In today’s world of constant change and extraordinary opportunity, the need for business education has never been greater. Our MBA degree program is taught by leading Stony Brook faculty. They are complemented by key executives recruited as visiting professors from throughout the tri-state region—industry leaders who have built stellar careers in today’s global business world.

Our students participate in a vibrant learning environment where they gain the knowledge, skills, and insights necessary to manage complex organizations. Our dedicated faculty has both academic and business experience, and teaches not only the broad principles of management, finance, and marketing but also the more intangible aspects of leadership, communications, and business strategy.

The College of Business offers flexible full and part time programs with day, evening, and Saturday courses at our beautiful main campus in Stony Brook, Long Island, which is located 60 miles east of New York City. We also offer some courses for the MBA program in an online format. As a result of our relationship with business schools overseas, our programs extend to the far corners of the globe.

Full-time students are encouraged to spend a summer session or a semester in the study abroad program to learn about business in Africa, China, Europe, India, Korea, Greece, or the Middle East. These experiences provide students with a competitive edge in the job market as businesses increasingly look for employees with overseas experience. Today most businesses are global in nature, whether they are multinational corporations or small local businesses with overseas suppliers, customers, or a diverse international workforce.

By focusing on strategic, managerial, analytical, and technical processes and outcomes critical to success in a broad spectrum of industries, Stony Brook University’s MBA program helps students recognize ways in which they can add value to their firms and advance their careers.

Superior Teaching in a Nurturing Learning Environment: The Stony Brook program prides itself on its superior teaching and its dedication to working with each student to develop his or her business and managerial skills. We seek to bridge the gap between theory and practice by selecting faculty members who can clearly communicate the practical benefits of managerial knowledge.
Placement and Career Services

Career Services

The Career Center, located on the ground floor of the Melville Library at the foot of the Zebra Path, provides a variety of career and life planning services to MBA students. These services include: online listings of on- and off-campus jobs and internships, resume referrals, on-campus interviews, job and internship fairs, workshops on topics including resume preparation and interviewing, individual counseling, and additional resources online and in print.

Job & internship listings, applications, and resume referrals (when the Career Center forwards appropriate resumes to interested employers) happen through Handshake - to access it, visit www.stonybrook.edu/career.

Many companies visit the campus to conduct one-on-one interviews with MBA students. It is suggested that graduate students contact the Career Center at the beginning of their first semester for more details.

Job and internship fairs, in which employers visit the campus to discuss their organizations and share available job openings, are held regularly. These fairs provide graduate students with unique opportunities to meet, have brief interviews with, and leave resumes with a significant number and variety of employers. For dates and details, visit www.stonybrook.edu/career and look under Career Center Upcoming Events.

Workshops

For those who are about to begin the process of searching for a job, writing a resume, and/or interviewing, group workshops are offered which provide information on these and related topics. Other workshops offer networking opportunities and insight into particular careers & employers. For dates and details, visit www.stonybrook.edu/career and look under Career Center Upcoming Events.

Individual Counseling

Professional career counselors are available to assist with questions pertaining to any facet of the career decision-making process, from deciding on a specific business path to finding out how to effectively search for a job. Topics which are frequently discussed include: selecting a specialization, researching companies, obtaining experience through volunteer and internship positions, job search strategy, and marketing the value of a graduate degree. Those interested in discussing these or other issues are encouraged to drop by or set up appointments by calling or visiting the Career Center.

Website and Career Resource Library

The Career Center's website and Career Resource Library contain a wealth of information on a variety of topics related to the career planning process. Materials include information on occupations, labor market trends, salary levels, job hunting, resume writing, employment interviewing, and many other areas. Those MBA students interested in pursuing doctoral study can look through directories and information on entrance tests required. Detailed information on potential employers, including annual reports and related documents, is included in what's available.

Admission Requirements of the MBA Program

The College of Business graduate programs are designed for ambitious and analytical students who are capable of applying what they learn toward the solutions of organizational problems. New students can begin the Stony Brook MBA, MS in Accounting or the MS in Finance in the Fall or Spring semester. All graduate applications are submitted online through the following Website: https://graduateschool.stonybrook.edu/apply/

Applicants are encouraged to submit a current resume along with their online application and personal statement. The requirements for the business graduate programs include:

A. A bachelor’s degree with a minimum grade point average of 3.0. In exceptional cases, students not meeting the GPA requirement may be considered for admission on a conditional basis. Official transcripts can be mailed directly to the College of Business or sent electronically to CoBadmissions@stonybrook.edu. We strongly encourage foreign transcripts to be evaluated by World Education Services (WES) or another NACES member association.

B. Aptitude for quantitative analysis, demonstrated through previous coursework, standardized tests, or practical experience. All applicants must have successfully completed an introductory calculus course (MAT 123 or equivalent) with a grade of C or higher.

C. Submission of Graduate Management Admission Test (GMAT) scores or GRE scores

D. Three letters of recommendation, one of which, if possible, should be from a professional working in a private company or public agency who is capable of evaluating the applicant’s motivation and potential. The three letters of recommendation should also include at least one from a college faculty member, counselor, or administrator. Letters of recommendation should be submitted through Slate.

E. Applicants whose first or primary language is not English, must submit one of the following:

A TOEFL internet-based score of 85 or above

An IELTS test with an overall score of 6.5 or above, with no sub-scores below 6.0F. Acceptance by both the College of Business and the Graduate School.

F. $100 application fee.
In addition to the criteria stated above, the MBA in Accounting and MS in Accounting programs have further requirements. Please refer to the program website for detailed prerequisite information.

Application Deadlines:

Application deadline for MBA Programs for the Spring semester is November 15th; International Applicants should apply by October 15th.

Application deadline for MS Programs for the Fall semester is May 15th; International Applicants should apply by March 15th.

Application deadline for MBA Programs for the Fall semester is June 15th; International Applicants should apply by March 15th.

Applications may be considered after these dates, as long as space is available.

For additional information, please visit www.stonybrook.edu/business or email CoBgraduate@stonybrook.edu.

Office of Student Services
Harriman Hall, Room 109
College of Business
Stony Brook University
Stony Brook, New York
11794-3775
(631) 632-7171
E-mail: CoBgraduate@stonybrook.edu

Certificate Programs

Applications for the Advanced Graduate Certificate Programs are available through the School of Professional Development, with the exception of the Health Care Management Certificate, which is available through the School of Health Technology and Management. Admission into an AGC does not guarantee admission into the MBA program. Students must submit a separate application directly to the MBA program or MS in Finance Program to be considered for admission. Students who are accepted into a Master’s program may apply up to 12 credits towards their degree program. Students must declare their decision to matriculate into a master’s program before the completion of 12 credits.

Note that, although it is a valuable academic credential, an Advanced Graduate Certificate is not a degree.

Certificate Program in Finance

The 18-credit Advanced Graduate Certificate (AGC) in Finance prepares students for careers in financial management, including financial analysis, portfolio management, investment banking and corporate financial associate positions. The curriculum places an emphasis on developing financial analytical skills. It offers in-depth knowledge of the principles and techniques of finance and accounting needed to understand how corporate financial objectives are developed, measured and reported, as well as the central issues in government regulation, taxation and financial reporting.

The AGC in Finance is a part-time program designed for working professionals. Courses are scheduled in the evening, and several of them are offered completely online.

Certificate Program in Human Resource Management

The Advanced Graduate Certificate in Human Resource Management is a program for private- and public-sector managers, labor relations specialists, and union representatives, human resources/personnel managers, and employee training professionals. This program, leading to the New York State Advanced Certificate in Human Resources Management, requires a bachelor’s degree from an accredited college. This program is administered by the School for Professional Development. For further information and to apply, please refer to the following Web site: http://ws.cc.sunysb.edu/spd/graduate/hrm.html

Certificate Program in Health Care Management

The Advanced Graduate Certificate Program in Health Care Management is a professional development program intended for health practitioners who require management training and for managers who require specific training in the health care field. It offers participants a comprehensive understanding of health care and management and helps them develop the analytical capabilities to be effective managers. The Advanced Certificate Program in Health Care Management is a joint program of the School of Health Technology and Management and the College of Business.
The program is designed to meet the needs of (1) working professionals who are part-time students and (2) full-time graduate students at the University. Many courses are offered in the late afternoon or early evening. Certificate program students are required to complete the program within a three-year period. Graduate students who pursue either the Master of Science in Health Sciences in the School of Health Technology and Management or the MBA in the College of Business may obtain the certificate as they earn credits toward graduation. For further information and to apply, please refer to the following Web site:  http://www.hsc.stonybrook.edu/shstt/programs/hcpm/hcpm.html

Facilities of the MBA Program

Research

Faculty members in the College of Business are strongly committed to teaching and fostering working relationships with students inside and outside the classroom, while maintaining their involvement in research.

In their research, Business professors examine complex issues and problems confronting today’s managers and decision makers. They analyze businesses and other institutions as well as the economic, regulatory, and technological forces underlying decision-making processes and ongoing changes within these organizations. They keep close contact not only with other researchers in the United States and abroad, but also with regional, national, and international businesses by conducting applied research projects and working as consultants.

Students at the College of Business benefit from this high-caliber research in several ways. Faculty members often revise and develop new course materials to incorporate current research into their teaching and instruction. Exposing students to the latest knowledge and management skills best prepares them for future challenges and, at the same time, makes the classroom experience dynamic and stimulating. Business students work closely with professors and all students are invited to participate in seminars conducted by the school’s researchers.

The College houses Centers for Human Resource Management, Health Services Research Management, Information Systems Management, Center for Operational Excellence, and the Innovation Center. Quality research conducted by the centers contributes significantly to the College’s academic programs. In addition, the centers’ applied and interdisciplinary research promotes valuable interactions with industry, government, and nonprofit organizations and provides hands-on experience to students.

Behavioral Research Lab

The College of Business Behavioral Research Lab provides a space for faculty to conduct experiments and test theories that will help consumers, managers, and organizations make better decisions. The lab is equipped with computers and recording equipment to support the growing number of researchers who serve as principle investigators in areas such as behavioral finance, consumer behavior, and organizational behavior. The space may be reserved by faculty in the College of Business and students conducting research studies under the supervision of a faculty member in the College of Business.

MBA in Accounting

The College of Business is committed to providing students with a high quality education in accounting with a combined emphasis on theory and practical application. The MBA in Accounting is designed to provide students with the theoretical knowledge and analytical tools necessary to function in public accounting or private industry. The program will meet the education requirements for the Uniform Certified Public Accounting exam and licensing in New York State. We have designed the MBA in Accounting to accommodate a variety of students by establishing three paths of study. All three paths require the completion of accounting prerequisites prior to acceptance into the program.

48 Credit MBA in Accounting Program

Requires 16 three-credit courses. Within the 16 three-credit courses, students take 11 required core courses, including a 3 credit industry project (MBA 522) and 5 accounting courses: ACC 542, ACC 562, ACC 596, ACC 597, ACC 590.

36 Credit MBA in Accounting Track

Requires 12 three-credit courses. Within the 12 courses, students take 7 required core courses, including a 3 credit industry project (MBA 522), and the following 4 Accounting courses: ACC 562, ACC 596, ACC 597, ACC 590. Students 36 credit track will also take one additional accounting elective. *Students in the 36 credit track will not have to take the following core courses: MBA 502, 504, 505, 589, or 592.*

Accounting/Prerequisite Requirements

Minimum of 18 accounting credits to include: Financial Accounting, Managerial or Cost Accounting, Auditing, US Federal Income Taxation, and 3 general business credits.

MBA in Accounting Core Course Requirements

MBA 502 - Finance
MBA 503 – Data Analysis and Decision Making
MBA 505 – Marketing
MBA 506 – Leadership and Team Effectiveness
MBA 507 - Ethics and Law
MBA 511 – Technological Innovations
MBA 512 – Business Planning and Strategic Management
MBA 522 – Industry Project
MBA 543 - Business Analytics
MBA 589 – Operations Management
MBA 592 – Organizational Behavior

**MBA Accounting Courses**

ACC 542 – Accounting for the Small Business Entrepreneur
ACC 562 – Accounting Information Systems
ACC 590 – Advanced Auditing & Assurance
ACC 591 – Internal Auditing
ACC 594 – Governmental and Not-For-Profit Accounting
ACC 596 – Financial Accounting Theory
ACC 597 – Advanced Accounting Problems
ACC 598 – Forensic Accounting

**Accelerated “Fast Track” BA/BS/BE + MBA:** A 48-credit accelerated MBA program for high achieving current Stony Brook undergraduate students. This program permits students to begin taking graduate credits during their undergraduate career. In their fifth year, students typically go directly into the second year of the MBA program. Students have opportunities for a summer study abroad and an internship. Contact the College of Business for a complete list of eligible majors and admissions criteria.

**MS in Accounting**

The Master of Science in Accounting is designed to provide students with the theoretical knowledge and analytical tools necessary to function in public accounting or private industry. The program will meet the education requirements for the Uniform Certified Public Accounting exam and licensing in New York State. This is a 30 credit program designed to be taken full time over the course of two semesters. Students must meet all prerequisites to be considered for this program.

Prerequisites: 12 credits in accounting to include Financial Accounting, Managerial or Cost Accounting, Auditing, US Federal Income Taxation plus 30 credits in general business courses.

**Course Requirements for the MS in Accounting**

ACC 542 – Accounting for the Small Business Entrepreneur ACC 562 – Accounting Information Systems
ACC 590 – Advanced Auditing & Assurance ACC 591 – Internal Auditing
ACC 594 – Governmental and Not-For-Profit Accounting ACC 596 – Financial Accounting Theory
ACC 597 – Advanced Accounting Problems ACC 598 – Forensic Accounting
ACC 580 – Accounting Capstone
MBA 506 – Leadership, Team Effectiveness
MBA 507 – Ethics and Law

**Faculty of the MBA Department**

**Dean**
London, Manuel, also Director of the Center for Human Resource Management. Ph.D., 1974, Ohio State University: Performance management programs; training & development; team learning.

**Associate Dean**
Holod, Dmytro., Ph.D. 2005, University of Kentucky: Economics; banking and financial intermediation; financial markets and institutions; monetary policy; economic growth.

**Professors**


Skorin-Kapov, Jadranka, Ph.D., 1987, University of British Columbia, Canada, Ph.D., 2007, Stony Brook University: operations management; operations research; decision sciences.

Sexton, Thomas R., Ph.D., 1979, Stony Brook University, Applied Math & Statistics, research focus on productivity and efficiency theory and analysis

Wolf, Gerrit, Ph.D., 1967, Cornell University: Entrepreneurship; Organizational behavior; human resources management; international management.

Associate Professors
Holod, Dmytro., Ph.D. 2005, University of Kentucky: Economics; banking and financial intermediation; financial markets and institutions; monetary policy; economic growth.

Jiang, Danling, Ph.D., 2006, Ohio State University: Finance

Kim, Francis, Ph.D., 1994, Baruch College: Accounting

Lewis, Herbert F., Ph.D., 1996, Stony Brook University, Applied Math & Statistics: focus in Operations Research

Yang, Zhifeng, Ph.D., 2006, University of Alberta: Finance

Assistant Professors
Amin, Keval Ph.D., 2014, Temple University Fox School of Business: Accounting

Connell, Paul M., Ph.D., 2008, University of Arizona: Marketing; consumer psychology related to identity; attitudes and behavior; public policy.

Bear, Julia, Ph.D., 2010, Carnegie Mellon University: Organizational Behavior and Theory

Buhrau, Denise, Ph.D. 2010, Tulane University, consumer behavior; particularly in the context of health behaviors.

Cao, Jiying, Ph.D., 2015, Northwestern University Kellogg School of Management: Management & Organization

Caprariello, Peter, Ph.D. 2012, University of Rochester, consumer behavior; specifically specifying the relationship context of life experiences versus material possessions affords a more complete understanding of how money can be spent in the pursuit of happiness

Chan, Richard (Chien-Sheng), Ph.D., 2010, University of Washington Seattle: Management & Organization with a focus on technology entrepreneurship, behavioral decision theory and research methods.

Cushenbery, Lily, Ph.D., 2012, Pennsylvania State University, University Park: Industrial Organizational Psychology.

Delton, Andrew W., Ph.D., 2010, University of California Santa Barbara: Psychology

Feng, Qian (Cecilia), Ph.D. Candidate (expected 12/2014), Temple University Fox School of Business: Accounting

Huang, Julie Y., Ph.D., 2011, Yale University: Social Psychology

Kim, Aaron, Ph.D., 2005, Sogang University, Seoul, Korea: Mathematics.

Liu, Ting, Ph.D. 2008, Boston University, Economics, in the areas of industrial organization, health economics, and applied microeconomic theory.

Pew, Ethan, Ph.D. 2012, University of Colorado, consumer behavior, in the context of investment decision making

Robertson, Theresa E., Ph.D., 2011, University of California Santa Barbara: Psychology

Sherman, Gary, Ph.D., 2011, University of Virginia: Social Psychology

Torna, Gokhan, Ph.D., 2013, University of Kansas: Finance Xiao, Keli, Ph.D., 2013, Rutgers University: Finance

Xiao, Keli, Ph.D., 2013, Rutgers: Finance

Zhou, Yiyi, Ph.D., 2012, University of Virginia, Economics, in the areas of dynamic pricing and the video game market

Research Professors
Barragto, Charles A., Ph.D., 2002 Baruch College: Business

Comunale, Christie, Ph.D., 1999, University of South Florida: Accounting

Stony Brook University Graduate Bulletin: www.stonybrook.edu/gradbulletin
Pitocco, Christine, Ph.D., 2013, CW Post Long Island University: Philosophy

Stoyanov, Stoyan, Ph.D., 2005, Karlsruhe Institute of Technology, Germany: Mathematical Finance

**Lecturers**

*Abbruscato, Camille; M.B.A, Dowling College: Marketing, marketing strategy, marketing research, brand management, new product development.*

*Allocca, Carl, Director of Undergraduate Studies, MST, CPA, Long Island University: Public and private accounting; auditing; taxation; internal control, systems development.*

*Ettl, Robert., M.B.A., Iona College; M.C.A., New York Institute of Technology; M.B.A., Penn State: Marketing; strategic planning; government relations; public relations.*

*Lekacos, Aristotle T. M.S., Polytechnic Institute of New York: Information systems; business strategic; entrepreneurship; innovation; simulations.*

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

*Palermo, Mark R., J.D., Hofstra University School of Law; M.B.A., Adelphi University: Finance; strategy; economics; law; general business.*

**Affiliate Faculty**

*Brusco, Sandro, Ph.D., 1993, Stanford University: Economic Analysis & Policy.*

*Pittinsky, Todd, Ph.D., 2001, Harvard University.*

*Tauman, Yair, Ph.D., 1979, The Hebrew University of Jerusalem, Israel: Mathematics.*

**Adjunct Faculty**

*Aguayo, Rafael, M.B.A, Finance and International Business*

*Coverdale, John, Human Resources Delgaizo, Edward, Ph.D., Human Resources Feinberg, Ronald, Management*

*Higuera, Michael Shane, Ed.D., Management and Business Analytics*

*Kerr Daniel, Ph.D., C.P.A., Accounting and Auditing*

*Mager, Thomas, M.B.A*

*Mone, Edward, M.A., Human Resource Management*

*Pack, Lori, J.D., M.B.A., Marketing and Human Resources*

*Rosner, Lee, Real Estate Finance*

*Tallerico, Thomas, M.S.; M.B.A., Finance*

---

*NOTE: The course descriptions for this program can be found in the corresponding program PDF or at COURSE SEARCH.*