Major and Minor in Business Management

College of Business

DEAN: William H. Turner
ASSOCIATE DEANS: Joseph W. McDonnell and Manuel London
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Business Management (BUS)

Faculty

Carl J. Allocca, M.S.T., CPA, Lecturer, Long Island University, C.W. Post: Public and private accounting, auditing, taxation and internal systems development, conversion and review.

T. Owen Carroll, Associate Professor, Ph.D., Cornell University: Finance and investments; information systems. Recipient of the State University Chancellor's Award for Excellence in Teaching.

Jeff T. Casey, Associate Professor, Ph.D., University of Wisconsin, Madison: Behavioral; decision making; business strategy; human resource management.

Robert Clark, Lecturer, M.S., Stony Brook University: Operations management; management science; entrepreneurship; management strategy.

Robert E. Ettl, Lecturer, M.B.A., Iona College: Management; marketing; strategic planning.

Herbert F. Lewis, Lecturer, Ph.D., State University of New York at Stony Brook: Operations research/management science; operations management; management information systems; productivity analysis.

Aristotle Lekacos, Lecturer, M.S., Polytechnic University of New York: Information systems; strategy.

Manuel London, Associate Dean, Professor and Director of Labor Management Studies Program, Ph.D., Ohio State University: Performance appraisal, feedback systems, career development and group dynamics.

Joseph W. McDonnell, Associate Dean, Ph.D., University of Southern California: Management; corporate communications; crisis management; entrepreneurship.

Michael Nugent, Lecturer, M.B.A., Dowling College: Financial engineering; derivatives; international finance; capital markets and institutions; foreign exchange markets; investment analysis; corporate finance; business strategy.

Mark R. Palermo, Lecturer, M.B.A., J.D., Hofstra University: Business strategy; investments and finance; negotiation; business law.

Thomas R. Sexton, Professor, Ph.D., Stony Brook University: Operations research; statistics; productivity analysis; health care management.

Jadranka Skorin-Kapov, Professor, Ph.D., University of British Columbia: Operations management; management science; systems analysis and design.


Gerrit Wolf, Professor, Ph.D., Cornell University: Decision and organizational behavior.

Adjunct Faculty

Estimated Number: 25

The College of Business offers undergraduate students a major and a minor in Business Management. The major program offers students a solid foundation of essential business concepts and applications. In addition to courses in statistics, decision sciences, and general management, students study the fundamentals of four business functions: accounting, finance, marketing, or operations. Majors have an opportunity to concentrate in one of these four business functions. The knowledge gained in the specialization assists students in finding employment in that area of a business. Business majors are also required to minor in a discipline outside of business. In addition to providing the student with a broader education, the minor can also provide students with complementary knowledge in their business concentration. Business does not operate in isolation from other disciplines but looks to the arts and sciences for insight into such important business topics as leadership, ethics, consumer behavior, information systems, mathematical models, and international relations.

Courses Offered in Business Management

See the Course Descriptions listing in this Bulletin for complete information.

BUS 110 Business in the 21st Century
BUS 210 Financial Accounting
BUS 214 Managerial Accounting
BUS 215 Introduction to Business Statistics
BUS 220 Introduction to Decision Sciences (formerly Management Science)
BUS 300 Writing for Business Management
BUS 301 Corporate Communications
BUS 310 Intermediate Accounting I
BUS 311 Federal Income Taxation
BUS 312 Financial Statement Reporting and Analysis
BUS 313 Intermediate Accounting II
BUS 330 Principles of Finance
BUS 331 International Finance
BUS 334 Advertising and Promotion
BUS 340 Information Systems in Management
BUS 343 Expert Systems in Business
BUS 344 Decision Support Systems
BUS 346 Operations Management
BUS 347 Business Ethics
BUS 348 Principles of Marketing
BUS 350 Internet Marketing
BUS 351 Human Resource Management
BUS 352 Electronic Commerce
BUS 353 Entrepreneurship
BUS 354 Understanding Business Agreements
BUS 355 Investment Analysis
BUS 356 Financial Engineering
BUS 357 Principles of Sales
BUS 358 Marketing Research
BUS 359 Consumer Behavior
BUS 360 Business Marketing
BUS 362 Principles of International Marketing
BUS 365 Financial Management
BUS 366 Money and Institutions
BUS 369 Marketing of New Products
BUS 370 Lean Practices in Operations
BUS 371 Supply Chain Management
BUS 372 Quality Management
BUS 380 Honors—Research Methods
BUS 386 Honors—Business Statistics
BUS 390 Special Topics in Business Management
BUS 391 Management of Sports Organizations
BUS 401 Negotiations Workshop
BUS 440 International Management
BUS 441 Business Strategy
BUS 448 Marketing Strategy
BUS 450 Analysis and Design of Business Information Systems
BUS 460, 461 Senior Business Project I, II
BUS 475, 476 Undergraduate Teaching Practica I, II
BUS 487 Independent Research
BUS 488 Business Internship
BUS 489, 490 Business Honors Research I, II

Acceptance to the Major in Business Management
Qualified freshman and transfer students who have indicated their interest in the major on their applications are accepted directly into the University. Students who did not apply for the major and those who were not accepted into the major when they entered the University may apply to the major at any time during their academic career provided that their cumulative grade point average (including, for transfer students, coursework completed at other institutions) is 3.10 or higher. Students seeking admission to the major should contact the College of Business Student Services Office, Room 102, Harriman Hall.

Requirements for the Major in Business Management (BUS)
The major in Business Management leads to the Bachelor of Science degree.

Completion of the major requires approximately 67 credits (including 21 credits for the minor requirement).

A. Core Courses
BUS 110 Business in the 21st Century
BUS 210 Financial Accounting
BUS 215 Introduction to Business Statistics (see Note)
BUS 220 Introduction to Decision Sciences (formerly Management Science) (see Note)
BUS 330 Principles of Finance or ECO 389 Corporate Finance
BUS 346 Operations Management
BUS 348 Principles of Marketing
BUS 441 Business Strategy or BUS 353 Entrepreneurship
ECO 108 Introduction to Economics (see Note)

Note:
MAT 122—Overview of Calculus with Applications satisfies DEC C and must be completed as a prerequisite for ECO 108, BUS 215 and BUS 220.

B. Business Electives
Two from the following:
BUS 301 Corporate Communications
BUS 340 Information Systems in Management
BUS 347 Business Ethics
BUS 351 Human Resource Management
BUS 352 Electronic Commerce
BUS 354 Understanding Business Agreements
BUS 390 Special Topics in Management
BUS 391 Management of Sports Organizations
BUS 401 Negotiations Workshop
BUS 440 International Management
POL 319 Business Law

C. Area of Specialization
One of the following specializations must be chosen at the start of the junior year. The details are available in the College of Business Office of Student Services.

Choose one specialization from the following areas:
1. Accounting
   a. Required courses:
   BUS 214 Managerial Accounting
   BUS 310 Intermediate Accounting I
   BUS 311 Federal Income Taxation
   b. Select one from the following:
   BUS 312 Financial Statement Reporting and Analysis
   BUS 313 Intermediate Accounting II
   BUS 488 Business Internship (in Accounting)
2. Finance
   a. Select four from the following:
   BUS 355 Investment Analysis
   BUS 356 Financial Engineering

D. Upper-Division Writing Requirement
All undergraduate Business majors must successfully demonstrate the ability to communicate and express their ideas related to business and management in writing. Each student is required to produce a well-written professional portfolio of work which includes the following: 1) an announcement for a full-time management position, 2) your current résumé, customized for the announced position, 3) your letter of application for the announced position, and 4) a two-page memorandum describing the results of an analysis or similar topic appropriate to a business organization.
Sample Course Sequence for the Major in Business Management

<table>
<thead>
<tr>
<th>Freshman Fall</th>
<th>Credits</th>
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<tbody>
<tr>
<td>First Year Seminar 101</td>
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<td>MAT 122</td>
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<td>D.E.C.</td>
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<td>BUS 210</td>
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<td>BUS 220</td>
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<td>Minor course</td>
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<tr>
<td>Minor course</td>
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<td>Minor course</td>
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<tr>
<td>Minor course</td>
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</tr>
<tr>
<td>Upper-Division elective</td>
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<td>BUS 215</td>
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<td>ECO 108</td>
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<td>BUS 348</td>
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<tr>
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<tr>
<td>Business Elective</td>
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<tr>
<td>Minor course</td>
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<tr>
<td>Minor course</td>
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<tr>
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<td>Upper-Division elective</td>
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<td>Upper-Division elective</td>
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<tr>
<td>Total</td>
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</table>

Notes to Sample Course Sequence:

1. Students seeking additional guidance should consult their faculty advisor. The list of faculty advisors is available in the College of Business Student Services Office.

2. Business Management students are required to meet the same Diversified Education Curriculum (D.E.C.) requirements as those required by the College of Arts and Sciences.

3. Students must declare the area of specialization prior to the start of the junior year.

4. Students are encouraged to take upper-division electives in the senior year.

5. This sample course sequence assumes that the student has scored a level 4 on the writing placement examination, and will take WRT 102 Intermediate Writing Workshop A in the fall semester of the freshman year. If the student scores below a level 4 on the writing placement exam, WRT 101 Introductory Writing Workshop must be completed prior to taking WRT 102 Intermediate Writing Workshop A.

Business majors work with their faculty advisor in the first semester of their junior year and must complete this requirement by the end of that semester. The student should allow time for revisions which may be necessary to satisfy the requirement. Each student must register for BUS 300 in the same semester as the upper-division writing requirement is completed. Students will need to visit the College of Business Student Services Office to obtain permission to register for BUS 300. Once permission has been granted, each student must register on SOLAR for the appropriate faculty advisor’s section of BUS 300. The faculty advisor gives a satisfactory (S) evaluation upon successful completion of the portfolio. Sample materials may be downloaded from the College of Business Blackboard Web site http://www.cobsb.info/.

e. Minor Requirement

A minor (typically 18 to 21 credits) in any area must be completed as part of the requirement for the business management major. Students that have a second major can be waived from the minor requirement.

Graduation Clearance

Students must be cleared by their respective second major or minor before they can be cleared for the business major requirements.

Grading

All courses taken to satisfy the business management major requirements must be taken for a letter grade. All students accepted to the business management major in the fall 2005 semester and subsequent must complete all BUS courses, ECO 108, and MAT 122 with a grade of C or higher in order to satisfy the requirements for the major. Students accepted to the business management major prior to fall 2005 must complete the following courses with a grade of C or higher in order to satisfy the requirements for the major: BUS 110, 210, 220 (formerly BUS 249), 340, 346, 347, 348, 440, and 441; AMS 102, ECO 108, MAT 122 or 123, PSY 103 or SOC 105.

The Honors Program in Business Management

The honors program in Business Management is oriented toward research. For admission to the program, students must be BUS majors with junior standing and have earned a cumulative g.p.a. of at least 3.30 through the spring semester of their sophomore year. Three BUS courses, BUS 110, 210, and 220, must have been completed with a cumulative g.p.a. of at least 3.30. Qualified students must submit an essay describing innovative ideas for business
research and a letter of recommendation from a faculty member. They will be interviewed to assess motivation to pursue the honors program curriculum, which includes a research methods course taken in the junior year and a two-semester honors research project and paper completed in the senior year. Students must maintain a 3.00 cumulative g.p.a. to remain in the program, but conferral of honors is contingent upon completion of all required courses with a g.p.a. of 3.50 or higher, both overall and in business management courses.

Requirements for the Minor in Business Management (BUS)
The Business Management minor is intended for students pursuing other majors who seek a foundation in business studies. The minor complements their chosen major by introducing them to principles and techniques used in business and management.

The minor can be completed with 21 to 22 credits, assuming the appropriate prerequisite courses have been taken. All courses must be taken for a letter grade.

1. BUS 110 Business in the 21st Century
2. Two courses from the following:
   - BUS 215 Introduction to Business Statistics
   - BUS 220 Introduction to Decision Sciences (formerly Management Science)
   - ECO 108 Introduction to Economics
3. Three courses from the following:
   - BUS 210 Financial Accounting
   - BUS 340 Information Systems in Management
   - BUS 346 Operations Management
   - BUS 348 Principles of Marketing
   - BUS 351 Human Resource Management
4. BUS 441 Business Strategy