College of Business

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Web Site
http://www.stonybrook.edu/business

Advanced Graduate Certificates Awarded
Health Care Management, Human Resources Management, Finance

Degrees Awarded

Application
https://app.applyyourself.com/AYApplicantLogin/fl_ApplicantLogin.asp?id=sunysb-gs

Effective for Fall 2015, applicants with an awarded Bachelor’s degree in Business are eligible for a 36 credit track MBA in Accounting, MBA in Finance, MBA in Marketing or MBA with concentrations. All other applicants with an awarded Bachelor’s degree, regardless of undergraduate major, are eligible for a 48 credit track in MBA in Accounting, MBA in Finance, MBA in Marketing, MBA in Health Care Management or MBA with concentrations. The available concentrations are Human Resources (HR), Innovation, Management, or Management Operations.

All students admitted prior to the Fall 2015 semester must follow the MBA track for the term they were admitted under. Please refer to the Graduate School Bulletin archives to find your program plan for your admit term.

Description of the MBA Program

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

Stony Brook University Graduate Bulletin: www.stonybrook.edu/gradbulletin
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, job interviews 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

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 in the Fall or Spring semester. The MS in Accounting and MS in Finance programs can be started in the Fall semester only.

All graduate applications are submitted online through the following Website: https://app.applyyourself.com/?id=sunysb-gs. 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 ApplyYourself.

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.

   G. $100 application fee.

In addition to the criteria stated above, the MBA in Accounting and MS in Accounting programs have further requirements. Applicants to these programs must have completed 21 credits of accounting prerequisites and one 3 credit law course. In addition, applicants to the MS in Accounting...
program must have completed 30 credits in general business (non-accounting) coursework. 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 CoBadmissions@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: CoBadmissions@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. The 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/shtm/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.

**Requirements for the Masters Degree in Business Administration**

The MBA curriculum prepares students for careers in management in business, government, and nonprofit organizations. The MBA may be pursued either full-time or part-time. Full-time students require two years of coursework with an internship in the summer between the two years. Part-time students may follow the same curriculum over a longer period, not to exceed five years. Admission is available in the fall and spring.

Students in the 5 year, 60-credit, Combined BA/BS/BE + M.B.A program complete the first year of the MBA after their junior year and prior to their fifth year at Stony Brook.

The College of Business offers MBA 3 different credit track options for the MBA in Accounting, MBA in Finance, MBA in Health Care, MBA in Marketing and MBA with options to concentration in either Human Resources, Innovation, Management, or Management Operations.

**60 Credit MBA Track:** The 60 credit track is required for students in the BA/BS + MBA program, as well as students who would like the option to take additional elective courses to gain a more in depth knowledge of their field of study. The 60-credit program is comprised of 18 three-credit courses plus a six-credit industry project. The 18 courses include 11 required core courses plus 7 electives. Four of the seven elective courses must be taken in the respective degree subject area or a student’s field of concentration, (Human Resources, Innovation, or Management). This 60-credit program is completed over a two-year period. Students in the 60 credit program are required to complete an internship. The internship is typically completed during the Summer after the first year of the program.

**Internship Requirement**

The College of Business internship program provides full time students with important practical training in business management. Ideally the internship is a paid eight-to twelve-week full-time summer position in a business, government, or nonprofit organization. Students must write a faculty-approved internship report in the semester following the internship. All 60 credit students must enroll in MBA 599, Internship Practicum, for zero to one credit in the term during which they are participating in their internships.

**48 Credit MBA program:** All students who have earned a Bachelor’s Degree (regardless of the major), are eligible for the 48 credit track. The curriculum includes curriculum requires 16 three-credit courses (MBA 501-MBA 507; MBA 511; MBA 512; MBA 522; MBA 589; MBA 592). Within the 16 three-credit courses, students take 12 required core courses, including a 3 credit industry project (MBA 522) and 4 electives, which must be in the area of your degree program or from one of the areas of concentration.

**36 Credit MBA Track:** Students who have earned a Bachelor’s degree in business are eligible for the 36 credit MBA. Students will take 12 three-credit courses, which includes seven required core courses (MBA 501: MBA 503; MBA 506-507; MBA 511; MBA 512; MBA 522 - 3 credit industry project) and five elective courses. Four of the 5 elective courses must be taken in the respective degree subject area or from one of the concentrations. Students will not have to take the following core courses: MBA 502, 504, 505, 589, or 592.

**Part-time MBA:** Offering a flexible evening and Saturday course schedule to accommodate work schedules, this program can be completed between two and five years. We also offer convenient summer courses to help accelerate program completion.

**Core Courses**

Our core courses cover a broad range of topics in the first year, including finance, accounting, marketing, leadership, team building, communications, decision-making, economics, innovation, ethics, law, operations research and organizational behavior. In the second year, students focus on an area of concentration such as information management, finance, marketing, human resources, health system management or general management. Students also engage in an industry project in the second year to get hands-on experience in applying the knowledge from the classroom to the business world. Finally, students take a capstone course in business strategy.
Concentrations:
Students must take 4 electives from their specific area of concentration in order to earn that concentration.

36 credit track: Students in the 36 credit track will take a total of five 500-level MBA elective courses, four of these must be in their area of concentration.

48 credit program: Students in the 48 credit program must take four elective courses in their area of concentration.

60 credit program: Students in the 60 credit program will take seven (7) 500-level MBA elective courses, four of these must be in their area of concentration.

Innovation Concentration Electives: BUS 554, BUS 567, FIN 552, MBA 509, MBA 538/HRM 538, MBA 530, MBA 540, MBA 563, MBA 570, MBA 571, MBA 574, MKT 535, MKT 565, MKT 567

Human Resources Concentration Electives: HRM 532, HRM 533, HRM 537, HRM 538, HRM 541, HRM 545, HRM 547, MBA 530

Management Concentration Electives: MBA 509, MBA 515, MBA 517, MBA 530, HRM 538/MBA 538, MBA 540, MBA 543, MBA 560, MBA 563, MBA 566, MBA 570, MBA 571, MBA 574, MBA 588, BUS 554, BUS 567, FIN 536, FIN 549, FIN 552, FIN 541, MKT 516, MKT 518, MKT 535, MKT 555, MKT 575, MKT 564, HRM 532, HRM 533, HRM 547

Operations Management Concentration Required Course: MBA 543; Electives: MBA 509, 517, 540, 574, 587, 595

MBA in Finance
Finance lies at the heart of both corporate and governmental success. Critical financial decisions involving the creation of capital, its day-to-day management, and its redeployment into more productive areas of companies and the economy are central to the continued prosperity of businesses and nations around the world. Stony Brook’s MBA in Finance will prepare students for positions in corporate finance, investment banking, financial management, broker-dealer firms, consulting firms, commercial banks, financial markets, securities firms and government agencies.

The 60-credit MBA in Finance track curriculum comprises 18 three-credit courses plus a six-credit industry project (MBA 521). Within the 18 three-credit courses, students take 11 required core courses plus 7 electives, 4 of which must be finance electives. We strongly encourage students to take all 7 electives in the area of finance. Students in the 60-credit program are also required to complete an internship (MBA 599).

The 48-credit MBA in Finance track curriculum requires 16 three-credit courses. Within the 16 three-credit courses, students take 12 required core courses, including a 3-credit industry project (MBA 522) and 4 finance electives.

The 36 credit MBA in Finance 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 5 elective courses. Four of these electives must be Finance electives. *Students will not have to take the following core courses: MBA 502, 504, 505, 589, or 592.*

Course Requirements for the MBA in Finance
MBA 501 - Management Economics
*MBA 502 - Finance
MBA 503 - Data Analysis & Decision Making
*MBA 504 - Financial Accounting
*MBA 505 - Marketing
MBA 506 - Leadership & Team Effectiveness
MBA 507 - Ethics & Law
MBA 511 - Technological Innovations
MBA 512 - Bus Planning & Strat Mgt
MBA 521/522 - Industry Project
*MBA 589 - Operations Management
MBA 592 - Organizational Behavior

Elective courses:
36 credit track: Students in the 36 credit track will take a total of five 500-level MBA elective courses, four of these must be FIN courses.

48 credit program: Students in the 48 credit program must take four FIN elective courses.
60 credit program: Students in the 60 credit program will take seven 500-level MBA elective courses, four of these must be FIN courses.

**MBA in Marketing**

In today’s competitive business environment a strong knowledge of marketing is necessary since one must understand how to stand out and effectively compete against other companies who are targeting the same population. Marketing is a discipline which relies on psychology, sociology and others and applies this knowledge to the exchange process where a company or individual is completing a sale. One must understand consumer behavior, the competitive environment, the company and the culture in which one operates. At the more micro level, the effective marketer must regulate elements of the marketing mix in bringing their product to market. Understanding how to price, promote, distribute and create the right product is essential if one is to achieve success. Understanding how consumers think and what motivates them to purchase is essential in an environment where everyone is competing for the same sale. The M.B.A. in Marketing will prepare students for careers in Brand Management, Product Management Advertising and/or Marketing Research.

**The 60-credit MBA in Marketing track** curriculum comprises 18 three-credit courses plus a six-credit industry project (MBA 521). Within the 18 three-credit courses, students take 13 required core courses plus 5 electives, 2 of which must be marketing electives. We strongly encourage students to take all 7 electives in the area of marketing.

**The 48-credit MBA in Marketing track** curriculum requires 16 three-credit courses. Within the 16 three credit courses, students take 14 required core courses, including a 3 credit industry project (MBA 522) and 2 Marketing electives.

**The 36 credit MBA in Marketing track** requires 12 three-credit courses. Within the 12 courses, students take 9 required core courses, including a 3 credit industry project (MBA 522), and 3 elective courses. Two of these electives must be marketing electives. *Students will not have to take the following core courses: MBA 502, 504, 505, 589, or 592.*

**Course Requirements for the MBA in Marketing**

- MBA 501 - Management Economics
- *MBA 502 - Finance*
- MBA 503 - Data Analysis & Decision Making
- *MBA 504 - Financial Accounting*
- *MBA 505 - Marketing*
- MBA 506 - Leadership & Team Effectiveness
- MBA 507 - Ethics in Management
- MBA 511 - Technological Innovations
- MBA 512 - Bus Planning & Strat Mgt
- MBA 521/522 - Industry Project
- *MBA 589 - Operations Management*
- MBA 592 - Organizational Behavior
- *MBA 565 - Marketing Research*
- *MBA 567 - Marketing Strategy*

**Elective courses:**

- 36 credit track: Students in the 36 credit track will take a total of five 500-level MBA elective courses, two of these must be MKT elective courses.
- 48 credit program: Students in the 48 credit program must take two MKT elective courses.
- 60 credit program: Students in the 60 credit program will take seven 500-level MBA elective courses, two of these must be MKT courses.

**MBA in Health Care Management**

The College of Business offers an MBA in Health Care Management Degree. This degree prepares students for careers in the exciting and tremendously growing field of health care. From industries such as hospitals, insurance and health services, to pharmaceuticals, biotech, and consulting, there is a huge demand for business professionals with health care acumen. This program will provide students with knowledge in health management, regulations, delivery systems and various industry segments that span the health systems of the 21st century. Courses in this program are offered in collaboration with Stony Brook's School of Health Technology and Management and the College of Business. In addition to health care management expertise, the degree will equip students with broad skills and knowledge in business, accounting, finance, marketing, operations, management, and leadership. It allows for 4 classes in the health care management area, allowing students exposure to various aspects of health care management functions across various types of health care organizations.
The **60-credit MBA in Health Care Management track** curriculum comprises 18 three-credit courses plus a six-credit industry project (MBA 521). Within the 18 three-credit courses, students take 11 required core courses plus **7 electives, 4 of which must be Health Care Management electives. We strongly encourage students to take all 7 electives in the area of Health Care Management. Students in the 60-credit program are also required to complete an internship (MBA 599).

The **48-credit MBA in Health Care Management track** requires 16 three-credit courses. Within the 16 three-credit courses, students take 12 required core courses, including a 3 credit industry project (MBA 522) and 4 Health Care Management electives.

The **36 credit MBA in Health Care Management 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 5 elective courses. Four of these electives must be Health Care Management electives. *Students will not have to take the following core courses: MBA 502, 504, 505, 589, or 592.*

**Course Requirements for the MBA in Health Care**

MBA 501 - Management Economics

*MBA 502 - Finance
MBA 503 - Data Analysis & Decision Making
*MBA 504 - Financial Accounting
*MBA 505 - Marketing
MBA 506 - Leadership & Team Effectiveness
MBA 507 - Ethics & Law
MBA 511 - Technological Innovations
MBA 512 - Bus Planning & Strat Mgt
MBA 521/522 - Industry Project
*MBA 589 - Operations Management
MBA 592 - Organizational Behavior

**Elective courses:**

36 credit track: Students in the 36 credit track will take a total of five 500-level MBA elective courses, four of these must be HAS elective courses.

48 credit program: Students in the 48 credit program must take four HAS elective courses.

60 credit program: Students in the 60 credit program will take seven 500-level MBA elective courses, four of these must be HAS courses.

**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.

**Traditional 60 Credit MBA in Accounting Program**

Requires 18 three-credit courses plus a six-credit industry project (MBA 521). Within the 18 three-credit courses, students take 10 required core courses plus 8 accounting courses: ACC 542, ACC 562, ACC 590, ACC 591, ACC 594, ACC 596, ACC 597 and ACC 598. Students in the 60-credit program are also required to complete an internship (MBA 599).

**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 MBA 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**
ACCOUNTING (ACC) Spring 2019

ACC 210 – Financial Accounting
ACC 214 – Managerial Cost Analysis and Applications
ACC 310 – Intermediate Accounting I
ACC 311 – Federal Income Taxation I
ACC 312 – Financial Statement Reporting and Analysis
ACC 314 – Federal Income Taxation II
ACC 400 – External Auditing
BUS 325 – Legal Environment of Business

**MBA in Accounting Core Course Requirements**

MBA 501 – Managerial Economics
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 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.

**Dual Degree Programs**

- Combined MBA/MA in Art History
- Combined MBA / MS in Mechanical Engineering
- Combined MBA / MS in Computer Science
- Combined MBA / MS in Biomedical Engineering
- Combined MPH (Public Health)/ MBA
- Combined MD / MBA

**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. This program offers only Fall admission.

Prerequisites: 30 general business credits; 3 law credits; accounting specific prerequisites: ACC 210, ACC 214, ACC 310, ACC 311, ACC 312, ACC 314, ACC 400

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

MS in Finance
The Master of Science in Finance is a unique opportunity to further your education in the field of finance. This 30 credit program is well suited to financial professionals who seek advanced finance skills, as well as students from other disciplines who seek to strengthen their finance expertise. The Master of Science in Finance focuses on finance-specific topics, requiring ten finance based courses culminating in an expertise of the discipline. This program will focus on developing an understanding of financial concepts and applications, preparing students to work in various areas of commercial finance such as, banking, investments and corporate finance.

Course Requirements for the MS in Finance
MBA 502 Finance
FIN 536 Financial Management
FIN 539 Investment Analysis
FIN 540 Probability & Statistics for Finance
FIN 541 Bank Management
FIN 545 Capital Markets
FIN 549 Risk Management
FIN 552 Merger and Acquisitions
FIN 578 Behavioral Finance
FIN 580 Finance Capstone Course

MS in Technology Management - Korea
The Master of Science in Technology Management (MS – TM) is offered jointly by the College of Business and the School of Integrated Sciences & Technologies (aSSIST). This program was created with an emphasis on business and technology to meet the needs of Korea’s working professionals.

Students will take a total of 36 credits of TMP courses. Each course is 1.5 credits. The program is offered in a lock-step cohort over the course of one year. Exact courses and schedule of classes will be determined prior to the commencement of each new cohort. The majority of instruction for this program will take place in Korea with a three-week summer study at Stony Brook University’s main campus.

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, Jiyan, 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
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.

Affiliated 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.