

Business Administration Program

### **College of Business**

#### **Dean**

Haresh Gurnani, Harriman Hall

#### **Associate Dean for Programs**

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#### **MBA Program Directors**

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#### **MSF Program Director**

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Cecilia (Qian) Feng, Harriman Hall

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Aaron Kim, Harriman Hall

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#### **Senior Assistant Dean for Curriculum, Accreditation, & Student Services**

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Joyce Wellinger, Harriman Hall

#### **Office of Student Services (Admissions & Advising)**

Harriman Hall Room 109 (631) 632-7171

cobgraduate@stonybrook.edu

#### **Web Site**

<http://www.stonybrook.edu/business>

#### **Advanced Graduate Certificates Awarded**

Finance

#### **Degrees Awarded**

M.B.A., M.B.A. in Accounting, M.B.A. in Finance, M.B.A. in Marketing, M.B.A. in Health Care Management, M.S. in Accounting, M.S. in Finance, M.S. in Technology Management (in Korea)

#### **Application**

<https://graduateadmissions.stonybrook.edu/apply/>

### **Description of The College of Business Graduate Programs**

In today's world of constant change and extraordinary opportunity, the need for business education has never been greater. Our graduate business degree programs are 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.

By focusing on strategic, managerial, analytical, and technical processes and outcomes critical to success in a broad spectrum of industries, Stony Brook University's graduate business programs help 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 College of Business 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](http://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](http://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](http://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 for College of Business Graduate Programs

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 in the Fall or Spring semester. All graduate applications are submitted online through the following website: <https://graduateadmissions.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 Graduate School 2401 Computer Science Building Stony Brook, NY 11794-4433 or sent electronically [gradadmissions@stonybrook.edu](mailto:gradadmissions@stonybrook.edu). We strongly encourage foreign transcripts to be evaluated by World Education Services (WES) or another NACES association member.
- 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. The GMAT/GRE are optional and should be used to enhance your application.
- 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 the application website.
- E. Applicants whose first or primary language is not English, must submit one of the following:
  - A TOEFL internet-based score of 80 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. 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 Deadlines**

#### **MBA, MS in Accounting and MS in Finance**

##### **Fall**

International Applicants, April 15th

Domestic Applicants, July 1st

#### **MBA, MS in Accounting**

##### **Spring**

International Applicants, November 1st

Domestic Applicants, December 15th

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

For additional information, please visit [www.stonybrook.edu/business](http://www.stonybrook.edu/business) or email [cobgraduate@stonybrook.edu](mailto:cobgraduate@stonybrook.edu).

Office of Student Services

Harriman Hall, Room 109

College of Business

Stony Brook University

Stony Brook, New York

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E-mail: [cobgraduate@stonybrook.edu](mailto:cobgraduate@stonybrook.edu)

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. We offer a flexible course schedule with daytime, evening, and some Saturday and online options. We also offer convenient summer and winter courses to help accelerate program completion.

The College of Business offers 2 different credit track options for the MBA in Accounting, MBA in Finance, MBA in Health Care, MBA in Marketing, and the general MBA program with optional concentrations in either, Innovation, or Operations Analytics .

**48 Credit MBA program:** All students who have earned a Bachelor's Degree (regardless of the major), are eligible to apply for the 48 credit track. The curriculum includes 16 three-credit courses which includes eleven required core classes and 5electives, 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 to apply for a 36 credit track. Students will take 12 three-credit courses, which includes six required core courses and six elective courses. Five of the 6 elective courses must be taken in the respective degree subject area or from one of the concentrations. Students will not take the following core courses: MBA 502, 504, 505, 589, or 592.

#### Core Courses

All MBA students will take core courses that cover a broad range of topics including data analysis, leadership, team building, communications, decision-making, innovation, and strategy. In addition, students in the 48 credit programs will take courses that cover the topics of accounting, finance, marketing, operations management, and organizational behavior.

#### Requirements for the MBA program with Optional Concentrations

The general MBA program is the most flexible of all program options. In addition to the course courses, students are able to choose business elective courses that best suit their professional goals. There is an option for students to concentrate in either Innovation or Operations Analytics if they choose. Students choosing either of these concentrations would take 4 electives from their concentration of choice in order to earn that concentration. Students pursuing the general MBA program should meet with an advisor to discuss the best elective courses to take for their career path.

#### Core Course Requirements for the MBA

\*MBA 502 - Finance

MBA 503 - Data Analysis & Decision Making

\*MBA 504 - Financial Accounting

\*MBA 505 - Marketing

MBA 506 – Leadership, Team Effectiveness, & Communications

MBA 507 - Ethics & Management

MBA 511 - Technological Innovations

MBA 512 - Bus Planning & Strat Mgt

MBA 543 – Business Analytics

\*MBA 589 - Operations Management

\* MBA 592 - Organizational Behavior

\*Students in the 48 credit track program must take these core classes.

#### Elective Course Requirements:

36 credit track: Students in the 36 credit track will take a total of six 500-level MBA elective courses. Please note that the following courses are NOT considered electives: MBA 502, 504, 505, 589, 592.

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

**Innovation Concentration Electives:** BUS 554, BUS 567, FIN 552, MBA 509, MBA 522/MBA 599, MBA 538/HRM 538, MBA 530, MBA 540, MBA 544, MBA 563, MBA 566, MBA 570, MBA 571, MBA 574, MKT 535, MKT 565, MKT 567

**Operations Analytics Concentration Electives:** MBA 509, MBA 517, MBA 522/MBA 599, MBA 540, MBA 544, MBA 574, MBA 587, MBA 588, MBA 595, BDA 508, BDA 510, BDA 513, MKT 569

### **Flexible Scheduling: On-campus, Fully Online or In Combination**

To meet the demands of working professionals, courses are offered weeknights on-campus or completely online. Students may choose to combine both face-to-face and online courses in our traditional MBA program, or they may apply to the MBA Online program with a concentration in general studies, innovation or operations analytics and take all of their courses via the internet. Online students do not have an on-campus residential requirement.

### **Requirements for the 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 48-credit MBA in Finance track** curriculum requires 16 three-credit courses. Within the 16 three-credit courses, students take 11 required core courses and 5 elective courses. Four of these electives must be Finance electives and an additional FIN or MBA elective for a total of five 500-level electives.

**The 36 credit MBA in Finance track** requires 12 three-credit courses. Within the 12 courses, students take 6 required core courses and 6 elective courses. Five of these electives must be Finance electives and an additional FIN or MBA elective for a total of six 500-level electives.

\*Students will not have to take the following core courses: MBA 502, 504, 505, 589, or 592.\*

### **Core Course Requirements for the MBA in Finance**

\*MBA 502 - Finance

MBA 503 - Data Analysis & Decision Making

\*MBA 504 - Financial Accounting

\*MBA 505 - Marketing

MBA 506 - Leadership & Team Effectiveness & Communications

MBA 507 - Ethics & Management

MBA 511 - Technological Innovations

MBA 512 - Bus Planning & Strat Mgt

MBA 543 – Business Analytics

\*MBA 589 - Operations Management

\*MBA 592 - Organizational Behavior

### **Elective courses:**

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

48 credit program: Students in the 48 credit program must take five elective courses, four of these must be FIN courses.

### **Requirements for the 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 48-credit MBA in Marketing track** curriculum requires 16 three-credit courses. Within the 16 three credit courses, students take 13 required core courses, 2 Marketing electives and an additional MKT or MBA elective for a total of three 500-level electives.

**The 36 credit MBA in Marketing track** requires 12 three-credit courses. Within the 12 courses, students take 8 required core courses and 3 marketing elective courses and an additional MKT or MBA elective for a total of four 500-level electives. \*Students will not have to take the following core courses: MBA 502, 504, 505, 589, or 592.\*

#### **Core Course Requirements for the MBA in Marketing**

\*MBA 502 - Finance

MBA 503 - Data Analysis & Decision Making

\*MBA 504 - Financial Accounting

\*MBA 505 - Marketing

MBA 506 - Leadership & Team Effectiveness & Communications

MBA 507 - Ethics in Management

MBA 511 - Technological Innovations

MBA 512 - Bus Planning & Strat Mgt

MBA 543 – Business Analytics

\*MBA 589 - Operations Management

\*MBA 592 - Organizational Behavior

#### **Required Marketing Courses**

\*MKT 565 - Consumer Insights

\*MKT 567 - Integrated Marketing Management

#### **Elective courses:**

MKT 516, MKT 518, MKT 519, MKT 534, MKT 535, MKT 569, MKT 580, MBA 540

36 credit track: Students in the 36 credit track will take a total of four 500-level MBA elective courses, three of these must be from the list above and an additional MKT or MBA elective for a total of four 500-level electives.

48 credit program: Students in the 48 credit program must take two marketing elective courses from the list above and an additional MKT or MBA elective for a total of three 500-level electives.

#### **Requirements for the 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 48-credit MBA in Health Care Management track** requires 16 three-credit courses. Within the 16 three- credit courses, students take 11 required core courses and 5 Health Care Management electives.

**The 36 credit MBA in Health Care Management track** requires 12 three-credit courses. Within the 12 courses, students take 6 required core courses and 6 elective courses. Five of these electives must be Health Care Management electives and an additional Healthcare or MBA elective for a total of six 500-level electives.

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

\*MBA 502 - Finance

MBA 503 - Data Analysis & Decision Making

\*MBA 504 - Financial Accounting

\*MBA 505 - Marketing

MBA 506 - Leadership & Team Effectiveness & Communications

MBA 507 - Ethics & Management

MBA 511 - Technological Innovations

MBA 512 - Bus Planning & Strat Mgt

MBA 543 – Business Analytics

\*MBA 589 - Operations Management

\*MBA 592 - Organizational Behavior

#### **Elective courses:**

36 credit track: Students in the 36 credit track will take a total of six 500-level MBA elective courses, five of these must be health care electives. Students take HPH 508 or HPA 507, HPH 529, HPA 510, HPA 527 and HPH 536.

48 credit program: Students in the 48 credit program must take five health care electives. Students take HPH 508 or HPA 507, HPH 529, HPA 510, HPA 527 and HPH 536.

#### **Requirements for the 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 10 required core courses and 5 accounting courses: ACC 542, ACC 562, ACC 596, ACC 597, ACC 590 and one additional MBA elective.

#### **36 Credit MBA in Accounting Track**

Requires 12 three-credit courses. Within the 12 courses, students take 6 required core courses and the following 4 Accounting courses: ACC 562, ACC 596, ACC 597, ACC 590. Students 36 credit track will also take one additional ACC and 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**

There are a minimum of 18 accounting prerequisite credits for the MBA in Accounting. The prerequisites need 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 & Team Effectiveness & Communications

MBA 507 - Ethics and Management

MBA 511 – Technological Innovations

MBA 512 – Business Planning and Strategic Management

MBA 543 – Business Analytics

\*MBA 589 – Operations Management

\*MBA 592 – Organizational Behavior

#### **MBA Accounting Courses**

ACC 542 – Accounting for the Small Business Entrepreneur

ACC 543 – Corporate Governance

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

Faculty of the College of Business

Please see the College of Business Faculty Directory: [https://www.stonybrook.edu/commcms/business/about/\\_faculty/](https://www.stonybrook.edu/commcms/business/about/_faculty/)

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