Investment Analysis, or Real Estate, or the Master of Science (M.S.) in Finance.

Curriculum for the Advanced Certificate in Finance

Required Courses: 6 credits

FIN 607	Financial Management
FIN 634	Investment Analysis

Finance-Related Courses: 9 credits

Three courses (9 credits) from any graduate finance-related course offered by the Tobin College of Business. Students must successfully complete all five courses within a three-year period.

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 such advisory services as: internal audit, information technology audit, fraud examination, and compliance audit. All advanced certificate courses in Internal and Information Technology Audit may count towards a Master of Business Administration with a concentration in Risk and Financial Advisory, the Master of Science in Risk and Financial Advisory, or the Master of Science in Enterprise Risk Management.

Curriculum for the Advanced Certificate in Internal and Information Technology Audit

Required Courses: 6 credits

AIS 624	Information Technology Auditing
AIS 628	Internal Auditing

Internal and Information Technology Audit-Related Course

Three courses (9 credits) from any graduate internal audit-related course offered by the Tobin College of Business. Students must successfully complete all five courses within a three-year period.

Management

The 15-credit Advanced Certificate in Management is designed for students that are motivated to develop and sharpen their management skills, interested in leading and managing teams of business and not-for-profit professionals, aspire to organize and run their own businesses or large-scale projects, and are expecting to enhance their careers toward mid-to-advanced level management position for the global marketplace. Students will further refine their studies and career objectives and concentrate their studies in international management and entrepreneurship.

Curriculum for the Advanced Certificate in Management

Required Courses: 6 credits

MGT 631	Leading Modern Organizations
MGT 652	Seminar in International Management

Management-Related Courses: 9 credits

MGT 601	Managing for Global Success
MGT 602	Project Management I
MGT 603	Project Management II
MGT 604	Global Value Chains
MGT 605	Global Sustainable Sourcing
MGT 607	Global Logistics
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 645	Management of Creativity and Innovation
MGT 650	Managing a Web-based Entrepreneurial Business
MGT 651	Creating an E-Commerce Business
MGT 653	Managing for Sustainability
MGT 654	Global Information Systems
MGT 655	Management Consulting
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 670	Contemporary Issues in 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

Marketing Intelligence

The Advanced Certificate in Marketing Intelligence curriculum will provide the skills, insight, and capability to develop marketing research practitioners by enhancing students' academic and applied research in the areas of marketing, research, and analysis, and enable them to transform data into insightful information that will lead businesses to better results. The Advanced Certificate in Marketing Intelligence program will sharpen students' skills in planning, decision-making, and implementation through case studies and hands-on exercises. A student can enroll in the certificate program by itself or in conjunction with another graduate program (e.g., Master of Business Administration with concentrations in Marketing Analytics or a proposed Master of Science in Marketing Intelligence).

Curriculum for the Advanced Certificate in Marketing Intelligence
Required courses (6 credits):

BUA 602	Business Analytics
MKT 600	Decisions in Marketing Management

Marketing Intelligence Related Elective courses (9 credits):

MKT 601	Marketing Research Seminar
MKT 611	Data-Driven Marketing
MKT 612	Artificial Intelligence in Marketing
MKT 613	Marketing Intelligence Implementation,
MKT 614	Brand and Customer Strategic Intelligence
MKT 622	Direct Response Marketing
MKT 635	Strategic Internet Marketing Analytics

Risk Management

The Advanced Certificate in Risk Management is a 15-credit graduate program designed to develop foundational skills in the critical functions necessary for success in risk management. Graduates gain perspectives on contemporary risk management theory and practice. All advanced certificate courses in Risk Management may count towards a Master of Business Administration (M.B.A.) with concentrations in Risk Management or Enterprise Risk Management or the Master of Science (M.S.) in Enterprise Risk Management, or the M.S. in Risk Management and Risk Analytics.

Curriculum for the Advanced Certificate in Risk Management

Required Courses: 6 credits

ERM 601	Foundations of Enterprise Risk Management
RMI 601	Risk Management

Risk Management-Related Courses: 9 credits

Three courses (9 credits) from any risk management related course offered by the Tobin College of Business. Students must successfully complete all five courses within a three-year period.

Master of Science (M.S.) Programs

The Tobin College offers several Master of Science (M.S.) programs that range from 30 to 33 credits. The Tobin M.S. programs use experiential and innovative techniques, as well as, discussions, applications, case studies, and real-world projects to transcend the normal classroom experience, while giving students a global perspective and connecting them with alumni and corporate executives. Students may select their M.S. program in the following areas.

Accounting

This 33-credit program fulfills all the accounting education requirements to sit for the uniform CPA examination and fulfills the education requirements to be licensed as a certified public accountant (CPA) in the State of New York. Students are expected to have an undergraduate or graduate degree in business or a related field and thus they have already completed 36 credits of business courses. The curriculum is designed to help professionals understand the function of accounting within their organizations and in the global marketplace and to relate sophisticated theoretical concepts to practical applications.

Graduates advance their careers in the accounting profession or in managerial positions in industry, government and not-for-profit organizations. If a student intends to sit for the Certified Public Accountancy examination and become licensed in the State of New York in public accountancy, they are required to satisfy additional examination and experience requirements.

Curriculum:

ACC 615**+	Financial Reporting: Concepts and Applications*
ACC 630**+	Financial Reporting: Specialized Topics*
ACC 638**+	Business Entities and Combinations
ACC 639**+	Government and Not-for-Profit
ACC 620**+	Global Managerial Accounting I
ACC 622**+	Global Managerial Accounting II
AIS 623**+	Auditing Problems
AIS 624	Information Technology Auditing
AIS 625	Accounting Ethics and Professionalism
TAX 635	Business Tax Planning
TAX 610**	Individual Tax Planning

* Requires a one-hour workshop
\+ If a student successfully completed undergraduate coursework that is substantially equivalent to TAX 610, ACC 620, ACC 622, AIS 623, ACC 615, ACC 630, ACC 638, or ACC 639, or has completed the uniform CPA examination, then that student must select an alternative concentration or coursework from the Department's list of elective courses.

Actuarial Science

This 30-credit program provides career preparation to students seeking to become actuaries. Actuaries are professionals who use their strong quantitative skills to evaluate the likelihood of future events, design creative ways to reduce the chance of undesirable events and decrease the impact of undesirable events that do occur. Actuaries use their quantitative skills to place a price on risk. Pricing risk allows insurance companies to provide coverage against loss events, and allows governments to successfully provide social welfare programs and protection against catastrophic risks. The curriculum is designed to enhance critical and analytical thinking, as well as pass professional examinations.

Curriculum:

Prerequisite courses (if required)

College calculus (six credit hours) and probability (6 credit hours)

Required

ACT 600	Actuarial Economics
ACT 601	Financial Mathematics I
ACT 603	Actuarial Modeling I
ACT 604	Actuarial Modeling II
ACT 610	Mathematical Statistics
ACT 611	Statistics for Risk Modeling
ACT 615	Introduction to Long-Term Actuarial Modeling
ACT 616	Casualty Insurance Risk Modeling
RMI 621	Risk Project
RMI 660	Finance for Actuarial Science

Business Analytics

This 30-credit program is designed to enable students to learn how to use data-driven approaches to solve business challenges in the era of big data. Business analytics is at the intersection of statistics, operations research, and computer science. This program offers a broad yet rigorous curriculum in data science (statistics, data mining, computer language, stochastic modeling, econometrics), applied analytics (finance, marketing, operations), and management science (optimization, simulation). The curriculum provides the skills, insight, and capability to transform data into insightful information that will lead to better results, and enables our graduates to understand the role of evidence-based data in decision-making and how to transform data into a powerful and predictive strategic asset that will ultimately drive optimal results. Students learn about the use of analytics in particular functional areas, such as, finance, marketing or operations, as well as, acquiring general knowledge of data analytics and business computing.

Curriculum:

Required

BUA 602	Business Analytics
BUA 631	Prescriptive Analytics & Spreadsheet Modeling (Co-requisite BUA 602)
BUA 633	Predictive Analytics and Business Forecasting
BUA 635	Big Data and Data Mining
IS 605	Applied Computer Language

Applied Analytics: Select two courses from the following:

BUA 609	Advanced Managerial Statistics (Prerequisite or co-requisite BUA 602)
BUA 632	Bayesian Statistics for Business Decision Making
CUS 635	Web Data Mining
CUS 680	Distributed Big Data Analytics I
IS 601	Advanced Computer Applications for Business
IS 645	Database Management
IS 646	Computer Simulation Methods for Business

Applied Electives*: Select two courses from the following:

AIS 624	Information Technology Auditing
AIS 668	Accounting Information: Analytics and Forensics
FIN 639	Foundations in Financial Technology
FIN 669	Advanced Financial Technology
MGT 622	Theory and Applications of Management Information Systems
MGT 628	Operations Management and Management Systems
MKT 611	Data Analysis in Marketing Research
ACT 602	Financial Mathematics
RMI 604	Risk Pricing Simulation

*Some of these courses have a prerequisite.

Capstone Course

BUA 650	Seminar in Business Analytics

Enterprise Risk Management

This 30-credit program recognizes the interdisciplinary nature of business activity and adopts an enterprise-wide approach to managing the myriad of risks an organization faces. The curriculum reinforces the need for risk to be managed at the strategic, financial, reputational and operational levels of the organization, with well-prepared managers who can guide and build an enterprise risk management process. ERM has become the new global standard for how to run a business and to develop critical holistic thinking about business problems. Risk intelligence is the goal of many organizations. This program provides an opportunity to study one of the most important business topics in today's business world, in New York City, with several of the world's most renowned risk scholars. While the curriculum is intended to provide rigorous academic and applied content, students may also find the material helpful in preparation for the Financial Risk Management (FRM), Certification in Risk Management Assurance (CRMA) and the Associate in Risk Management - ERM (ARM-E) exams.

Curriculum:

Required

ERM 601	Foundations of Enterprise Risk Management
ERM 603	Culture, Leadership, and Governance Risk
ERM 705	Strategic Risk Analysis and Tools
FIN 607	Financial Management
FIN 628	Market Risk Management
RMI 601	Risk Management
RMI 602	Risk Analysis Methods

Elective (9 credits)

Select three Tobin 600 level graduate courses

Finance

This 30-credit program provides students with the expertise to make educated financial decisions. Our graduates learn the knowledge and skills needed to evaluate projects and investments and to execute decisions based on their valuations. The program caters to students who want to deepen their knowledge of investment management, as well as, for professionals outside the investment management industry who want to gain the knowledge, skills, and competencies for tackling investment problems. The curriculum is designed to cover the body of knowledge to become Chartered Financial Analysts (CFAs), and is a CFA affiliated program.

Curriculum:

Required

ACC 600	Financial Statement Analysis I
ECO 604	Economics Foundation
FIN 607	Financial Management
FIN 634	Investment Analysis
FIN 638	Fixed-Income Analytics
FIN 639	Introduction to Financial Technology
FIN 664	Financial Statistics & Alternative Investments
FIN 665	Portfolio Management and Analytics
FIN 668	Financial Derivatives
FIN 684	Quantitative Asset Management

Global Management and Leadership

This 30-credit program prepares students who are motivated to develop and sharpen their management skills, who are interested in leading and managing teams of business and not-for-profit professionals, who are aspiring to organize and run large-scale projects, and who are looking to enhance their careers toward mid-to-advanced level management position for the global marketplace. The curriculum will enable students to further refine their studies and career objectives. Students can choose to concentrate their studies in one of the many global management areas, including entrepreneurship, supply chain management, human resource management, project management, international management, and management of e-commerce.

Curriculum:

Required:

MGT 631	Leading Modern Organizations
MGT 652	Seminar in International Management
MGT 653	Managing for Sustainability
MGT 662	International Human Resource Management
MGT 680	Organizational Development: Managing Change

Management Courses: choose four

MGT 601	Managing for Global Success
MGT 602	Project Management I
MGT 603	Project Management II
MGT 604	Global Value Chains
MGT 605	Global Sustainable Sourcing
MGT 607	Global Logistics
MGT 623	Management of Human Resources
MGT 640	Seminar in Entrepreneurship
MGT 645	Management of Creativity & Innovation
MGT 655	Management Consulting
MGT 661	Compensation, Training & Development and Labor Relations
MGT 663	Strategic and Risk Human Resource Management
MGT 670	Contemporary Issues in Management
IB 699/MGT 699	Internship

Capstone: choose one

Executive in Residence Program (EIRP) preferred

MGT 659	International Business Strategy
MGT 700	Seminar in Business Policy

Marketing Intelligence

This 30-credit program prepares students to become marketing research practitioners, by enhancing their academic and applied research in the areas of marketing, research, and analysis. Marketing has undergone a radical transformation driven by the massive amounts of data now available on consumers, and an explosion of advanced analytics software. This has led to a talent challenge in marketing for businesses. The importance of using new age technologies, big data, and analytics to generate valuable insights in a global environment will be the focus of the curricula and coursework as well as a focus on the identification of real-world business problems.

Curriculum:

Required:

MKT 600	Decisions in Marketing Management
MKT 601	Marketing Research Seeminar
BUA 602	Business Analytics
BUA 611	Machine Learning for Business

Electives:

Select Three Marketing Analytics Courses:

MKT 611	Data Driven Marketing
MKT 612	Artificial Intelligence in Marketing
MKT 614	Brand and Customer Strategic Intelligence
MKT 622	Direct Response Marketing
MKT 635	Strategic Internet Marketing Analytics

Select Three Marketing Courses:

MKT 603	Dynamics of Consumer Motivation and Behavior
MKT 604	Sustainable Marketing.
MKT 605	Luxury Retail Marketing
MKT 623	Contemporary Marketing Strategies
MKT 624	Global Brand Marketing
MKT 626	Global Marketing Management Seminar
MKT 630	Service Design for Business Impact
MKT 700	Marketing Seminar on Special Interest Topics

Risk & Financial Advisory

This 30-credit program prepares students who have career interests in internal audit, information systems' audit and control, forensic accounting and fraud examination, compliance audit, litigation support, risk assessment and control, enterprise risk management, controllership, and mergers, acquisitions, and reorganizations. Graduates are prepared to address events that disrupt operations, hinder an organization from reaching its strategic objectives, and determine financial value. While the curriculum is intended to provide rigorous academic and applied content, students will find the competencies helpful in the preparation for the following professional examinations: Certified Fraud Examiner (CFE), Certified Management Accountant (CMA), Certified Internal Auditor (CIA), Certified Information Systems Auditor (CISA), and many more.

Curriculum:

Required (12 credits)

AIS 628	Internal Auditing
AIS 624	Information Technology Auditing
AIS 660	Fraud Examination I
AIS 625	Accounting Ethics and Professionalism (capstone)

Electives (18 credits)

ACC 626	Forensic Accounting Principles
AIS 661	Fraud Examination II
AIS 662	Accounting Information: Governance and Audit
AIS 663	Accounting Information: Systems Development and Operations
AIS 664	Accounting Information: Cyber-Security
AIS 665	Accounting Information: Protection of Assets
AIS 667	Accounting Information: Enterprise Resource Planning
AIS 668	Accounting Information: Analytics and Forensics
AIS 669	Accounting Information: IT Risks and Controls
AIS 670	Emerging Technology and Robotic Process Automation in Accounting
AIS 684	Sustainability Information: Attestations
AIS 685	Advanced Internal Auditing
AIS 686	Developing and Managing the Internal Audit Function
AIS 690	|Accounting Information: Case Studies

Risk Management and Risk Analytics

This 30-credit program focuses on insurance as a tool of risk management. The curriculum is designed to enable graduates to finance corporate risk, within the realities of the firm's environment, in a way that preserves/enhances firm value. Graduates develop the ability to solve challenges and resolve dilemmas faced by the risk and insurance industry and effectively communicate recommendations and develop and integrate knowledge and skills through a variety of learning tools. Our graduates are able to work effectively as financial economists in the risk and insurance industry.

Curriculum:

Required (18 credits)

RMI 601	Risk Management
ERM 601	Foundations of Enterprise Risk Management
RMI 602	Risk Analysis Methods
RMI 622	Dimensions of Risk Leadership: Executive Perspectives
RMI 688	Applications of Analytics and Technology to Insurance
RMI 700	Risk Management and Risk Analytics Capstone Seminar

Electives (12 credits)

Students must take four elective courses offered by the Tobin College at the 600 level or higher. At least two of the four electives must be ACT, ERM or RMI courses or from the following business analytics courses: BUA 632: Bayesian Statistics for Business Decision Making; BUA 633: Predictive Analytics and Business Forecasting; or BUA 635: Big Data and Data Mining. All four electives may be ACT, ERM or RMI courses

Taxation

This 31-credit program provides a comprehensive and in-depth knowledge of the Internal Revenue Code, tax regulations, judicial decisions and Treasury rulings. The tax curriculum focuses on the technical area of taxation so that graduates are able to enter and advance their careers as tax specialists in the profession of public accounting or to enter corporate management in the tax area. This program equips our graduates to conduct tax research, facilitate tax compliance and develop tax-planning strategies.

Curriculum:

Required (13 credits)

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

Professional Electives (9 credits)

TAX 605	Internship in Taxation
TAX 610	Individual Tax Planning

TAX 611	Tax Planning for High Net-Worth Individuals
TAX 621	Estates and Gifts
TAX 622	Income Taxation of Trusts and Estates
TAX 631	Corporate Distributions, Liquidations and Reorganizations
TAX 632	Consolidated Federal Income Tax Returns
TAX 641	Interstate Commerce
TAX 642	Sales, Use and Property Taxation
TAX 643	State and Local Income Taxation
TAX 651	International Taxation I
TAX 653	Global Taxation Systems
TAX 654	Transfer Pricing
TAX 661	Compensations, Benefits and Retirement Plans
TAX 662	Real Estate
TAX 663	Financial Products
TAX 664	Intellectual Property
TAX 671	Taxation-Related Issues for Tax-Exempt Institutions
TAX 672	Specialized Industries
TAX 674	Depository and Lending Institutions I
TAX 675	Depository and Lending Institutions II
TAX 676	Insurance Companies I
TAX 677	Insurance Companies II
TAX 681	Tax Accounting
TAX 682	Special Topics in Taxation

General Electives (9 credits)

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

Graduate Dual Degree Programs of Study and Advanced Standing

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

The combined J.D./ M.B.A. is a dual degree program that allows a student to complete nine credit hours of business courses and include them as law school electives. Likewise, the student can use their business-related law school coursework to meet a required course in business law and two business concentration courses for the interdisciplinary M.B.A. 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, 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. For further information on this program, an appointment should be made to meet with an academic advisor.

Advanced Standing for J.D. Graduates

Juris doctorate graduates from the St. John's University School of Law may receive advanced standing towards the Tobin College M.B.A. and M.S. in Accounting programs, but only if both degrees (J.D. and Tobin M.B.A. or M.S.A. program) can be completed within five years. St. John's Law School graduates enrolled in the Tobin M.B.A. program receive advanced standing for LAW 600 and up to 6 credits for business law courses taken at St. John's Law School. Those 6 credits of business law courses will be applied towards the requirements of the M.B.A. with a concentration in interdisciplinary business. J.D. graduates pursuing an M.S. in Accounting receive advanced standing for 6 credits from St. John's Law School tax courses applied towards the M.S. in Accounting requirements. Graduates with a JD or similar degree from an accredited law school may receive advanced standing credits in the Tobin M.B.A. for Law 600, only.

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

The Department on Accountancy offers a dual degree program leading to an M.B.A. in Accounting and a Master of Science in Taxation. The combination allows the student to complete both programs with a time and cost savings. Please contact the department chair or designee for further details.

Advanced Standing for M.B.A. Graduates

Graduates with a Tobin College Master of Business Administration degree may be awarded up to nine (9) credits of advanced standing towards any Master of Science program offered by the Tobin College. Tobin M.B.A. graduates must have completed their first degree within three (3) years of applying for the second degree. If all nine credits are awarded, an M.B.A. graduate would need 21 additional credits to complete the M.S. degree. Recent M.B.A. graduates may select a Master of Science program from our many offerings, such as: accounting, business analytics, enterprise risk management, entrepreneurship and innovation, finance, global management, risk and financial advisory, risk management and risk analytics, or taxation.

Advanced Standing for M.S. Graduates

Graduates with a Tobin College Master of Science degree may be awarded up to nine (9) credits of advanced standing towards a Master of Business Administration program offered by the Tobin College. Tobin M.S. graduates must have completed their first degree within three (3) years of applying for the second degree. If all nine credits are awarded, an M.S. graduate would need 27 additional credits to complete the M.B.A. degree. Our Master's of Business Administration program includes concentrations in business analytics, enterprise risk management, entrepreneurship, finance, information systems, international business, interdisciplinary business, marketing analytics, marketing management, risk and financial advisory, risk management and insurance, strategic management, or taxation.

Department of Accountancy

Accounting (ACC)

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/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 602 Global Financial and Managerial Reporting
Prerequisite: None. This course covers financial and managerial accounting principles and concepts that form the basis of the external and internal reporting by business entities. The course employs a case study approach to consider the use of generally accepted accounting principles (GAAP) and Security and Exchange Commission (SEC) reporting and disclosure requirements. The course also explains how financial information is communicated to management, stockholders, creditors and others interested in the status of the business enterprise. *Credit: 3 semester hours.*

ACC 605 Internships in Accounting, Assurance, and Advisory Services
Prerequisite: ACC 630/AIS 623/equivalent. This course provides students with the opportunity to develop accounting, assurance and, advisory services skills in an actual work setting outside the classroom. A research paper, a journal of accomplishments, and employer evaluations are required. *Credit: 3 semester hours.*

ACC 606 Internships in Accounting, Assurance, and Advisory Services I
Prerequisite: ACC 630/AIS 623/AIS 628/equivalent. This course provides students with the opportunity to develop accounting, assurance and, advisory services skills in an actual work setting outside the classroom. A journal of accomplishments, and employer evaluations are required. *Credit: 1 semester hour.*

ACC 607 Internships in Accounting, Assurance, and Advisory Services II
Prerequisite: ACC 630/AIS 623/AIS 628/equivalent. This course provides students with the opportunity to develop accounting, assurance and, advisory services skills in an actual work setting outside the classroom. A journal of accomplishments, and employer evaluations are required. *Credit: 1 semester hour.*

ACC 608 Internships in Accounting, Assurance, and Advisory Services III
Prerequisite: ACC 630/AIS 623/AIS 628/equivalent. This course provides students with the opportunity to develop accounting, assurance and, advisory services skills in an actual work setting outside the classroom. A journal of accomplishments, and employer evaluations are required. *Credit: 1 semester hour.*

ACC 615 Financial Reporting: Concepts and Applications
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 620 Global Managerial Accounting I
Prerequisite: None. This managerial accounting course provides students with an opportunity to discuss and understand planning and control, pricing decisions and cost management. Emphasis is placed on cost behavior, cost-volume analysis, absorption, variable, process and job order costing applications, Master budget and responsibility accounting; flexible budgets, direct-cost and overhead variances, decision making and relevant information capital budgeting and cost analysis; Transfer Pricing and Multinational Considerations. *Credit: 3 semester hours.*

ACC 621 Controllership
Prerequisite: ACC 602/ACC 620/equivalent. This course examines the interrelationships of the sub-disciplines of accounting – financial, managerial, systems, and taxation – through the analysis of management decision problems in a variety of organizational contexts and through interaction with professionals. This course analyzes major corporate decision areas such as: external financial reporting; planning, budgeting and forecasting; performance management; cost management; internal controls; financial statement analysis; corporate treasury; decision analysis; investment decisions; risk management; and professional ethics. International and U.S. case studies will be assigned to demonstrate students' global knowledge and skills. *Credit: 3 semester hours.*

ACC 622 Global Managerial Accounting II
Prerequisite: ACC 620 or equivalent. This course examines pricing decisions and cost management; cost allocation, customer-profitability analysis, and sales-variance analysis; allocation of support-department costs, common costs, and revenues; cost allocation: joint products and byproducts; process costing; spoilage, rework, and scrap; balanced scorecard: quality and time; inventory management, just-in-time, and simplified costing methods; capital budgeting and cost analysis; management control systems, transfer pricing, and multinational considerations; and performance measurement. International and U.S. case studies will be assigned to demonstrate students' global knowledge and skills. *Credit: 3 semester hours.*

ACC 630 Financial Reporting: Specialized Topics
Prerequisite: ACC 615/equivalent. This course examines accounting issues underlying financial reporting. Topics include accounting for: intangible assets, investments, non-current assets, current and long-term liabilities, stockholders' equity, earnings per share, cash flows, income taxes, pensions, leases, accounting changes, disclosures, and revenue recognition. The course requires a one-hour non-credit workshop. *Credit: 3 semester hours.*

ACC 635 Derivatives and Other Financial Instruments
Prerequisite: ACC 602/ACC 615/equivalent. This course examines the accounting, economic, regulatory, reporting, and disclosure requirements relating to derivatives and other financial instruments from both an investing and financing perspective. *Credit: 3 semester hours.*

ACC 636 Financial Institutions
Prerequisite: ACC 602/ACC 615/equivalent. This course examines significant issues relating to regulatory, accounting, financial presentation and disclosure requirements of commercial, savings and investment banks, credit unions, finance companies, and investment companies. *Credit: 3 semester hours.*

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

ACC 639 Government and Not-for-Profit
Prerequisite: ACC 630/equivalent. This course examines the special accounting procedures and problems with respect to governmental and not-for-profit entities and the reporting requirements promulgated by the FASAB, the GASB and other standard setting bodies. In addition, this course examines governmental auditing standards as promulgated by the Governmental Accountability Office (GAO). *Credit: 3 semester hours.*

ACC 640 SEC Accounting Practice
Prerequisite: ACC 602/ACC 615/equivalent. This course examines the registration and reporting requirements contained in various SEC rules such as Regulations S-K, S-X, S-T, and S-B along with exemptions provided under Regulations A and D. Financial Reporting Releases, Industry Guides, and Staff Accounting Bulletins are also discussed. *Credit: 3 semester hours.* .

ACC 654 International Financial Reporting I
Prerequisite: ACC 602/ACC 615/equivalent. This course is designed to familiarize students with the infrastructure and institutional elements of IFRS, provide an overview of the International Accounting Standards Board (IASB) and its due process, conceptual framework underlying IFRS, and the core accounting topics on financial statement elements and presentation. Differences between IFRS and U.S. Generally Accepted Accounting Principles (U.S. GAAP) are explored. *Credit: 3 semester hours.*

ACC 655 International Financial Reporting II
Prerequisite: ACC 654/equivalent. This course is designed to familiarize students with the IFRS in the global practice through the study of advanced accounting topics on financial statement elements and presentation, first time adoption of IFRS, and IFRS for Small and Medium-Sized Entities (IFRS for SMEs). Differences between IFRS and U.S. Generally Accepted Accounting Principles (U.S. GAAP) are explored. This is the second course in a series of two graduate courses devoted to IFRS.
Credit: 3 semester hours. .

ACC 672 Investment Company Accounting, Reporting, and Audit
Prerequisite: ACC 615/602/equivalent. This course introduces the essential techniques required to perform accounting, reporting, regulatory, and operational due diligence on investment companies and other alternative investments. Topics include an overview of Investment Company accounting and financial reports, valuation and custody assessment, asset verification techniques, common red flags, fraud case studies, and fund interview strategies. This course provide an introduction to operational risk and due diligence in an alternative investment context with a particular focus on hedge funds. *Credit: 3 semester hours.*

ACC 681 Sustainability Accounting and Reporting
Prerequisite: ACC 615/602/equivalent. This course examines business sustainability and accountability reporting and their integration into strategy, governance, risk assessment, performance management and the reporting process. It also highlights how people, business and resources collaborate in a business sustainability and accountability model by (a) looking at business sustainability and accountability reporting and assurance and their incorporation into the reporting process; (b) focusing on how the business sustainability and accountability model are impacted by the collaboration of people, business, and resources; and (c) presenting laws, rules, regulations, commit fraud, the risks of fraud by function and why management and other responsible parties fail to uncover fraud, corporate governance and its responsibility, the role of internal controls in fraud prevention, fraud detection, and fraud correction, how to conduct a fraud Investigation and maintain proper evidential matter, as well as, ethical considerations. *Credit: 3 semester hours.*

ACC 683, Sustainability: Implementation & Disclosure
Prerequisite: ACC 681 Sustainability: Accounting and Reporting, or an equivalent course. This course provides background on the subject matter of sustainability information reporting, sometime referred to as Corporate Social Responsibility reporting. It defines the objectives of an organization's efforts to establish, or enhance, their reporting processes for sustainability topics. It will introduce the students to number of publicly available and internationally recognized guidelines and standards. The course will also incorporate the Sustainability Accounting Standards Board's (SASB) topics and metrics. First as a basis for determining what constitutes material information, given an organization's industry and geographic footprint. Then to assess an organization's readiness to report given any existing mandatory or voluntary reporting, whether for internal or external purposes. After addressing any gaps identified, we then cover how an organization may use their relevant topics and metrics to evaluate their strengths, weaknesses, opportunities and threats, (aka SWOT analysis) given their current performance. The course then shifts its focus onto how to integrate the generation and monitoring of these metrics into existing internal processes, including the departments to involve. Lastly, the course covers how best to organize their external disclosures, including but not limited to the annual reports Management, Discussion & Analysis (MD&A) narrative, exploring both legal and ethical considerations. *Credit: 3 semester hours.*

ACC 684 Advanced Income Tax Accounting and Financial Reporting
Prerequisite: ACC 630/equivalent. This course examines advanced financial accounting reporting and auditing of income taxes under Accounting Standards Codification 740. Topics will include the calculation of current and deferred tax provisions, an overview of book-tax differences, the calculation of interim provisions, valuation allowances, net operating losses. Topics also include related financial statement presentations and footnote disclosures of income taxes including analysis of recent Securities and Exchange Commission comment letters. specialized topics include accounting and reporting for uncertain tax provisions, tax accounting for business combinations, tax accounting for stock compensation expense, foreign operations, naked tax credits and true-up adjustments. IFRS versus U.S. GAAP differences for income tax accounting, and recent FASB projects impact on income tax accounting. *Credit: 3 semester hours.*

ACC 690 Seminar in Financial Accounting Research
Prerequisite: ACC 630/equivalent. The course prepares students for empirical research in the financial accounting area. Due to the large volume of literature in the area, students will have two reading lists. First, students will focus on a small number of articles (1-2 articles) in each week followed by a more extensive list of papers that are useful in developing research ideas. These papers are marked with a "*" in front of author names. Students will read all assigned papers thoroughly before class, and discuss the papers and exchange ideas during the class. Students will be introduced to quantitative methodologies needed for empirical accounting research. These methodologies will enable students to derive mathematical equation and formulae in homework. At the end of the semester, students will learn SAS programming to prepare them for empirical data analysis. *Credit: 3 semester hours.*

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.*

Assurance and Information Systems (AIS)

AIS 623 Auditing: Concepts and Applications
Prerequisite: ACC 615/ equivalent. This course provides a study of current auditing theory and techniques, generally accepted auditing standards, the auditing standards of the PCAOB and IFAC, especially as they relate to audit objectives, pre-engagement and audit planning activities, the assessment of internal controls, the uses of sampling, the performance of procedures during the audit, and the various reports and services rendered by independent auditors. *Credit: 3 semester hours.*

AIS 624 Information Technology Auditing
Prerequisite: AIS 623/equivalent. The course evaluates technology controls in mitigating risks in accounting information and communication systems and considers the procedures performed by the internal and external auditors to obtain assurance regarding IT governance; systems acquisition, development, and implementation; systems operations, maintenance and support; continuity planning; and physical and data security. *Credit: 3 semester hours.*

AIS 625 Accounting Ethics and Professionalism
Prerequisite: Taken in last 12 credits. This capstone course addresses ethical issues relating to professional responsibilities posed by the federal regulatory agencies (e.g. SEC, IRS, GAO, DOL, etc.), self-regulatory bodies (i.e., PCAOB), and professional organizations (e.g., AICPA, IIA, IMA, ISACA, etc.) as well as the code of conduct, used by different states as a basis for professional certification. *Credit: 3 semester hours.*

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

AIS 627 Business Valuations
Prerequisite: ACC 615/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.*

AIS 628 Internal Auditing
Prerequisite: None. This course evaluates risk exposures relating to the organization's governance, operations and information systems, in relation to: (a) effectiveness and efficiency of operations, (b) reliability and integrity of financial and operational information, (c) safeguarding of assets, and (d) compliance with laws, regulations, and contracts. *Credit: 3 semester hours.*

AIS 629 International Auditing
Prerequisite: ACC 602/ACC 615/ACC 654/ equivalent. This course examines International Standards on Auditing (ISA) issued by International Federation of Accountants (IFAC) and examines how those standards improve the uniformity of practice by professional accountants throughout the world. *Credit: 3 semester hours.*

AIS 642 Accounting Information: Risk Assessment and Control
Prerequisite: AIS 623/equivalent. This course addresses the concepts and application of internal controls to enterprise information and communication systems, including applicable frameworks developed to assess risks inherent in those systems, and the review of control objectives and best control practices. The course also discusses best practices for reporting to outside parties on the internal control assessments by the entity's management and by independent auditors. *3 semester hours.*

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

AIS 661 Fraud Examination II
Prerequisite: AIS 660/equivalent. This course analyzes frauds to determine the meaning or type of fraud involved (fraudulent financial statements, misappropriation of assets, or corruption), the people responsible for perpetrating the fraud and their motivation to that the security architecture (policies, standards, procedures, and controls) ensures the confidentiality, integrity and availability of information assets. *Credit: 3 semester hours.*

AIS 662 Accounting Information: Governance and Audit
Prerequisite: AIS 623/equivalent. This course examines audit services and enterprise IT governance to develop the knowledge necessary to provide audit services in accordance with IT audit standards and to assist the enterprise with protecting and controlling information systems. Students will be able to understand and to provide assurance that the enterprise has the structure, policies, accountability mechanisms and monitoring practices in place to achieve the requirements of corporate governance of IT. *Credit: 3 semester hours.*

AIS 663 Accounting Information: Systems Development and Operations
Prerequisite: AIS 623/equivalent. This course examines the acquisition, development, implementation, operations, maintenance and support of accounting information systems and considers appropriate audit and control procedures. Students should be able to provide assurance that the practices for the acquisition, development, testing and implementation of information systems meet the enterprise's strategies and objectives; and that the IT service management practices ensure the delivery of the level of services required to meet the enterprise's objectives. *Credit: 3 semester hours.*

AIS 664 Accounting Information: Cyber Security
Prerequisite: AIS 623/equivalent. This course provides an understanding of information security fundamentals, and key system security engineering, analysis and assessment techniques, tactics and procedures that are internationally accepted information security practices. The course will also prepare students to handle security incidents more effectively leading to improved business response and reduced adverse impact. *Credit: 3 semester hours.*

AIS 665 Accounting Information: Protection of Assets
Prerequisite: AIS 623/equivalent. This course examines accounting information and communication systems' security and the protection of information assets to understand and provide assurance standards, and best practices relevant to business sustainability performance, reporting and assurance. *Credit: 3 semester hours.*

AIS 667 Accounting Information: Enterprise Resource Planning
Prerequisite: AIS 623/equivalent. This course develops the student's understanding of the market and evolution of ERP systems, ERP technology, business process reengineering, process mapping, the ERP life cycle (i.e., planning, package selection, implementation, operation, and maintenance), ERP functionality (e.g., sales, purchasing, HR, accounting, plant maintenance and warehousing), and ERP auditing/security issues. *Credit: 3 semester hours.*

AIS 668 Accounting Information: Analytics and Forensics
Prerequisite: AIS 623/equivalent. This course examines issues related to the automated monitoring of a company's financial and non-financial data to ensure its validity and integrity, and then using both simple and complex analytical tools to ensure the data is meaningful for its function or purpose and to ensure the company's internal controls are functioning properly. Various software products are used to perform such continuous monitoring. This process has come to be known as data or audit analytics. This course also examines issues related to information technology frauds and methods of fraud detection and deterrence. *Credit: 3 semester hours.*

AIS 669 Accounting Information: IT Risks and Controls
Prerequisite: AIS 623/equivalent. This course examines information technology-related business risk management and the methodology that includes risk identification, evaluation and response. The course describes the principles of information technology risk management, the responsibilities and accountability for information technology risk, how to build risk awareness, and how to communicate risk scenarios, business impact and key risk indicators. Included in the course is the opportunity to create a business-focused, process-oriented and measurement-driven risk response plan. *Credit: 3 semester hours.*

AIS 670 Emerging Technology and Artificial Intelligence in Accounting
Prerequisite: None
This course introduces three emerging technologies that are transforming the accounting profession: blockchain, robotics process automation (RPA), and artificial intelligence (AI). The course will cover the basic concepts, applications, and implications of these technologies in various accounting domains, such as audit, financial accounting, tax, risk, advisory, and managerial accounting. The course will also explore ethical, legal, and social issues related to the adoption and use of these technologies in accounting. The course does not require any prior knowledge of computer programming, but it will expose students to some practical examples and exercises using software, online tools, and platforms. The course aims to equip students with the necessary skills and knowledge to understand, evaluate, and leverage these technologies in their future accounting careers. *Credit: 3 semester hours.*

AIS 684 Sustainability Information: Attestations
Prerequisite: ACC 615, AIS 623 or equivalent. This course provides background on the subject matter of sustainability information, defines the objectives of an examination or review of sustainability information under AICPA attestation standards, and provides guidance on applying the engagement preconditions of AICPA attestation standards to a potential attestation engagement on sustainability information. In addition, this course provides guidance on agreeing to the terms of an attest engagement and requesting a written assertion with respect to sustainability information. This course explains current guidance

on planning the attestation engagement on sustainability information, performing the engagement, forming an opinion or conclusion and reporting on an attestation engagement on sustainability information, and specifically how to perform an engagement when the sustainability information is Greenhouse gas (GHG) emissions information. *Credit: 3 semester hours.*

AIS 685 Advanced Internal Auditing
Prerequisite or Co-requisite: AIS 628/equivalent. This course builds on the principles of Internal Auditing curriculum to provide students with additional introduction to topics related to the management of the Internal Audit function. Topics that are included in this course are: corporate governance, enterprise risk management, quality assurance review process, environmental and process quality audits, and value added activities. *Credit: 3 semester hours.*

AIS 686 Developing and Managing an Internal Audit Function
Prerequisite: AIS 628/equivalent. This course provides a foundation for the establishment and management of an internal audit function and the role of the chief audit executive (CAE). Topics that included in this course are the following: review of key audit function foundations, risk based auditing, conducting effective audits, e-crime, engaging with the audit structure, audit reports – working with stakeholders, the use of technology within economic crime fighting, effective linkage of organizational systems, and engaging with external auditing. *Credit: 3 semester hours.*

AIS 690, Accounting Information: Case Studies
Prerequisite: None. This Case Studies course may cover internal audit topics in a team presentation format. Each team may make multiple presentations during the week with significant critique from all participants (students, faculty, and practitioners). As part of the case analysis and presentations, the students will develop critical thinking, presentation, and teamwork skills. Furthermore, students will learn how to act as a professional. *Credit: 3 semester hours.*

Taxation (TAX)

TAX 600 Tax Research and Writing
Prerequisite: None. This course concentrates on the skills needed to research tax questions and considers the sources of the federal tax law including legislative, administrative and judicial explanations and interpretations. *Credit: 1 semester hour.*

TAX 603 Corporate Taxation
Prerequisite: None. 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/TAX 610/TAX 635/equivalent. This course provides students with the opportunity to develop tax skills in an actual work setting outside the classroom. A research paper, a journal of accomplishments, and employer evaluations are required. *Credit: 3 semester hours.*

TAX 606 Internship in Taxation I
Prerequisite: TAX 603/TAX 610/TAX 635/equivalent. This course provides students with the opportunity to develop tax skills in an actual work setting outside the classroom. A journal of accomplishments and employer evaluations are required. *Credit: 3 semester hours.*

TAX 607 Internship in Taxation II
Prerequisite: TAX 603/TAX 610/TAX 635/equivalent. This course provides students with the opportunity to develop tax skills in an actual work setting outside the classroom. A journal of accomplishments and employer evaluations are required. *Credit: 3 semester hours.*

TAX 608 Internship in Taxation III
Prerequisite: TAX 603/TAX 610/TAX 635/equivalent. This course provides students with the opportunity to develop tax skills in an actual work setting outside the classroom. A journal of accomplishments and employer evaluations are required. *Credit: 3 semester hours.*

TAX 610 Individual Tax Planning
Prerequisite: None. This course examines how to determine taxable income, including coverage of income, exclusions, deductions, and credits. *Credit: 3 semester hours.*

TAX 611 Tax Planning for High Net-Worth Individuals
Prerequisite: TAX 610/equivalent. This course focuses on the practical aspects of taxation on wealthy individuals. Reviews general income tax planning for wealthy individuals, dealing with passive activities (tax shelters), the use and limitations of qualified plans, investment planning (debt versus equity, time frame, asset allocation) life, disability, and liability insurance exposures, retirement planning, and estate planning. *3 semester hours.*

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

TAX 621 Estates and Gifts
Prerequisites: TAX 610/equivalent. This course examines the rules and interrelationship between the estate tax and gift tax, and introduces basic elements of estate planning. *Credit: 3 semester hours.*

TAX 622 Income Taxation of Trusts and Estates
Prerequisites: TAX 621/equivalent. This course provides a study of the planning and a preparation of trust and estate income tax returns; computation of taxable net income and distributable net income; operation of the "throwback" rule. *Credit: 3 semester hours.*

TAX 631 Corporate Distributions, Liquidations and Reorganizations
Co-requisite: BUA 602. This course provides a study of the tax aspects of corporate-stockholder relationships; tax-free re-organizations, liquidations, parent-subsidiary transactions and corporate distributions. *Credit: 3 semester hours.*

TAX 632 Consolidated Federal Income Tax Returns
Prerequisite: TAX 603/TAX 635/equivalent. Corporations with subsidiaries may elect to file consolidated tax returns. The regulations concerning such returns are studied, emphasizing the concepts, rules and methods for computing consolidated taxable income. Topics include eligibility, advantages and disadvantages of filing on a consolidated basis, analysis of inter-company transactions and allocation of tax liability. *Credit: 3 semester hours.*

TAX 635 Business Tax Planning
Prerequisite: None. The course examines the tax costs and compliance requirements of companies conducting operations outside of their state of domicile. The course examines the substance and degree of activity, which would allow the non-domiciliary state to impose a tax or require some sort of compliance. Federal constitutional provisions provide safeguards to prevent discriminatory practices as well as interference with interstate commerce. This is a dynamic subject and the course will highlight current developments including the internet Tax Freedom Act. *Credit: 3 semester hours.*

TAX 641 Taxation of Interstate Commerce
Prerequisite: None. The course examines the tax costs and compliance requirements of companies conducting operations outside of their state of domicile. The course examines the substance and degree of activity, which would allow the non-domiciliary state to impose a tax or require some sort of compliance. Federal constitutional provisions provide safeguards to prevent discriminatory practices as well as interference with interstate commerce. This is a dynamic subject and the course will highlight current developments including the internet Tax Freedom Act.

TAX 642 Sales, Use and Property Taxation
Prerequisite: None. The course examines sales and use taxation by addressing constitutional issues, nexus, taxable transactions, exemptions, exemption certificates, interstate sales, gross receipts taxes, services and intellectual property, construction contractors, manufacturers, repairs of tangible personal property, maintenance contracts, drop shipments, leasing, advertising and promotional items, computer hardware and software, electronic commerce, prepaid phone cards, and procurement cards. The course also examines property taxation by addressing constitutional issues, real versus

personal property, exemptions, valuation methods, highest and best use, valuation of specialties, leaseholds, contaminated property, mechanics of unit valuation, equalization, federal remedies, industry specific issues, personal property taxes, intangible property, natural resources, administrative procedures, statute of limitations, audit issues, record retention. *Credit: 3 semester hours.*

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

TAX 651 International Taxation I
Prerequisite: TAX 603/TAX 635/equivalent. This course analyzes the impact of the U.S. tax system in two areas: (a) U.S. persons investing or operating abroad, and (b) foreign persons investing or operating in the United States. Topics include source rules for income and deductions, definitions of U.S. and foreign person, an introduction to outbound international taxation, and controlled foreign corporation provisions. *Credit: 3 semester hours.*

TAX 652 International Taxation II
Prerequisite: TAX 651/equivalent. This course analyzes the impact of such issues as foreign tax credit limitations, subpart F for specialized entities, DISC, etc., as well as, the international tax aspects of business restructurings, foreign currency, international tax free exchanges, international sale of goods, exploitation of intangible property rights abroad, direct investment, and international boycott and foreign bribery provisions. *Credit: 3 semester hours.*

TAX 653 Global Taxation Systems
Prerequisite: TAX 603/TAX 635/equivalent. This course analyzes taxation models and methods used to finance government expenditures. Taxation systems studied include income taxes, such as the current federal, state, and local income taxes, flat and gross income taxes; consumption taxes such as sales, use, excise, and a variety of other transaction taxes; transfer taxes such as estate, gift, and inheritance taxes, value added taxes, and property taxes. *Credit: 3 semester hours.*

TAX 661 Compensation, Benefit and Retirement Plans
Prerequisite or Co-requisite: TAX 610/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 or Co-requisite: TAX 610/equivalent. This course examines the tax issues and planning opportunities encountered in the acquisition, operation, and disposition of real property. *Credit: 3 semester hours.*

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

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

TAX 671 Tax-Exempt Institutions
Prerequisite: TAX 610/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 603/TAX 635/equivalent. This course examines the tax treatment of specific industries (such as health care and entertainment) and capitalizes on the availability of industry experts and government officials to analyze issues in depth from a particular industry perspective. *Credit: 3 semester hours.*

TAX 681 Tax Accounting
Prerequisite: TAX 603/TAX 610/TAX 635/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/TAX 610/TAX 635/equivalent. This course examines current developments in federal income, estate and gift taxation, as a consequence of recent court decisions, legislation, regulations and rulings. *Credit: 3 semester hours.*

TAX 683 Practice and Procedure
Prerequisite: TAX 603/TAX 610/TAX 635/equivalent. This course examines the procedures to resolve disagreements—both pre- and post-audit—with the Internal Revenue Service. *Credit: 3 semester hours.*

TAX 691 Research Project
Prerequisite: TAX 600 or equivalent, Taken in last 12 credits. This course offers an opportunity to research and write about a current and relevant topic in taxation, resulting in an article of publishable quality. *Credit: 3 semester hours.*

Department of Business Analytics/ Information Systems

Business Analytics

BUA 602 Business Statistics
Prerequisite: Basic computer skills. In this course students are exposed to major business analytics tools useful in business decision making. Topics covered include: Big Data, Data Warehousing, Descriptive Statistics, Visual Analytics, Business Reporting, Regression Analysis and Model Building, Forecasting Models, Data Mining, Emerging Trends and Future Directions of Business Analytics. The assigned computer projects will provide extensive practice using computer programs to solve business analytics problems for management decision making. *Credit: 3 semester hours.*

BUA 609 Advanced Managerial Statistics
Prerequisites: BUA 602 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.*

BUA 610 Data Visualization Applications
Prerequisite: Basic computer skills. This course is designed to provide a comprehensive introduction to the world of data visualization. In this course, students will learn data visualization basics and how to communicate insights and information effectively through visual means. The course will cover various topics, including basic graphic design principles, data storytelling, and visualization tools. Through hands-on exercises and projects, students will gain practical experience creating and customizing charts, building dashboards, and advanced data integrations. *Credit: 3 semester hours..*

BUA 611 Machine Learning for Business.
Prerequisite: BUA 602 or equivalent. Artificial Intelligence (AI) has experienced rapid growth over the last ten years with major advances in Machine Learning, Deep Learning, Natural Language Processing (NLP), Chatbots, and other areas. The course offers an integrated perspective on the opportunities and challenges associated with the introduction of artificial intelligence (AI), machine learning and ChatGPT capabilities into business applications. Machine-learning algorithms use statistical methods to find patterns in massive amounts of data. With an incredible increase in the amount of business data which are generated daily around the world, business practitioners need to be able to use different analytical methods to stay ahead of their competitors. Data is everywhere and its volume is increasing exponentially. Although

data encompasses a lot of things—numbers, words, images, clicks, and even display numerical location axis. In this course students will learn about different machine learning techniques through applied, hands-on projects using variety of business data. The implementation of the machine learning models will be executed using Python, currently the most popular programming language. Throughout this course, students will gain valuable hands-on experiences with Python coding and Jupyter Notebook, enabling them to dive deep into the world of AI and machine learning. *Credit: 3 semester hours.*

BUA 613 Text Analytics for Business Application
Prerequisite: BUA 602 or equivalent. The ability to extract useful information and actionable insights from heaps of unstructured and raw textual data is in great demand for business today with regard to applications in Natural Language Processing (NLP) and text analytics. The idea of this course is to give students a flavor of the vast landscape of text analytics and NLP and arm students with the necessary tools, techniques, and knowledge to tackle business-related problems and start solving them. The first portion of the course tackles the basics of natural language understanding and Python constructs in the initial chapters. Training data, validation data, and out-of-sample validation data for model development and validation are discussed. Once you are familiar with the basics, it addresses interesting problems in text analytics in each of the remaining chapters, including text classification, clustering, similarity analysis, text summarization, and topic models. In this course students will learn to analyze text structure, semantics, sentiment, and opinions. For each topic, it will be composed of both basic concepts and the use of real-world scenarios and data to implement the techniques covered*. Credit: 3 semester hours.*

BUA 631 Decision Science and Spreadsheet Modeling
Co-requisite: BUA 602 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.*

BUA 632 Bayesian Statistics for Business Decision Making
Co-requiste: BUA 602. 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.*

BUA 633 Predictive Analytics and Business Forecasting
Prerequisite: BUA 602 or equivalent. 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.*

BUA 634 Statistical Quality Control for Business
Prerequisite: BUA 602 or equivalent. 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.*

BUA 635 Big Data and Data Mining
Prerequisite: BUA 602 or equivalent. 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.*

BUA 650 Seminar in Business Analytics
Prerequisite: BUA 631 and Co-requisite BUA 633. This course focuses on the advanced application of business analytics to managerial problems. Special attention will be given to different cases in business analytics. Topics include: Big Data, Forecasting, Optimization, Simulation, Decision Analysis, Data Mining, Decision Tree Model, K-Means Clustering, and Random Forest Model. Computer projects provide extensive practice in using computer programs to solve business problems and make management decisions. Different Internet databases are utilized to retrieve and download large datasets. *Credit: 3 semester hours.*

BUA 695 Internship in Business Analytics I
Prerequisite: BUA 602 and Department permission. The purpose of this course is to provide an opportunity for Business Analytics and Information Systems concentrations to gain experience in business organizations for academic credit. The internship program gives the student the chance to obtain valuable business experience and skills and the opportunity to apply their course work in the business world. *Credit: 1 semester hour.*

BUA 696 Internship in Business Analytics II
Prerequisite: BUA 602 and Department permission. The purpose of this course is to provide an opportunity for Business Analytics and Information Systems concentrations to gain experience in business organizations for academic credit. The internship program gives the student the chance to obtain valuable business experience and skills and the opportunity to apply their course work in the business world. *Credit: 1 semester hour.*

BUA 697 Internship in Business Analytics III
Prerequisite: BUA 602 and Department permission. The purpose of this course is to provide an opportunity for Business Analytics and Information Systems concentrations to gain experience in business organizations for academic credit. The internship program gives the student the chance to obtain valuable business experience and skills and the opportunity to apply their course work in the business world. *Credit: 1 semester hour.*

BUA 699 Internship in Business Analytics
Prerequisite: BUA 602 and Department permission. The purpose of this course is to provide an opportunity for Business Analytics and Information Systems concentrations to gain experience in business organizations for academic credit. The internship program gives the student the chance to obtain valuable business experience and skills and the opportunity to apply their course work in the business world. *Credit: 3 semester hours.*

BUA 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.*

Information Systems (IS)

IS 601 Advanced Computer Applications for Business
Prerequisite: Basic computer skills. 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.*

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

IS 644 Systems Analysis and Design
Prerequisite: Basic computer skills. 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.*

IS 645 Database Management
Prerequisite: Basic computer skills. 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.

IS 646 Computer Simulation Methods
Prerequisite: BUA 602. 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.*

IS 647 Data Communications and Networks for Business
Prerequisite: Basic computer skills. 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.*

IS 650 Seminar in BUA/IS
Prerequisite: BUA 602 and IS 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.*

IS 695 Internship in Information Systems I
Prerequisite: BUA 602 and Department permission. The purpose of this course is to provide an opportunity for Business Analytics and Information Systems concentrations to gain experience in business organizations for academic credit. The internship program gives the student the chance to obtain valuable business experience and skills and the opportunity to apply their course work in the business world. *Credits: 1 semester hour*

IS 696 Internship in Information Systems II
Prerequisite: BUA 602 and Department permission. The purpose of this course is to provide an opportunity for Business Analytics and Information Systems concentrations to gain experience in business organizations for academic credit. The internship program gives the student the chance to obtain valuable business experience and skills and the opportunity to apply their course work in the business world. *Credits: 1 semester hour*

IS 697 Internship in Information Systems III
Prerequisite: BUA 602 and Department permission. The purpose of this course is to provide an opportunity for Business Analytics and Information Systems concentrations to gain experience in business organizations for academic credit. The internship program gives the student the chance to obtain valuable business experience and skills and the opportunity to apply their course work in the business world. *Credits: 1 semester hour*

IS 699 Internship in Information Systems
Prerequisites: BUA 602 and Department permission. 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.*

Department of Economics and Finance

Economics (ECO)

ECO 600 Managerial Economics and Forecasting
Prerequisite: ECO 606. 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 decision-making. *Credit: 3 semester hours.*

ECO 604 – Economic Foundations
Prerequisite: None. The course aims to introduce students to fundamentals of economics—both micro and macro—that are deemed essential for licensed professionals in accounting and finance. Students will learn economic by solving a series of practical business problems and discussing major policy issues of the day: *Credit: 3 semester hours.*

ECO 605 International Trade and Investment
Prerequisite: ECO 606. This course focuses on the international economic and monetary systems. It examines the different international monetary arrangements, analyzes the balance of payments accounts, provides theoretical bases for trade among countries, and addresses current problems and issues in commercial policy, and foreign business investment to and from the United States, the EU and other economic blocks. *Credit: 3 semester hours.*

ECO 606 Industrial Economics
Prerequisite: None. This course aims to familiarize students with the application of economic concepts to real world competition among firms. The structure-conduct-performance framework of industrial organization is interpreted from a business perspective, with emphasis on the appreciation of the evolution of industrial structure as cumulative byproduct of strategies of competing firms within the legal and political environment. Students will develop abilities to apply economic tools to rapidly changing industrial scenes of today. Emphasis is placed on developing analytical abilities, information gathering, analysis and presentation skills, as well as developing an advanced understanding of economic theory and the economy. *Credit: 3 semester hours.*

ECO 631 Monetary and Fiscal Policies
Prerequisite: ECO 606. 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 in the face of business fluctuations and financial panics. *Credit: 3 semester hours.*

ECO 670 Urban Economics
Prerequisite: None. This urban economics course examines the main economic forces that lead to the existence of cities and regional agglomeration. In particular, the theory and evidence on the emergence of cities and their effect on worker productivity, urban amenities, and congestion will be discussed. This course will also examine the problems in measuring these urban characteristics, the methodologies to do it, as well as the design of optimal urban policy. The economic theory and evidence on the internal structure of cities together with the urban and housing policies that can enhance urban living, and the role cities play in aggregate economic development will be analyzed. *Credit: 3 semester hours.*

Finance (FIN)

FIN 607 Financial Management
Prerequisite: None. This course introduces the student to elements of managerial finance within an analytical framework. Conceptual and quantitative approaches are used to examine some issues related to investment and financing decisions, and provides some exposure to other strategic financial decisions made within the corporation. The course will combine theory with practice in its focus on financial decision making. *Credit: 3 semester hours.*

FIN 622 Climate Finance and FinTech
Prerequisite: FIN 607. This course covers the topics related to climate change and climate finance. Climate change is a tough problem that has far reach effects for not just local but global economies. Financial markets play an important role in pricing the risks that emerge from climate change. In addition to financial markets, regulatory intervention and technological change also offer solutions to tackling emissions and transitioning to a net zero economy. This course's topics encompass these broad ideas: the science and economics of climate change, climate risk, costs of carbon, regulatory schemes, and carbon capture projects. *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 607. This course examines market risk measurement and management analytics. The course covers market risks on various types of assets. Value-at-Risk will is addressed in detail as a measure of a company's portfolio risk exposures. In addition, derivative hedging strategies will be demonstrated by means of futures, forwards, swaps, and options. *Credit: 3 semester hours.*

FIN 629 Credit Risk Management
Prerequisite: FIN 607. This course focuses on understanding and controlling credit risk of the firm in the global credit environment. It provides a conceptual framework as well as relevant tools and techniques to identify and measure credit risk exposures. In addition, techniques to mitigate the exposures are examined as well. *Credit: 3 semester hours.*

FIN 633 Corporate Financial Management
Prerequisite: FIN 607. 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 607. 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 607. 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 Mergers, Acquisitions, and Restructuring
Prerequisites FIN 607. This course builds on the prior courses in corporate finance. Students who are interested in investment banking, consulting, equity research, corporate development, strategic planning, and private equity may wish to consider this course. The topics in this course include various transactions that restructure firm's operations with a focus on mergers and acquisitions. The objectives of the courses are to help students understand the importance of various managerial strategies in today's business world; to help students build a framework to analyze corporate restructuring; to provide students with a set of quantitative and qualitative tools to assess the drivers and consequences of different types of corporate restructuring including equity carve-outs, spinoff, leverage and management buy-out, hostile takeovers and M & As; to provide insight into the successful and unsuccessful M&A processes from economic and financial perspective. *Credit: 3 semester hours.*

FIN 638 Fixed-Income Analytics
Prerequisite: FIN 607. This course focuses exclusively on fixed income analytics and markets. The traditional yield to maturity methodology for bond valuation first gave way to a spot rate methodology, then to a forward rate methodology, and most recently to an option-based methodology. This evolving valuation methodology has led to progressively better risk-management measures and assessment of the risks of fixed income securities containing embedded derivatives. *Credit: 3 semester hours.*

FIN 639 Introduction to Financial Technology.
Co-requisite: FIN 607 or equivalent course. This course is designed to explore the fundamentals of financial technology and help the understanding of the unprecedented wave of change in finance as it happens. This course begins with a broad overview of the FinTech related changes in the finance industry, including new players such as start-ups and technology firms that brings democratization, inclusion and disruption; companies that engage in social media, ecommerce, and telecommunications, and companies that explore large customer data pools, creative energies, and technical capacities. We then look at some of the areas in the FinTech industry, including P2P lending, equity crowdfunding, robo advising and other machine learning and textual analytics based financial service. In the second part of the course, we will look into the blockchain and cybersecurity. *Credit: 3 semester hours.*

FIN 643 International Corporate Finance
Prerequisite: FIN 607. This course covers international environment and operations of major corporations. The course also emphasizes the analysis and control of currency risk and exposure. *Credit: 3 semester hours.*

FIN 651 Bank Financial Management
Prerequisite: FIN 607. 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 607. 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 Financial Statistics and Alternative Investments
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 665 Portfolio Management
Prerequisite: FIN 607 and FIN 634 (or permission of program director). Portfolio management teaches students the task of creating a tailored portfolio for a client. As all clients are different, the process starts with understanding the clients' needs, desires, risk tolerance, and investment constraints, in order to set the parameter for the portfolio. Based on those parameters, a portfolio manager can then use his/her knowledge and expectations about different asset classes and securities to create a portfolio that best suits the client. Once the portfolio has been created, it has to be continuously monitored and periodically rebalanced, in order to make sure that it continues to suit the client. *Credit: 3 semester hours.*

FIN 668 Financial Derivatives
Prerequisite: FIN 607. This course focuses on derivative instruments including futures, forwards, swaps, options, exotic derivatives, and other derivative securities. Critical issues include pricing, daily revaluation, and hedging. This requires an in-depth understanding of the valuation models employed and the assumptions that underlie these models. The course also examines how derivatives are used by banks, corporations and investment firms to reduce financing costs, hedge price and credit risks, and to adjust return and risk profiles. *Credit: 3 semester hours.*

FIN 669 Fintech: Machine Learning
Prerequisite: None. This course covers advanced knowledge in financial technology with a focus on the aspect of AI and machine learning in the financial sector. The goal is to develop a deeper understanding of these new technologies and developments in the financial sector through a series of readings, R projects, discussions, and

group projects. Big data analytics have transformed how financial information is disseminated, processed, and analyzed. This class seeks to equip students with important new techniques to analyze big financial data and obtain a leading edge in the marketplace. Topics to be covered will include machine learning in financial analytics. The class will be based on R. *Credits: 3 semester hours.*

FIN 670 Real Estate Finance
Prerequisite: FIN 607. This course provides a critical foundation to the major concepts, principles, analytical methods and tools for evaluating real estate as an investment. The course provides an understanding of the nature of real estate markets and the role of real estate as an asset class. Students learn mathematical techniques used in finance, basic approaches to valuation and estimating cash flows. Mortgages, the role of leverage in real estate investing and types of lenders are also analyzed. The course addresses portfolio theory and the role of real estate in a mixed asset portfolio. *Credit: 3 semester hours.*

FIN 671 Real Estate Valuation, Feasibility, and Development
Prerequisite: FIN 670.. This course analyzes of the major valuation models used to price, value, and analyze real estate assets. It covers the theory, principles and techniques for conducting valuation and feasibility studies of real property. The course emphasizes the importance of market analysis in the valuation and development process. It provides students with a thorough exploration of the concept of feasibility analysis and the techniques for market analysis. The importance of the development process in valuation will also be introduced. *Credit: 3 semester hours.*

FIN 672 Real Estate Capital Markets
Prerequisite: FIN 670.. This course examines financial structures and capital markets available to real estate debt and equity investors and explores the ways those structures and markets influence broad investment strategies. Themes include: (a) risk-adjusted relative value as a pricing framework; (b) implications of the real estate cycle on asset choice, valuation, acceptable sustainable capital structure and risk; (c) arbitrage between the public and private real estate markets; (d) underlying risk construct of structured transactions both private and securitized; and (e) incentives inherent in deal and fund structures. This course aims to provide students with many of the building blocks required in real estate investment banking, securities analysis, and financial structuring. Debt capital markets will be the focus in the first half of the term, and equity capital markets will be the focus in the second half of the term. *Credit: 3 semester hours.*

FIN 673 Real Estate Development
Prerequisite: FIN 607. This course provides students with a comprehensive understanding of the multidisciplinary field of real estate development. The course begins with an introduction to the basic roles and responsibilities of the real estate developer, then explores various issues specific to the development process, including market and site analysis; community planning; entitlements; the social, political, and environmental implications of real estate development; architecture and design; budgeting and financial analysis; construction; sales and marketing; and property and asset management. Various product types are studied, including land development, residential, multi-family, retail, office, hospitality, industrial, and mixed-use. *Credit: 3 semester hours.*

FIN 674 Investment Banking and Private Equity
Prerequisite: FIN 607. This course examines the business of investment banking and securities brokerage. These business activities include venture capital, mergers and acquisitions, underwriting, primarily dealership operations, money management, prime brokerage, proprietary trading, market making, financial engineering and financing. *Credit: 3 semester hours.*

FIN 684 Asset Management
Prerequisite: FIN 607. The course provides an opportunity for managing a live portfolio. This course examines issues involved in the management and investment strategies of an endorsement. 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 697 Internship in Finance
Prerequisite: FIN 607. 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. *Credit: 1 semester hour*

FIN 698 Internship in Finance
Prerequisite: FIN 607. 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. *Credit: 1 semester hour.*

FIN 699 Finance Internship
Prerequisite: FIN 607. 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.*

Department of Law

Law (LAW)

Law 600 Law, Ethics and the Principled Path in Business
Prerequisite: None. This course prepares business leaders to use principles embedded in the law as tools for positive, strategic guidance. Through cases, simulations and active learning, students apply principles to make decisions in real life business situations. The goal of this course is to enable future leaders to apply these mission-critical principles to themselves and to the hard decisions they will face throughout their careers. *Credit: 3 semester hours.*

LAW 650 Government Regulation of Business
Prerequisite: None. 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
Prerequisite: None. 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 600 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
Prerequisite: LAW 600. 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.*

LAW 655 Real Estate Law
Prerequisite: Law 600. This course offers students an overview of the manner in which legal issues arise in the course of the selection, acquisition, development, financing, ownership, and management of real estate; the nature of those legal issues; and how they may best be identified and addressed. This course focuses on informing students about how a panoply of federal, state, and local laws impact, directly and indirectly, a variety of real estate transactions and issues, while also addressing the use of a wide variety of legal agreements to govern the particular relationships between the parties. *Credit: 3 semester hours.*

Department of Management, Entrepreneurship, Constulting and Operations

Management (MGT)

MGT 601 Managing for Global Success
Prerequisite: None. This course is designed to prepare competent, ethical, and global business leaders to effectively manage operations and human capital in contemporary organizations. *Credit: 3 semester hours.*

MGT 602 Project Management I
Prerequisite: None. The course is designed to support Project Management Institute (PMI) foundational standard by focusing on fundamentals for project management knowledge. The purpose of this course is to introduce students to the world of projects and real-life struggles and challenges associated with designing, implementing, and managing all facets of projects within an organization. The course delivers a practical exploration of proven project management techniques and strategies. With a strong emphasis on real-world application and implementation, the course is perfect for business students seeking an instructive leadership resource. The course will focus on managing common organizational, economic, interpersonal, and technical disruptions. It will broadly cover the operational and conceptual issues faced by modern project managers. At the end of this course, students should be able to develop, execute, and control a basic project plan capable of supporting business objectives linked to measures of success. *Credit: 3 semester hours.*

MGT 603 Project Management II
Prerequisite: None. The course is designed to support Project Management Institute (PMI) standards through integration of project management theory with exposure to additional project management practices and approaches in a variety of organizational perspectives. In addition to exploring traditional techniques, this course presents agile, and extreme project management techniques; the course introduces the Enterprise Project Management model perspective with coverage of Kanban and Scrumban methodologies, all of which are in line with Project Management Institute's A Guide to the Project Management Body of Knowledge (PMBOK® Guide). The goal in this course is to support the development of a toolbox of strategies and best practices to effectively plan, execute, manage, control and conclude projects. *Credit: 3 semester hours.*

MGT 604 Global Value Chains
Prerequisite: MGT 601. This course explores Global Value Chains, which comprise "the full range of activities that are required to bring a product from its conception, through its design, its sourced raw materials and intermediate inputs, its marketing, its distribution and its support to the final consumer." Case studies, journal articles, guest speakers, and group projects are used in the delivery of this graduate course. *Credit: 3 semester hours.*

MGT 605 Global Sustainable Sourcing
Prerequisite: MGT 601. This course examines the concept of sustainability and the the value of sustainable sourcing. It focuses on global sustainable sourcing in the context of global value chains as it is practiced in the contemporary world of 21st century. It studies pertinent challenges and opportunities for economic growth. *Credit: 3 semester hours.*

MGT 607 Global Logistics
Prerequisite: MGT 601. The course examines Global Logistics as a critical part of the supply chain from products point of origin to its point of consumption—to ensure trust and efficient distribution of goods from producers to consumers. This course is designed to present contemporary ideas on global logistics, managing expediting and delivery patterns, warehouse, transportation, and regulatory considerations. Case studies, group projects, guest industry professionals, and journal articles are used in the delivery of this course. *Credit: 3 semester hours.*

MGT 621 Decision Support Systems
Prerequisite: MGT 601. 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 601. 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 601. 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 601. 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 601. 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 601. 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 601. Students learn how to plan, organize and implement a new venture. *Credit: 3 semester hours.*

MGT 645 Management of Creativity and Innovation
Prerequisite: None. This course addresses the major theories and current trends in the study of the management of creativity and innovation in modern organizations. *Credit: 3 semester hours.*

MGT 650 Managing a Web-based Entrepreneurial Business
Prerequisite: MGT 601. 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 601. 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 601. 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
Prerequisite: None. 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 601. This course enables the students to develop and manage the integrated information system needed to manage multinational organizations. *Credit: 3 semester hours.*

MGT 655 Management Consulting
Prerequisite: None. This course studies the fundamentals of management consulting. Through the course, students will learn the overall management consulting process and develop the sensitivities and skills that will help them succeed as management consultants. The course is relevant to students who are interested in pursuing consulting careers or any student who wants to position themselves in an advisory role within any business field. *Credit: 3 semester hours.*

MGT 659 International Business Policy
Prerequisite: MGT 601. 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
Prerequistie: MGT 601. 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
Prerequisite: MGT 601. 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
Prerequisite: MGT 601. The course examines the strategic aspects and the risk management of human resources (HR). *Credit: 3 semester hours.*

MGT 670 Contemporary Issues in Management
Prerequisite: MGT 601. 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 680 Organizational Development: Managing Change
Prerequisite: MGT 601. 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 601. 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 601. 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
Prerequisite: MGT 601. This internship program provides students with the opportunity to develop research and analytical skills in an actual work setting within a supervised work environment. Practical application of management tools and tactics are emphasized throughout as is the importance of ethics in the workplace. *Credit: 3 semester hours.*

MGT 700 Seminar in Business Strategy
Prerequisite: MGT 601. The course concerns enterprise wide strategic management. In this course students learn how to develop business strategies, how to implement these strategies through translating them into operational policies and action, and how to exercise strategic control. *Credit: 3 semester hours.*

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

Department of Marketing

Marketing (MKT)

MKT 600 Decisions in Marketing Management
Prerequisite: None. This course focuses on formulating and implementing marketing management strategies and policies. The course provides a systemic 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 or co-requisite: MKT 600: 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 or co-requisite: MKT 600. This course acquaints the student with the basic factors affecting the behavior of consumers—a key element of the business environment. The subject matter draws primarily upon contributions from economics, psychology and sociology. *Credit: 3 semester hours.*

MKT 604 Sustainable Marketing.
Prerequisite: MKT 600. The heightened importance of the concept of sustainability is generating much public discussion; thus, increasing the focus of sustainable practices on the firm's impacts and responsibilities and consumer choice processes. Growing and increased awareness of the significant environmental degradation decline of natural systems and resources along with community, national and global social inequalities have placed a focus on sustainable business practices. Sustainable marketing requires rethinking assumptions that underlie traditional marketing practices and embracing a holistic integrative approach that puts equal emphasis on environmental, social equity and economic/ financial concerns in the development of marketing strategies and tactics. *Credit: 3 semester hours.*

MKT 605 Luxury Retail Management
Prerequisites: MKT 600. This course examines the contemporary luxury retail landscape and the current trends that shape the sector, and further provides a comprehensive treatment of the macro- and microeconomic aspects of management, communication, distribution, logistics, and creation in the luxury industry. The luxury industry is unlike any other; it is an inspiring and a fascinating world that involves a diverse group of competitors. On the supply side, it includes a broad range of sectors from hotels to real estate, yachts to private jets, and fashion to jewelry. On the market side, luxury consumers are extremely demanding and sophisticated; luxury goods and services must not only be of exceptional quality but also provide a complex set of functional, social, and emotional

benefits to consumers who are forever changing – they come from all over the world, they are young, and they are digital natives. *Credit: 3 semester hours.*

MKT 611: Data Driven Marketing
Prerequisite or co-requisite: MKT 600. Marketing has undergone a radical transformation over the past decade. This is driven by the massive amounts of data now available on consumers, and advanced analytics software capable of identifying trends and opportunities that managers need to address or lose out to their competitors. The objective of this course is that upon completion, all students in the course will be skilled in analysis and interpretation of advanced analytic techniques, including linear and logistic regression analysis, and segmentation analysis (using Hierarchical Cluster Analysis and K-Means Cluster Analysis). *Credit: 3 semester hours.*

MKT 612 Artificial Intelligence in Marketing
Prerequisites: MKT 600. This course examines the pillars that enable AI in marketing strategies - Algorithms, Networks, and Data - and gain a deeper understanding of how businesses in a wide variety of industries can get the most out of AI. You will see real world examples of successful companies like Tesla, Google, Apple, Toyota and Baidu using AI to gain over the competition. You will also hear from experts about how AI is shaping the present and the future in their respective industries. Artificial intelligence (AI) provides massive contributions to our everyday lives. By utilizing data analysis, machine learning, algorithm, and natural language processing, AI can influence the marketing industry by giving companies a competitive advantage as of now and the future to come. Currently, AI solutions are dominant in many user-facing interactions. For instance, AI-powered chat-bots influence online shopping experience by personalizing the experience based on the customer's previous shopping data. Everyday uses of AI include automated customer support for customer queries and requests, and travel assistance wherein chat-bots provide users with travel recommendations, ticket booking, and landmarks recommendations. The growth of AI and its prospects for the marketing industry are immense. *Credit: 3 semester hours.*

MKT 613 Marketing Intelligence Implementation
Prerequisite: MKT 600. In this HANDS-ON experiential learning course, we offer the students to understand the execution of the strategies learned in the program on real world problems. Specifically, students will be involved as a group in solving a company's marketing problem as it pertains to the program content. The students may come up with a plan to implement one of many of the Wheel of Fortune Strategies learned in the program using the new age technology tools like AI and focus on improving Engagement among the stakeholders. We will take the viewpoint of the general manager and senior marketing executive to address the issues of: personalization, customization, improving brand value, setting up referral program, creating a social media marketing campaign, creating a platform for encouraging, receiving, and processing of customer feedback, measuring customer lifetime value, creating customer and employee engagement to maximize ROI, hands on experience of working with customer acquisition models, hands on experience of working with customer retention models, hands on experience of working with customer churn models, and evaluating the implementation outcomes. *Credit: 3 semester hours.*

MKT 614 Brand and Customer Strategic Intelligence
Prerequisite: MKT 600. In this course, we view marketing as a general management responsibility and the orientation of an organization and address the issue of how firms can be managed to keep winning in their markets by delivering a superior customer value proposition. Specifically, the course focuses on brand and customer level strategic intelligence with the goal of maximizing brand value as well as customer and firm profitability. We will take the viewpoint of the general manager and senior marketing executive to address the issues of: positioning the business to achieve a superior value proposition, understanding marketing capabilities and assets, identifying and pursuing organic growth opportunities, developing a data-driven customer management culture, linking customer loyalty to customer profitability, understanding, attracting, and keeping valuable customers, pitching the right product to the right customer at the right time, allocating resources across customers, businesses, segments and communication channels, managing the multiple channel shopping behavior of customers, and social media and profitability engaging customers. *Credit: 3 semester hours.*

MKT 622: Direct Response Marketing
Prerequisite or co-requisite: MKT 600. The Direct Response Marketing course will prepare students in the execution of direct marketing programs, especially as it relates to methods for utilizing databases and targeting prospective customers. As part of the course, students will be required to develop direct marketing models and apply them to external data sets for validation. The course goes in-depth to describe the process of direct marketing campaign optimization (e.g. data preparation, variable transformations, scoring of customers, evaluation of program effectiveness, etc.). Students will apply these marketing tools to real world data and make recommendations about whom to target for a specific offer. *Credit: 3 semester hours.*

MKT 623 Contemporary Marketing Strategies
Prerequisites: MKT 600. 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 600. 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 600. This course focuses on the growing importance of the international marketing operations of multinational firms. The student's perception of marketing management's domain is expanded from the domestic environment to the global market place. *Credit: 3 semester hours.*

MKT 635 Strategic Internet Marketing Analytics
Prerequisite or co-requisite: MKT 600. Digital marketing analytics is foundational to digital marketing because it is the language used to optimize and connect results across all digital marketing tactics (search, social media, email, display, video, etc.). An effective digital marketing analyst is a vital data translator for a business. Digital marketing analytics requires the cultivation of both technical and soft skills. This class will give you the right tools to stay relevant in an increasingly digital environment. It also offers the theoretical understanding of Internet data necessary for you to adapt to the many changes in marketing, while also equipping you with the skills you will need to maximize the use of data to drive data-influenced actions that are aligned with the firm's objectives and strategy. *Credit: 3 semester hours.*

MKT 650 Service Design for Business Impact
Prerequisites: MKT 600. The design of delightful service experiences requires attention to the interactive moments between the company, its employees, its customers and other stakeholders. This course examines the opportunities and challenges at the intersection of service design thinking and the pursuit of business objectives. Topics include principles of human-centered design, service design research methods, co-creation of value with actors in complex service ecosystems, and value creation in service systems for multiple stakeholders. *Credit: 3 semester hours.*

MKT 699 Marketing Internship
Prerequisite: MKT 600. 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 600. A course designed to cover special topics of interest. Coursework includes research into specialized areas, class lectures, discussions, guest lecturers, field trips and written reports. *Credit: 3 semester hours.*

MKT 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.*

Greenberg School of Risk Management, Insurance and Actuarial Science

Actuarial Science (ACT)

ACT 600 Actuarial Economics
Prerequisite: Six-credit hours of college calculus. This course applies the analytical framework of risk and insurance economic, managerial economics, and financial economics to the risk-capital-value decisions facing the corporate risk manager. The focus of the course is on the understanding of concepts and their application in corporate risk management rather than the mathematical derivation of concepts. At the end of the course students understand the tools, methods and reasons to mitigate and/or finance most, if not all, risks facing a corporation as a portfolio of risk. The course is aimed primarily at students with no or little exposure to corporate risk management. The course satisfies the Validation by Educational Experience (VEE) requirements of the Society of Actuaries. *Credit: 3 semester hours.*

ACT 601 Financial Mathematics I
Prerequisite: Six credit hours of college calculus and three credit hours of probability.
Upon completing this course, students are expected to be able to: (1) Understand and grasp different measures of interest, and convert one measure to another; (2) calculate present and accumulated value of streams of cash flows; (3) price and valuate certain financial instruments; (4) Understand the concepts of asset/liability management and construct investment portfolio to match or immunize the liability cash flows; and (5) Understand hedging and investment tools including options, futures, forwards, swaps and how they can be used to manage financial risk. *Credit: 3 semester hours.*

ACT 603 Actuarial Modeling I
Prerequisite: None. Upon completing this course, students are expected to be able to: (1) Master and apply various distributions common for actuarial modeling; (2) analyze aggregate losses; and (3) perform simulation of loss outcomes when analytical methods are not available or too expensive. *Credit: 3 semester hours.*

ACT 604 Actuarial Modeling II
Prerequisite: ACT 603. This course, along with ACT 603, introduces the fundamentals of actuarial modeling in both life and property/casualty businesses, particularly distributions, estimation methods and models commonly used in insurance analysis. *Credit: 3 semester hours.*

ACT 605 Life Contingency Mathematics I
Prerequisite: ACT 601. This course, along with ACT 606, covers the fundamental principles of life contingencies, particularly those related to pricing and reserving of various life insurance and annuity products. *Credit: 3 semester hours.*

ACT 606 Life Contingency Mathematics II
Prerequisite: ACT 605. This course, along with ACT 605, covers the fundamental principles of life contingencies, particularly those related to pricing and reserving of various life insurance and annuity products. *Credit: 3 semester hours.*

ACT 610 Mathematical Statistics
Prerequisites: None. This course enables the student to focus on the application of the basic concepts of random sampling and statistical inference with particular emphasis on: (a) various methods of estimation and the main properties of estimators derived; (b) the development and use of confidence intervals; (c) the techniques employed in hypothesis testing; and (d) regression analysis. This course satisfies the requirements established by the Society of Actuaries for a candidate to qualify (with a grade of B- or better) for the Validation by Educational Experience (VEE) credit in Mathematical Statistics. *Credit: 3 semester hours.*

ACT 611 Statistics for Risk Modelling.
Prerequisites: A thorough knowledge of calculus, probability and mathematical statistics as covered in ACT 610 (SOA VEE Mathematical Statistics, CAS Exam P) is assumed. Proficiency with Excel spreadsheets, including pivot tables and charting. This course provides an introduction to modern statistical methods and models for analyzing data with a focus on actuarial and predictive modeling applications. It is designed to help prepare students for the Society of Actuaries Statistics for Risk Modeling exam or the Casualty Actuarial Society Modern Actuarial Statistics exam. *Credit: 3 semester hours.*

ACT 615 Introduction to Long-Term Actuarial Modelling.
Prerequisite: ACT 610. This course, covers the fundamental principles of long-term actuarial modeling with applications to life contingencies, including the pricing and reserving of various life insurance and annuity products. *Credit: 3 semester hours.*

ACT 616 Casualty Insurance Risk Modeling
Prerequisites: ACT 611. This course is designed to prepare MS ACT students for the Casualty Actuarial Society exams MAS (modern actuarial statistics) I and II series. It covers the application of stochastics process, simulation, predictive modeling and time series in claim development, trending, reserving and ratemaking of property-liability insurance products. *Credits: 3 semester hours.*

Enterprise Risk Management (ERM)

ERM 601 Foundations of Enterprise Risk Management
Prerequisite: None. This course covers the fundamentals of enterprise risk management (ERM). Specific topics include building critical thinking about risk dimensions (risk acumen), understanding the principles of managing an enterprise-wide set of risks, building the value proposition for how enterprise risk management creates value, knowing the keys to building an ERM framework and process, learning how ERM has become a globally accepted and practiced way of running an organization, and gaining an understanding of how companies identify risk, assess risk and try to manage it. This class usually includes a case that covers preparing an ERM consulting proposal to gain experience with risk consulting opportunities and the related thought process. *Credit: 3 semester hours.*

ERM 602 Operational Risk Management
Prerequisite: None. This course evaluates operational risk exposures relating to the organization's governance, management, operations, and information systems, in relation to: (a) operational risk governance (b) risk and control assessment (c) events and losses (d) key risk indicators and key control indicators (e) capital modeling. Based on the results of the risk assessment, the student will evaluate the adequacy and effectiveness of how risks are identified and managed and assess reporting, risk modeling, stress test, scenarios, business continuity, disaster recovery, insurance, internal audit, outsourcing risk, people risk, reputational risk, vendor risk, strategic risk, and communication of risk and control information within the organization to facilitate a good governance process. *Credit: 3 semester hours.*

ERM 603 Culture, Leadership, and Governance Risk
Prerequisite: ERM 601 or equivalent. This course covers how organizations know if enterprise risk management is working, how to understand macroeconomic risks and their impact on business models, the role of corporate governance and why boards are under pressure to improve ERM, the link between culture, value, and ERM, how companies assess risks using a variety of tools, how companies do a deep dive on major risks (including risk calculators, strategic bow-tie analysis, opportunity charts, strategic risk shock simulators), the importance of leadership and ethics in risky behavior, and the importance of managing risk caused by disruption as well as identifying and managing the risk in innovation. Potential additional topics (as time allows) include reputation risk, merger and acquisition risk, and social media risks. *Credit: 3 semester hours.*

ERM 604 Risk Advising and Consulting
Prerequisite: ERM 601 or RMI 601. This class will enable students to learn about the complexity of risks facing companies and how problem solving and technical skills can be used to help companies

identify and manage their risk. They'll learn how both internal and external advisory teams work together to solve problems. The course is an elective in the ERM degree but it is also open to other Tobin graduate students. *Credits: 3 semester hours.*

ERM 606 Internships in Enterprise Risk Management I
Prerequisite: None. This course provides students with the opportunity to develop enterprise risk management skills in an actual work setting outside the classroom. A journal of accomplishments, and employer evaluations are required. *Credit: 1 semester hour.*

ERM 607 Internships in Enterprise Risk Management II
*Prerequisite: None. T*his course provides students with the opportunity to develop enterprise risk management skills in an actual work setting outside the classroom. A journal of accomplishments, and employer evaluations are required. *Credit: 1 semester hour.*

ERM 608 Internships in Enterprise Risk Management III
Prerequisite: None. This course provides students with the opportunity to develop enterprise risk management skills in an actual work setting outside the classroom. A journal of accomplishments, and employer evaluations are required. *Credit: 1 semester hour.*

ERM 705 Strategic Risk Analysis and Tools
Prerequisite: ERM 601. This course is the capstone course in the M.S. in Enterprise Risk Management or the final ERM course for the MBA ERM option. Course topics include understanding the waves of disruption and risks that are impacting an organization, filtering those risks into their impact on the business model, knowledge of tools to understand and interpret strategic risk (black swan workshops, scenario analysis, and other tools), a review of strategy models, strategic tools, and value propositions, and a strategic risk analysis of a major organization. *Credit: 3 semester hours.*

Risk Management and Insurance (RMI)

RMI 601 Risk Management
Prerequisite: None. This course covers the fundamentals of economic and business risk. The course also addresses the institutional environment and regulations of managing risk, how organizations identify, assess and measure risk. Results in students able to explain if and how companies and society should manage risk. *Credit: 3 semester hours.*

RMI 602 Risk Research Methods
Prerequisite: 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. Seating priority is for M.S. Actuarial Science and M.S. Risk Management and Insurance students. Other students wishing to take this course should contact their advisor. *Credit: 3 semester hours.*

RMI 607 Insurance Operations
Prerequisite: RMI 601. This course provides a review of key elements and processes of non life and health insurance company operations; examples include marketing and distribution, underwriting, premium auditing, actuarial operations, claims and claims adjusting, statutory accounting and regulatory compliance. The course results in students being able to explain key processes, functions and reporting activities of insurance firms. *Credit: 3 semester hours.*

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

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

RMI 611 Cases in Insurance
Prerequisite: RMI 601 and RMI 602. This course includes practice-oriented readings, case analysis, topical discussions and related presentations by industry speakers. The course results in students able to connect concepts to the current and evolving practice of insurance, and in students understanding the nature of decisions insurance practitioners ordinarily have to make. *Credit: 3 semester hours.*

RMI 612 Applied Risk Research and Writing
Prerequisite: 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
Prerequisite: 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 for Insurers
Prerequisite: RMI 601. This course focuses on derivatives, swaps, hybrid securities, indexed debt, contingent financing and reinsurance. The course results in students being able to finance and hedge pure financial risks faced by insurance firms singularly or jointly. *Credit: 3 semester hours.*

RMI 621 Risk Project
Prerequisite: RMI 601 or ACT 604 or ACT 611. 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. *Credit: 3 semester hours.*

RMI 622 Dimensions of Risk Leadership: Executive Perspectives
Prerequisite: None. This graduate seminar builds students' leadership skills as well as enhances their understanding of the challenges that come with bringing forward a company in the area of risk management and insurance. The first part of the course consists of industry speakers presenting their case to the students. Invited speakers come from different business areas and bring with them extensive industry experience. The seminar has an open setting such that students are encouraged to ask questions and discuss with the speakers about their major challenges and most important decisions during their careers. The student learning experience is fostered by critically reflecting the lessons-learned in brief assignments. The second part of the course can be either case study-based or in the form of a classical lecture. The focus is on the decision-making processes of managers and how to better prepare them for future challenges in the insurance business. The aim is to enhance problem-solving and strategic leadership skills. *Credit: 3 semester hours.*

RMI 632 Successfully Treating Risk
Prerequisite: Last 12 credits in program. This course is the capstone for the MS Risk Management and Risk Analytics degree. The course builds on the knowledgebase students acquire throughout the degree program. Students apply what they have learned in an analysis of current issues confronting risk management professionals. The particular topic that each student addresses will be selected by the student and professor leading the course. *Credit: 3 semester hours.*

RMI 650 (Re) insurance Leadership in the Global Market and Society.
Prerequisite: Approval of instructor and Department. An interview may be required. The Department sets the maximum number of students for the class. Students in the RMI and AS majors are given priority, but the course is open to all Tobin students. This course provides students with experiential learning opportunities, including study abroad, that are reflective of the global insurance and reinsurance environment into which they will graduate. Throughout the in-class meeting and on-site visits, students are exposed to the senior level corporate structure, conduct and

performance of leading companies. Students also develop analytical skills covering critical issues in the local and global market. *Credit: 3 semester hours.*

RMI 660 Finance for Actuarial Science
Prerequisite: None. (Note: this course can be inserted between RMI 605 and 607). Core concepts of the theory of corporate finance and asset pricing with applications of particular concern to actuaries. Students learn to appropriately modify and then apply these core concepts to insurance firms. At the end of the course, students are able to suggest practical improvements in the financial management of insurance firms. *Credit: 3 semester hours.*

RMI 661 Trading Risk in the Global Reinsurance Market
Prerequisite: None. Market-making operations and analytic structures of the global reinsurance market. While the course develops the concepts that underpin the reinsurance market, the emphasis is on how risk is traded in these markets in practice. *Credit: 3 semester hours.*

RMI 662 Introduction into Insurance Law
Prerequisite: None. Insurance contracts are the subject of a significant amount of regulations and litigation. Risk managers need to spot risk and mitigate risk through the purchase of insurance contracts and the enforcement of rights under the contracts purchased. Studying Insurance Law will also allow us to tackle some topical issues such as cyber security risks, the risks associated with climate change, and the risks associated with rogue actors. *Credit: 3 semester hours.*

RMI 688 Applications of Analytics and Technology to Risk Management.
Prerequisite: None. This course introduces students to the current and evolving role of analytics and technology in risk management and the insurance industry. It provides students with hands-on experience using different computer software to perform various analytic tasks that are common in the industry. It emphasizes practice and implementation by looking at how individual insurance companies use the various theories and methodologies taught. It investigates how emerging technology and new analytic techniques are transforming the design, pricing, and delivery of insurance solutions. *Credit: 3 semester hours.*

RMI 690 Operational and Financial Aspects of Insurer Operations.
Prerequisite: None. This asynchronous online course provides a graduate-level study of the insurer operations and financial performance analysis. Students are exposed to the key functional areas in insurance operations as well as to the foundation of accounting standards and key ratio analysis of insurance business operations. Students also develop an understanding of the state of key issues in the market. *Credit: 3 semester hours.*

RMI 698 Risk Management and Risk Analytics Capstone Seminar
Prerequisite: Student must complete at least 18 credits in the M.S. RMRA program prior to enrolling. This course is the capstone for the MS Risk Management and Risk Analytics degree. The course builds on the knowledgebase students acquire throughout the degree program. Students apply what they have learned in an analysis of current issues confronting risk management professionals. The particular topic that each student addresses will be selected by the student and professor leading the course. *Credits: 3 semester hours.*

RMI 699 Risk Management Internship
Prerequisite: RMI 601. 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 700 Risk Management Research and Analysis
Prerequisite: Studet must complete at least 18 credits in the M.S. RMRA degree prior to enrolling in this course. This course is the capstone for the MS Risk Management and Risk Analytics degree. The course builds on the knowledgebase students acquire throughout the degree program. Students apply what they have learned in an analysis of current issues confronting risk management professionals. The particular topic that each student addresses will be selected by the student and professor leading the course. Students will write a masters level research paper. The research paper will include a rigorous data analysis that will provide insights on the research topic. *Credits: 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.

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