

The Peter J. Tobin College of Business

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Objectives

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

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

The Tobin College of Business faculty carries out its responsibility for this preparation through excellence in teaching, supported by a commitment to applied business research.

Programs of Study

The Peter J. Tobin College of Business offers the Bachelor of Science degree with majors in Accounting, Actuarial Science, Business, Economics, Finance, International Management, Management, Marketing, and Risk Management and Insurance.

The School of Risk Management, Insurance and Actuarial Science, a division of

The Peter J. Tobin College of Business offers the B.S. degree in Actuarial Science and Risk Management and Insurance. The first two years of study for these programs are done at the Queens or Staten Island campus, with the major field coursework being completed in the last two years at the Manhattan campus. Actuarial Science students are strongly encouraged to take and pass the first two examinations (1/P and 2/FM) prescribed by the Society of Actuaries and the Casualty Actuarial Society. They can continue to pass more examinations while working to become an Associate or Fellow in this professional field.

The Tobin College of Business offers many combined B.S./M.S. and B.S./M.B.A. programs. The combined degrees in accounting, economics, finance, management, and marketing provide a unique opportunity to complete both B.S./M.S. or B.S./M.B.A. degrees typically within five years of full-time study. Interested students, who have maintained strong grades, should apply to the program in the second semester of the junior year (75 credits completed) of undergraduate study. The GMAT may be required.

Please note: Both the combined Bachelor and Master of Science or Master of Business Administration degrees in accounting or taxation are registered 150 credit hour licensure qualifying programs for Certified Public Accountancy, in the State of New York, and recognized in many other jurisdictions.

Careful selection of courses may enable a student to obtain a secondary concentration or minor.

Programs of study in the Tobin College of Business are reviewed from time to time. The faculty expressly reserves the right to make alterations to the curriculum consistent with the needs of business.

Professional Accreditation

The Peter J. Tobin College of Business is among only 25 percent of business schools accredited by The Association to Advance Collegiate Schools of Business – AACSB and among less than five percent of the world's business schools to earn dual accreditation for its business and accounting programs.

Accreditation standards have evolved to meet the contemporary needs of business, the professions, government and graduate and professional schools. By exceeding the quality standards for accreditation in professional education for business and management, the Tobin College of Business constitutes a sound choice for the prospective student. AACSB standards include an evaluation of faculty adequacy and competence, admission standards and performance standards for the student body, library facilities, computer equipment, financial support of the institution and the content and breadth of both the professional and non-professional curricular requirements. The professional curriculum

in an AACSB accredited school stresses a working knowledge of the major business disciplines, proficiencies in the use of analytical techniques in arriving at logical solutions to management problems and an appreciation for and dedication to the social and ethical responsibilities of the business manager.

Specific Entrance Requirements

16 high school units

(or appropriate score on the GED):

English	4
History	1
Science	1
Mathematics	3
Academic Electives	7

The recommended sequence of high school mathematics courses includes Elementary Algebra, Plane Geometry or Tenth Year Mathematics, and Intermediate Algebra and Trigonometry or Eleventh Year Mathematics or Mathematics "A" and "B."

Those students who wish to transfer to the Tobin College of Business from another institution or from within the University should consult the appropriate section of the Bulletin.

Advanced Placement

Applicants to the College are encouraged to take the examinations of the Advanced Placement (AP) program. Those who score sufficiently high may receive credit toward the Bachelor's degree. Test results should be sent to the Office of Admissions.

Transfer Student Policy

Undergraduate programs in business administration in an AACSB-accredited school concentrate the professional courses in the last two years of a four-year program. The objective is to permit the student to acquire a foundation of work in the basic arts and sciences, and foundational business courses, as a prerequisite for professional courses in business.

Credit may be considered for transfer if it was earned at a college/university that is accredited by a regional accrediting organization (e.g. Middle States Association of Colleges and Schools). Students with credit from other countries will be asked to provide a World Education Service evaluation before credits are reviewed. Only courses with grades of C or better will be considered for transfer.

Students who wish to be considered for admission to the Actuarial Science major must have a cumulative GPA of a 3.0, or higher, and must take and have a "B" or better average in Calculus I and II.

Students planning to take their first two years of work at a community college are advised to take a majority of their work in the arts and sciences, including macro- and

micro-economics and a strong background in mathematics. Students who have not completed pre-calculus or calculus prior to enrollment may be required to take a math placement test to determine their level of mathematic proficiency; additional math courses may be needed. Transfer students should take only those business courses that are offered freshman- and sophomore-level courses in the Tobin College of Business. These lower division courses are numbered 1301 through 2399.

A limited number of courses that are offered as upper-division work in the Tobin College of Business may be considered for transfer credit from another four-year, AACSB accredited school.

No remedial work will be accepted for transfer.

Degree Requirements

A minimum of 124 semester hours of credit for non-actuarial science majors; a minimum of 127 semester hours for Accounting majors with a dual business major in Economics, Finance, Management, Marketing or Risk Management and Insurance; a minimum of 129 semester hours for Actuarial Science majors, and a minimum of 126 semester hours for the Quantitative Risk and Insurance track are required to graduate from their respective programs. A minimum of a 2.0 cumulative quality point index and a 2.0 major field index are required for the Bachelor of Science degree in the Tobin College of Business.

Actuarial Science majors must maintain an average GPA of 3.0, or higher, in MTH 1730, 1740, ACT 2322, 2333, and 2334 in order to progress in the Actuarial Science program, (or in order to register for ACT courses of 3000-level or higher.)

Please refer to the Core Curriculum section in the front of the bulletin and consult the Dean's Office of The Peter J. Tobin College of Business for most current degree requirements.

We reserve the right to make program changes, as necessary.

Basic Liberal Arts Core

All Majors Except Actuarial Science major and Quantitative Risk and Insurance track in Risk Management and Insurance Major

	Credits
DNY 1000C*	3
DS 2333	3
DS 2334	3
ECO 1301	3
ECO 1302	3
ECO Elective	3
ENG 1000C	3
ENG 1100C	3
ENG Elective	3

HIS 1000C**	3
Language or Culture***	6
MTH 1320	3
PHI 1000C	3
PHI 2220	3
PHI 3000C****	3
SCI 1000C	3
SPE 1000C	3
THE1000C	3
One course from THE 2200-2800****	3
THE 3305	3

B.S. Accounting only

General Elective	3-6
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Students may select a course from professional subjects or from the liberal arts and sciences, in consultation with an advisor.

Actuarial Science majors and Quantitative Risk and Insurance track in Risk Management and Insurance Major only: Instead of MTH 1320, must take:

MTH 1730	4
MTH 1740	4
Liberal Art Elect (ACT only)	3

(DS 2333 and 2334 are NOT required for the ACT major, and DS 2333 is not required for the QRI track)

Total 63-84

* External transfer students transferring less than 24 credits may be required to complete DNY 1000C. If transfer social science credit was not already awarded to substitute this credit, students should see the TCB Dean's office to determine an alternate course to complete this credit requirement.

** External transfer students who have taken an applicable history course may receive 1 credit for HIS 1000C.

*** International Management majors must complete 2 semesters of foreign language only, specific to their Global Experience country, in consultation with their Dean or Advisor.

**** External transfer students who have earned an associate degree (outside of STJ), prior to enrollment, may be waived from THE 2200-2800 and/or PHI 3000C, provided they have sufficient liberal art transfer credit to substitute these requirements.

Basic Business Core

B.S. Accounting:

ACC 2370	3
BUS 1100	1
CIS 1332	3
LAW 1310	3
FIN 2310	3
MGT 2301	3
MGT 4329	3
MKT 2301	3
RMI 2301	3

Note: Business Core may vary if pursuing a combined degree program.

Actuarial Science majors:

ACC 2320	3
BUS 1100	1
CIS 1332	3
FIN 3311	3
FIN 3388	3
LAW 1310	3
MGT 2301	3
MGT 3325	3
MGT 4329	3
MKT 2301	3
RMI 2301	3
RMI ELEC	3
TECH ELEC	3

Quantitative Risk and Insurance track in Risk Management and Insurance major:

ACC 2320	3
BUS 1100	1
BUS ELEC	3
BUS/GEN ELEC*	3
CIS 1332	3
FIN 3311	3
FIN 3388	3
LAW 1310	3
MGT 2301	3
MGT 3325	3
MGT 4329	3
MKT 2301	3
RMI 2301	3
TECH ELEC	3

Non-Accounting, Non-Actuarial Science and Non-Quantitative Risk and Insurance track majors:

ACC 2320	3
BUS 1100	1
BUS ELEC	3
BUS/GEN ELEC*	6
CIS 1332	3
FIN 2310	3
LAW 1310	3
MGT 2301	3
MGT 3325	3
MGT 4329	3
MKT 2301	3
RMI 2301	3
TECH ELEC	3

Note: Business Core may vary if pursuing a combined degree program.

Total 25-40

*International Management major requirement is 3 credits only.

Fields of Specialization section

Please see the TCB Dean's Office for program and course requirements for the Dual ACC/Business majors in Economics, Finance, Management, Marketing, and Risk Management and Insurance.

Accounting:

(Queens, Staten Island)

ACC: 2371, 3372, 3373, 3354, 4345, Tax 3361.

***International Management majors must complete 2 semesters of foreign language only, specific to their Global Experience country, in consultation with their Dean or Advisor.

Professional Electives:

9 credits from 3000 or 4000 level ACC/TAX courses.

TOTAL 27

*International Management major requirement is 3 credits only.

Actuarial Science: (Manhattan)

ACT: 2322, 2333, 3334, 3335, 3336, 3349, 4347, 4348.

TOTAL 24

Business

(Manhattan, Queens, Staten Island)

Professional Electives:

21 credits from 3000 or 4000 level courses offered by Departments within The Peter J. Tobin College of Business.

TOTAL 21

Economics:

(Queens)

ECO 3303, 3341, 3343 9

Professional Electives:

12 credits from the following: ECO 3306, 3307, 3313, 3323, 3335, 3344, 3346, 3349, 3360, 4340, 4345, 4350, 4399, 4400; not more than six credits from outside of economics; FIN 3311, 3312, 3315, 3316, 3318, 4317; MKT 3312.

TOTAL 21

Note: Economics majors are urged to take ECO 4350 among their elective courses.

Finance:

(Queens, Staten Island)

FIN 3311, 3312 6

Professional Electives:

15 credits from the following: FIN 3315, 3316, 3318, 4314, 4317, 4327, 4328, 4350, 4399, 4400, ECO 3313, 3323, 3341, 3348, 4340, 4345 not more than six (6) credits from Economics.

TOTAL 21

Note: Finance majors are urged to take FIN 4350 among their elective courses.

International Management

(Queens)

(Students must select their Global Experience country upon enrollment, chosen in consultation with their Dean or Advisor.)

IB 3341, MGT 3391; and one (1) of the following: Global Destination course (GDC), or Global Internship, or IB 4312 9

Professional Electives:

3 credits from the following: Business/ Language Culture (chosen in consultation with Dean) 3

9 credits from the following:

IB 4312; MGT 3339, 4334, 4338; MKT 3317; GDC 9

TOTAL 21

112

Management:

(Queens, Staten Island)

MGT 3331, 3323

Professional Electives:

15 credits from the following: MGT 3330, 3332, 3337, 3339, 3340, 3341, 3342, 3344, 3346, 3391. 4310, 4311, 4320, 4324, 4326, 4333, 4334, 4335, 4336, 4338, 4347, 4348, 4350, 4399, 4400, IB 3341, 4312.

TOTAL 21

Marketing:

(Queens, Staten Island)

MKT 3311, 3312

Professional Electives:

15 credits from the following: MKT 3305, 3306, 3307, 3308, 3309, 3310, 3315, 3317, 3320, 3321, 4305, 4306, 4316, 4318, 4350, 4399, 4400, IB 3341, 4312.

TOTAL 21

Risk Management and Insurance*:

(Manhattan)

RMI 3333, 3355, 3361, 4334, 4390 15

Professional Electives:

6 credits from the following: RMI 3335, 3350, 3360, 3388, 4311. 4364, 4399, 4400

TOTAL 21

*Courses may be offered in Queens and Staten Island.

Quantitative Risk and Insurance Track:

ACT 2322, 2333, 2334 9

RMI 3388, 3335 6

Professional Electives:

6 credits from the following: RMI 3333, 3350, 4311, 4334, 4364 6

TOTAL 21

Certificate in Risk and Insurance*

The Certificate in Risk and Insurance is a two semester 24-credit certificate program, based at the Manhattan campus, and admits students in the Fall semester. Students take four courses in each of the Fall and Spring semesters. While an undergraduate degree is not a prerequisite for admission, most people who enroll in this certificate program possess a minimum of an Associate degree, significant college level study and/or industry experience. For additional consumer information, the applicant may refer to the website at stjohns.edu/academics/undergraduate/tobin/risk.

Courses

Fall Semester

RMI 2301 Principles of Risk Management and Insurance

RMI 3355 Risk Control

RMI 4364 Reinsurance

RMI 4390 Insurance Industry Operations

Spring Semester

RMI 3333 Commercial Property Risk Management and Insurance

RMI 3361 Insurance and Alternative Risk Transfer

RMI 3335* Life-Health, Pension and Social Insurance

RMI 4334 Commercial Liability Risk Management and Insurance

Elective

(may be used instead of any asterisked* course if available) RMI 3335, 3350, 3360, 4364, 4399 (spring).

Minors

In addition to The Peter J. Tobin College of Business minors offered below, TCB students may choose a minor from another college within St. John's University. All minors must be chosen in consultation with a Tobin College of Business Advising Dean. Most minors cannot be completed within the normal credit hour requirements of the baccalaureate degree. Students may declare a minor upon completion of 24 credit hours at St. John's University.

Accountancy Minors**Accounting**

(For students who change majors from accounting after third year-must have a 2.0 ACC GPA)
15 credits
ACC 2371, 3372, 3373, 3354; TAX 3361.

Accounting for the Liberal Arts Student

15 credits
ACC 2320, 3352, 3354, 4345; TAX 3361.

Accounting Information Systems

15 credits
ACC 3354, 3355, 3356, 3357, plus one (1) ACC/ERM Elective.

Advisory and Assurance services

15 credits
ACC 3356, 3357, 3358, 4347, 4348.

Audit Analytics

15 credits
ACC 3354, 3355, 3359; DS 2333, 2334.

Financial Reporting and Analysis

15 credits
ACC 2370, 2371, 3352, 3372, 3373.

Government and Not-for-Profit

15 credits
ACC 2320, 3354, 3357, 4344, 4345.

Information Systems

21 credits
ACC 3354 OR MGT 4322; ACC 3355; CIS 3345, 3347, 3348; MGT 3342, 4340.

Managerial Accounting

15 credits
ACC 3354, 3355, 4345, 4346, plus one (1) ACC/ERM Elective.

Taxation

15 credits
TAX 3361, 4362, 4363, 4364, 4365.

Business Analytics Minor

15 credits
DS 2334, plus 12 credits (4 courses) from: CIS 3347, 3352; DS 3330, 3336, 3337, 3338.

Business Law Minor

15 credits
LAW 1310, plus 12 credits (4 courses) from the following- a minimum of 6 credits must be taken from TCB course offerings:
TCB courses: LAW 4313, 4314, 4315, 4316
SJC courses: GOV 2490, 2500, 2580, 3450, 3460, 3450, 3460, 3620, RCT 3180.

Finance Minor

15 credits
FIN 2310, 3311, 3312, plus 6 credits (2 courses) from the following: FIN 3315, 3316, 3318, 3388, 4317, 4327, 4328, 4350.

Management Minors

Entrepreneurship and Small Business Management

15 credits
MGT 2301, 4310; MKT 3322; ACC 2320, plus 3 credits (1 course) from the following: LAW 4316 or MGT 4311.

General Management

18 credits
MGT 2301, 3325, 3331, plus 9 credits (3 courses) from the Management Department course offerings.

Human Resource Management

18 credits
MGT 2301, plus 15 credits (5 courses) from the following: MGT 3331, 3332, 4333, 4334, 4335, 4336.
Upon successful completion of the above coursework, students will have the opportunity to sit for certification exam offered by the Society for Human Resource Management (SHRM).

International Management

18 credits
MGT 2301, 3339, 3391, 4334, 4338, IB 3341.

Sustainability and Social Enterprise

15 credits
MGT 2301, 3336, 3653; ACC 3358, plus 3 credits (one course) from the following: IB 4312 or MGT 3337

Student Responsibility

It is the responsibility of students to make certain that their academic records are in proper order at the time they make application for the bachelor's degree. Should students be unable for any reason to take a prescribed course in the regular semester, it is their responsibility to take the course later. They should not expect a waiver for the course at a subsequent date, nor should they expect that the course be offered at an unusual time to meet their personal circumstances.

Special Programs

Executive in Residence Program

The College introduced the Executive-in-Residence Program in the Fall of 1967 to promote the talents of outstanding students in business and develop more effective professionals. The program provides an opportunity for selected undergraduate students to enter seminars that enrich classroom experiences.

The Executive-in-Residence Program is designed to provide a forum for interaction between practicing executives and the business student. Students are helped in developing greater awareness of the numerous implications of upper-level management decisions. Theoretical course work is complemented with practical insights. The program enables students to broaden their perspectives of the management of organizations in various fields. Upper-level executives from private, quasi-public and public organizations meet with students to discuss how they make decisions.

The program was developed through the cooperation of Borden, Inc. It has included the participation of executives from the following for-profit and not-for-profit organizations: Broadridge Financial Solutions, Inc., Catholic Medical Mission Board, Cushman and Wakefield, Inc., Goodwill Industries of Greater New York, and Northern New Jersey, Inc., Grant Thornton, Henry Schein, Inc., KPMG, Leerink Swann, National Grid, New York Stock Exchange, Ridgewood Savings Bank, RR Donnelley, Standard and Poor's, STV Group, United Cerebral Palsy—Suffolk and Weiser LLP.

Invitations to join the program are extended to students entering senior year with 90 credits. Selection is based upon the student's index (3.4 minimum) and faculty recommendations. Participants are required to attend a two-semester, six-credit seminar during which they develop skills in problem solving and analysis and heightened awareness of upper-level management concerns and problems.

The Executive-in-Residence Program offers the challenge of independent and cooperative research and provides for the development of individual initiative, all of which teach students how to make decisions.

GLOBE

GLOBE, a student-managed academic program and microfinance fund at St. John's University, the Peter J. Tobin College of Business, provides loans to entrepreneurs in the developing world. Through GLOBE, students are educated about the world of microfinance while applying their business skills to help the poorest of the poor lift themselves and their families out of poverty. Students with a minimum of a 3.0 cumulative index may apply for this course for their junior or senior year, and may earn 3 credits toward their major or a business elective.

Global Destination Courses

For-credit Global Destination Courses offer students short-term international travel in conjunction with an on-campus business course. During a period of one-to-two weeks' travel to a global destination, students participate in business site visits, guest lectures and cultural excursions. Courses and travel locations change each semester. Visit stjohns.edu/gdc for further information.

SRM Apprenticeship Program

The School of Risk Management, Insurance and Actuarial Science (SRM) administers the SRM Apprenticeship Program, providing a structured experience that allows students to apply their classroom knowledge to paid professional work with major employers in the insurance and financial services industry.

The program affords students the opportunity to build their industry knowledge, develop workplace competencies, explore careers, increase their marketability and make a valuable contribution to an organization through consecutive semesters of meaningful work assignments. The program incorporates collaboration among SRM, the student and the employer. Each assumes distinct responsibilities for the purpose of enhancing the student's learning experience. Learning objectives are employed and periodic reviews are conducted, providing important assessment and feedback to the participating student.

The SRM Apprenticeship Program is a selective, competitive program open to undergraduate junior or senior year students majoring in Actuarial Science or Risk Management with a minimum cumulative index of 3.0. Participants are required to attend a pre-placement seminar prior to employer referrals. Students complete work periods of not less than two consecutive academic semesters which may begin during fall, spring or summer. Work schedules may include full-time (35 hours/week) employment during summer and part-time (15-20 hours/week) during spring and fall semesters. Upon successful conclusion of the Apprenticeship Program, participation is noted on the student's academic transcript.

Co-Curricular Activities

To encourage professional development outside formal coursework, the Tobin College of Business offers its students professional societies in each major field of study. These societies are run by the student members with the guidance of a faculty moderator. Though each society emphasizes a particular business discipline, membership is generally open to all students.

Among the co-curricular activities in the Tobin College of Business are:

- Accounting Society
- Actuarial Club
- APICS, The Educational Society for Resource Management
- Advertising Club
- Ascend–Pan Asian Student Organization
- Economics and Finance Society
- Gamma Iota Sigma (Risk Management and Insurance)
- Marketing Club
- National Association of Black Accountants

Academic Information

Pass-Fail Option

This option is available to a student whose current cumulative grade point average is at least a 2.0 and has completed at least 24 semester hours. Students may pass/fail courses in the Liberal Art Core (*except DS 2333-Modern Statistics I*) or a General Elective, **ONLY**. Additionally, courses in the Business Core, major field or minor sequence may **NOT** be pass/failed.

A maximum of 12 credits may be taken pass/fail, with no more than any one course in a given semester. In no case will the quality point index be affected; a Pass will be credited toward the degree. However, courses in the student's major or minor which are to be used for general elective credit are not eligible for the Pass-Fail Option.

Application for this option may be made online through UIS approximately two weeks prior to the withdrawal date. A student may also change the status from the Pass-Fail Option to a regular grade up until the withdrawal date.

Honor Societies

Alpha Delta Sigma

This is the national advertising honor society sponsored by the American Advertising Federation.

Alpha Mu Alpha

Alpha Mu Alpha is a national marketing honor society sponsored by the American Marketing Association to recognize and reward scholarship among students of marketing.

Beta Alpha Psi

Beta Alpha Psi is the national scholastic honor society in accounting. Its objective is to encourage and recognize scholastic excellence in that field.

Beta Gamma Sigma

Iota Chapter of Beta Gamma Sigma, the national scholastic honor society for colleges of business administration, was established at St. John's University in 1968, following the accreditation of the College by the American Assembly of Collegiate Schools of Business.

Omicron Delta Epsilon

Theta Chapter of Omicron Delta Epsilon, the national honor society in economics, was established at St. John's University in 1958.

Sigma Iota Epsilon

Sigma Iota Epsilon is the national scholastic honor society in management. Its general purpose is two-fold: to encourage and recognize scholarly excellence and to promote cooperation between the academic and practical aspects of management.

Course Offerings

All course credits are listed in semester hours. For descriptions of courses other than those listed here, consult the index for location of other departments.

Each course number has four digits. The first of these digits shows the class level of the course. These are designated as follows:

- 1 designates freshman level
- 2 designates sophomore level
- 3 designates junior level
- 4 designates senior level

The second digit shows the number of credit hours for the course. The last two digits reflect the course number. For example, Management 4329 would be interpreted as follows: The first digit (4) indicates that this is a senior level course. The second digit (3) indicates that this is a 3-credit course. The last two digits indicate that this course is Management 29, i.e., Managerial Strategy and Policy.

No student is permitted to enroll in any junior- or senior-level business course without the designated prerequisite(s). Additionally, no student is permitted to enroll in any junior-level business course until Math 1320 and CIS 1332 or DS 2333 have been completed.

Department of Accountancy

Nina T. Dorata, Ph.D., C.P.A., Chair

ACC 2370 Financial Accounting and Reporting

This introduction to financial accounting includes such topics as the basic accounting framework and concepts; cash flows, income reporting and financial position; the accounting process; and financial statement elements. *Credit: 3 semester hours.*

ACC 2371 Intermediate Accounting I

Prerequisite: ACC 2370, or an equivalent course. The use of accounting in the control and reporting of business transactions and events are examined using U.S. and international financial reporting standards as a means of communicating necessary information to interested parties. Topics affecting income determination and conformity with GAAP, such as, accounting for current assets, long-term assets, and intangible assets are examined. *Credit: 3 semester hours.*

ACC 3372 Intermediate Accounting II

Prerequisite: ACC 2371, or an equivalent course. Financial statements, account balances, and business transactions and events are analyzed using U.S. and international financial reporting standards as the means of communicating necessary information to interested parties. Topics affecting income determination and conformity with GAAP, such as, accounting for current liabilities and contingencies, long-term liabilities, stockholders' equity, dilutive securities and earnings per share, investments, revenue recognition, as well as accounting and the time value of money, are examined. *Credit: 3 semester hours.*

ACC 3373 Intermediate Accounting III

Prerequisite: ACC 3372. Financial statements, account balances, and business transactions and events are analyzed using U.S. and international financial reporting standards as a means of communicating necessary information to interested parties. Topics affecting income determination and conformity with GAAP, such as, accounting for income taxes; pensions and post-retirement benefits; leases; accounting changes and error analysis; statement of cash flows; full disclosure in financial reporting; partnership: formation, operation, termination, and liquidation; as well as, SEC financial reporting requirements are examined. *Credit: 3 semester hours.*

ACC 3354 Accounting Information Systems I (Formerly Accounting Information Systems)

Prerequisite: ACC 2370. Various accounting information and communication systems controls used by an entity with complex systems to monitor and to assess system risks are examined. Potential weaknesses in systems are identified to enable students to recognize appropriate mitigation controls. *Credit: 3 semester hours.*

ACC 4343 Advanced Accounting I

Prerequisite: ACC 3373, or an equivalent course.

Accounting theory and problems are applied to the formation, acquisition and liquidation of corporations. International and U.S. accounting principles that are applicable to consolidated financial statements of parents and subsidiaries are reviewed. *Credit: 2 semester hours.*

ACC 4344 Advanced Accounting II

Prerequisite: ACC 3373, or an equivalent course.

Special accounting principles, procedures and problems are applied to such entities as partnerships, estates, trusts, governmental, not for profit, and foreign business entities and their subsidiaries. *Credit: 2 semester hours.*

ACC 4345 Cost Accounting

Prerequisite: ACC 2370 or an equivalent course.

Techniques and methods associated with cost accounting, including product costing; planning and control in both functional-based and activity-based costing systems; as well as, key elements of cost accounting approaches, such as activity-based customer and supplier costing, strategic cost management, activity-based budgeting, process value analysis, and quality costing are examined. *Credit: 3 semester hours.*

ACC 4346 Advanced Cost Accounting

Prerequisites: ACC 4345 or an equivalent course.

Advanced topics in strategic, quality, and environmental cost accounting are discussed. Topics include responsibility accounting, performance evaluation, transfer pricing, lean accounting, productivity measurement, balanced scorecard, activity resource usage model and tactical decision making. *Credit: 3 semester hours.*

ACC 4347 Principles of Auditing

Prerequisite: ACC 3373 or an equivalent course.

Auditing theory and techniques are introduced and applied to audits of financial statements and internal controls over financial reporting. Auditing standards promulgated by the AICPA, PCAOB, and IAASB are discussed. *Credit: 3 semester hours.*

ACC 4348 Advanced Auditing

Prerequisite: ACC 4347 or an equivalent course.

The selection and application of auditing procedures to specific assertion objectives, risks, and internal controls relating to balance sheet and income statement accounts, business transactions and events, and overall financial statement presentation and disclosure are examined. Various reports rendered and other services provided by Certified Public Accountants are examined. *Credit: 3 semester hours.*

ACC 4351 Seminar in Accounting Theory

Prerequisite: ACC 3373, or an equivalent course.

The difficulties of preparing generally accepted accounting principles are explored, and current international and domestic promulgated standards, professional literature, selected proposals, and research, are examined. *Credit: 3 semester hours.*

ACC 4352 Financial Statement Analysis

Prerequisite: ACC 2320 or 2370, or an equivalent course.

The fundamental skills necessary to obtain an adequate understanding of the financial position, results of operations and cash-generating ability of business entities are examined. *Credit: 2 semester hours.*

ACC 4353 International Accounting

Prerequisite: ACC 2370, or an equivalent course.

The financial reporting issues and standards faced by multinational corporations operating in countries with different economic, social, cultural, political and legal systems are examined. *Credit: 3 semester hours.*

ACC 4355 Accounting Information Systems II (Formerly Information Technology Auditing)

Prerequisite: ACC 3354, or an equivalent course.

The various audit procedures used to obtain assurance about the systems of a complex information technology user are reviewed, and the appropriateness of information and communication systems controls are studied. *Credit: 3 semester hours.*

ACC 4356 Principles of Internal Audit

Prerequisite: ACC 2320 or 2370 or an equivalent course.

The objectives, concepts, principles, and techniques of internal auditing are covered, including the role of the internal auditor; types of audits; enterprise risk management; and the planning, performance, communication, and follow-up of audit. *Credit: 3 semester hours.*

ACC 4357 Financial Operations Auditing

Prerequisite: ACC 2320 or 2370 and FIN 2310, or an equivalent course.

The specialized accounting for brokers and dealers in securities and for hedge funds are introduced. Internal inspections of brokers and dealers, including regulatory compliance, are examined. *Credit: 3 semester hours.*

ACC 4358 Sustainability Accounting and Reporting

Prerequisite: ACC 2320 or ACC 2370 or an equivalent.

This course introduces students to (a) the fundamental concepts of corporate sustain ability and how sustainable development issues influence company accounting and reporting practices, (b) the systems and procedures that help ensure sustainability issues are considered in decision making and reporting, (c) the accounting tools to help assess and manage the social and environmental impact of business operations, as well as, (d) contemporary approaches and techniques to account for a company's social, economic, and environmental impacts.

ACC/TAX 4399 Accounting/Tax Internship

The internship provides students with the opportunity to develop accounting or tax skills in an actual work setting outside the classroom. This internship is a one term, part-time, credit-bearing position within a supervised work environment. This course is open to junior

accounting majors with 60 credits completed and a 2.75 cumulative index and at least one semester of academic credit completed at St. John's University. Coursework appropriate to the internship and permission of the instructor is required. *Credit: 3 semester hours.*

ACC/TAX 4400 Accounting/Tax Internship

A second internship, or continuation of ACC/TAX 4399, which may be used as a General Elective, and the earned grade is included in the major field index.

TAX 3361 Federal Income Taxation: Individuals

Prerequisite: None. Federal income tax laws with respect to how individuals and property transactions are taxed are examined from both tax compliance and tax planning perspective. Tax laws governing the rules for income inclusion, income exclusion, and allowed deductions, exemptions and credits are studied. Students will be introduced to tax filing requirements, the Internal Revenue Code, applicable regulations, and court decisions. The AICPA's Statements on Standards for Tax Services as it applies to a code of professional conduct for tax practitioners is incorporated into the course. *Credit: 3 semester hours.*

TAX 4362 Federal Income Taxation: Businesses

Prerequisite: TAX 3361, or an equivalent course. Federal income tax law as it applies to the allowance for cost recovery, the alternative minimum tax, tax accounting principles and regular C corporations. The tax rules applicable to corporations are examined with regard to organization, operation, distributions, redemption, liquidations and reorganizations. *Credit: 3 semester hours.*

TAX 4363 Federal Income Taxation: Special Topics

Prerequisite: TAX 4362, or an equivalent course. Federal tax law as it applies to partnerships, S corporations, exempt entities, tax administration and practice, federal gift and estate taxes, and income taxation of trusts and estates. Emphasis is also placed on tax research and communicating research results. *Credit: 3 semester hours.*

TAX 4364 Federal Income Taxation: Selected Topics II

Prerequisite: TAX 3361, or an equivalent course. Federal and multi-state income tax Law, state sales and use taxes, deferred compensation, taxation of estates and trusts, tax accounting principles, corporate organization and reorganization and special classes of corporations is studied. Emphasis is also placed on tax research and communicating research results. *Credit: 3 semester hours.*

TAX 4365 Practice and Procedure

Prerequisite: TAX 3361 and TAX 3362, or equivalent courses. This course focuses on the procedures to resolve disagreements—both pre-and post-audit—with the Internal Revenue

Service. The course considers the organization of the Internal Revenue Service; audit and conference procedure; preparation by accountant, attorney and corporate for audits, hearings and conferences; government's investigatory powers, with special emphasis on the rights and responsibilities of accountants; restrictions on assessments; statute of limitations. The course also considers filing requirements, interest and penalties, tax abatement and the issue of privilege. *Credit: 3 semester hours.*

Tax 4366 State and Local Income Tax

Prerequisite: TAX 3361, or its equivalent. This is a course that was designed establish the student's fundamental understanding of state and local tax compliance as it relates to their professional responsibility and their effectiveness as tax and accounting professionals and as corporate executives functioning in any aspect of the controllership accounting/tax function. This course focuses on broad array State taxation compliance models using the New York State tax code which one of the most comprehensive state and local government tax law models to prepare students for general compliance tasks for most state. In this course students will be exposed to state and local level corporate and individual income taxes, sales and use taxes and unincorporated local business taxes. The course will concentrate on taxation compliance and only the essential parts of the taxation models used by most states. *Credit: 3 semester hours.*

Department of Business Analytics and Information Systems (CIS/DS)

Ahmad Vakil, Ph.D., *Chair*

CIS 1332 Computer Systems and Software for Business Applications

Prerequisite: None. The course gives a survey on the fundamentals and emerging trends of computer systems including hardware, software, networks and their business applications. The software suite Microsoft Office 2007 (or later) is utilized throughout the course to illustrate the integrated application of productivity tools to solve business problems. *Credit: 3 semester hours.*

CIS 3339 Business Applications Software

Prerequisite: CIS1332. The course is designed to enhance student's critical-thinking and problem-solving ability through the intensive applications of software tools to solve real-world projects. Selected software tools include, but not limited to, MS Excel, MS Access, MS Project, MS Visual basic and XML applications. The course is taught using a hands-on approach with project-based tutorials. *Credit: 3 semester hours.*

CIS 3345 Web Design and Development

Prerequisite: CIS1332. This course is designed to help students learn the Web design principles and techniques. In this course, students will learn how to identify topics, develop content, organize presentations, and design interfaces. Upon completion of the course, students will be able to apply the design principles and use a variety of commercially available Web design software packages to create an industrial-grade websites or online learning courses. *Credit: 3 semester hours.*

CIS 3347 Business Data Communications and Network

Prerequisite: CIS1332. This course covers the fundamental concepts, business application aspects and emerging trends of data communications and networking. Selected topics include communications hardware, software, and protocols; network basics; network design and topology; local area networks (LAN); wide area networks (WAN); internet and TCP/IP architecture, intranet and extranet; wireless networks, virtual private networks (VPN); networks security, ethical issues, and management; and web technology. *Credit: 3 semester hours.*

CIS 3348 Computer and Network Security

Prerequisite: CIS 3347. This is the second course in communications network with the emphasis on network security and computer forensics. The course covers topics including security policies and standards, network vulnerabilities, firewall planning, design, configuration and administration, Virtual Private Network, contingency planning, intrusion detection and prevention systems, digital forensics, ethical issues, and management. Hands-on case application will be used to enhance the various topics of networks security discussed in the course. *Credit: 3 semester hours.*

CIS 3352 Database Management

Prerequisite: CIS1332. This course gives an intensive treatment on database processing. Emphasis is centered on the Data Base Management System's (DBMS) underlying concepts, theories, designs, implementations as well as future trends. Lab exercises and projects on the implementation of the designed data models, utilizing major DBMS packages (Oracle, MS SQL Server, MySQL, MS Access, Visual Basic), will be discussed and assigned throughout the course. *Credit: 3 semester hours.*

DS 2333 Modern Statistics I

Prerequisite: ECO1302; MATH 1320. The course discusses the introductory descriptive statistical measures and statistical theory of estimation and hypothesis testing relevant to economic problems. Topics include: methods of data presentation, measures of central tendency and dispersion, probability theory and classical probability distributions,

sampling distributions, hypothesis testing and estimation, including the use of statistics packages such as EXCEL, MINITAB, and SPSS. *Credit: 3 semester hours.*

DS 2334 Modern Statistics II

Prerequisite: DS2333. The course discusses the intermediate statistical techniques and emphasizes exploring and estimating relationships among variables. Topics include: analysis of variance, regression and correlation, time series analysis, index numbers, nonparametric statistics and quality management. Application of the aforementioned techniques to solve real-world economic problems using popular statistics packages such as EXCEL, MINITAB, and SPSS will be emphasized. *Credit: 3 semester hours.*

DS 3330 Introduction to Business Analytics

Prerequisite: DS 2333 or equivalent. This course is designed as an introduction to Business Analytics. Business Analytics is an area of business that concentrates on the extensive use of data, methods, and fact-based decision making. Furthermore, business analytics uses data and models to explain the performance of a business and how it can be improved. This course discusses the benefits of utilizing business analytics and its structured approach to problem-solving in different business disciplines. Major business analytics software would be utilized throughout this course. *Credit: 3 semester hours.*

DS 3336 Big Data and Data Mining for Business

Prerequisite: DS 2333 or equivalent. This course serves as an introduction to Data Mining for students who are interested in Business Analytics. Students will learn about many commonly used methods of data mining techniques. These techniques help students to acquire knowledge from large data sets. Specifically, this course introduces methods such as association, clustering, classification, classification and regression trees, visualization, etc. Students utilize a hands-on approach by using different specialized data mining software programs such as XLMiner. *Credit: 3 semester hours.*

DS 3337 Predictive Analytics and Business Forecasting

Prerequisite: DS 2334 or equivalent. This course provides an extensive coverage of major topics used in developing predictive modeling and statistical forecasting models that are extremely important to business analytics. These topics assist business professional in utilizing historical data and patterns to develop quantitative models for predicting the future events in business. Modern forecasting techniques are extensively covered in this course. Major business analytics software would be utilized throughout this course. *Credit: 3 semester hours.*

DS 3338 Optimization and Simulation Methodology

Prerequisite: CIS 1332 or equivalent. This course introduces students to modeling, optimization and simulation, as they apply to the study and analysis of decision making. The introduction of optimization models and algorithms provide a framework for decision making under different restrictions. Different simulation methods are examined and implemented in this course. Applications of optimization and applications of simulation and advanced business analytics are emphasized in this course. *Credit: 3 semester hours.*

DS 3350 Business Research Methods

Prerequisite: DS2333 and CIS1332. The course is offered to honors students as a substitute for DS2334. This is a research-oriented course with an emphasis on quantitative and statistical methods. Topics include: business research and decision making; information, research and knowledge management; research design; sampling methods and data collections; analytical procedures; research reporting and evaluation; and ethical considerations in business research. Case studies of quantitative methods applications are discussed and assigned. *Credit: 3 semester hours.*

Courses to Be Offered Upon Demand**CIS 3349 Advanced Computing and Methodology****CIS 3351 Object-Oriented Programming****CIS 4340 Business Simulation and Model Building****CIS 4342 Business Software Design and Development****CIS 4399; 4400 Computer Information Systems Internship****DS 3346 Linear Programming for Business Decision-Making****Department of Economics and Finance (ECO/FIN)**

Vipul Bansal, CFA, Ph.D., *Chair*

Economics**ECO 1301 Principles of Economics I**

General introduction to economic analysis: cause of economic growth, inflation, depression and recession. Impact of government on the national economy via fiscal and monetary policy. *Credit: 3 semester hours.*

ECO 1302 Principles of Economics II

General introduction to the theory of how business firms determine what goods to produce, prices charged and the wages paid in a free

economy. The effects of government regulations and controls. *Credit: 3 semester hours.*

ECO 1320 Economics of Poverty and Income Inequality

(Global Studies course only)

This course provides an overview of the economic issues of poverty and income inequality as they exist in developed countries (USA, Europe). The course will examine the economic, social and political causes of poverty and income inequality, how they are measured, and the role of public policy. The course also examines the cost to individuals and society of persistently high levels of poverty and rising levels of income inequality. *Credit: 3 semester hours.*

ECO 1326 Economic History of the Western Community

A survey of socio-economic formations and changes in the organization of economies over time. Special focus on the Industrial Revolution and the diffusion of technological knowledge in newly industrializing countries.

Credit: 3 semester hours.

ECO 2309 Money and Banking

Prerequisite: ECO 1301. Survey of principles of money and credit, the role of banks, the Federal Reserve and financial institutions. *Credit: 3 semester hours.*

ECO 2327 Development of American Business Enterprise

Prerequisite: ECO 1302. An analysis of American industrial framework with emphasis on the diverse forms of market structure and behavior, life cycle of industry and the degree of competition. *Credit: 3 semester hours.*

ECO 3303 History of Economic Thought

Prerequisite: ECO 1302. Survey of the main currents of economic thought. Analysis of classical and neoclassical schools of economics and their major critics. *Credit: 3 semester hours.*

ECO 3313 Public Finance

Prerequisite: ECO 1302. Overview of the role of the national government plays in the economy, with emphasis on spending, taxation, public goods and market failures. *Credit: 3 semester hours.*

ECO 3323 Economics of State and Local Governments

Prerequisite: ECO 1301 and 1302. Comparative analysis of the efficiency of state and local governments. Emphasis on an empirical study of decision-making in New York State and New York City. *Credit: 3 semester hours.*

ECO 3341 Macroeconomic Theory

Prerequisite: ECO 1301, 1302. National income accounting as a tool of economic analysis. Presentation of the pure theory of income, with emphasis on the expenditures approach, analysis of consumer and business spending decisions and saving. *Credit: 3 semester hours.*

ECO 3343 Microeconomic Theory

Prerequisite: ECO 1301, 1302. Presentation of pure theory of prices, with stress on comparison of the utility and indifference curve approaches to value and distribution. *Credit: 3 semester hours.*

ECO 3344 International Economics

Prerequisite: ECO 2309. International trade, flow of commodities and capital across national boundaries, impact of international organizations on flow of trade. Analysis of foreign investment and balance of payments. *Credit: 3 semester hours.*

ECO 3346 Economic Growth and Development

Prerequisite: ECO 1302. An empirical and analytical study of the difference in economic growth and performance among various countries, both developed and less developed. Major theories of economic development are examined. *Credit: 3 semester hours.*

ECO 3349 Business Economics

Prerequisite: ECO 1301, 1302. This course helps students to develop analytically robust and structurally sound methods of producing an economic report, which encompasses understanding and evaluation of variables and data sets. The student will be required to prepare written analysis that facilitate the creation of state, regional or national reports, including special purpose reports. While the focus is on the U.S. economy, the methodology used is also relevant in cross-country analysis highlighted throughout the course. *Credit: 3 semester hours.*

ECO 3360: Marxian Economics

Prerequisite: ECO 1301 and 1302. The course presents the survey of Marxian economics with a focus on how Marx's work can shed light on problems with which modern economists continue to grapple. This course will introduce students to analytical traditions that receive scant attention in the standard economics curriculum. *Credit: 3 semester hours.*

ECO 4340 Managerial Economics

Prerequisite: ECO 1302 and MTH 1320. Explores potential contribution and economic theory to formulation of business policy decisions. Concentrates on those economic concepts which can be applied to management problems. *Credit: 3 semester hours.*

ECO 4345 Introduction to Econometrics

Prerequisites: DS 2333, ECO 1301, 1302. Review of random variables, probability distributions and hypothesis testing. Introduction of regression analysis and application to time series and cross section data. *Credit: 3 semester hours.*

ECO 4350 Seminar in Economics

Prerequisites: ECO 3341 or permission of the instructor. A research-oriented course focusing on selected topics in theoretical and applied economics, in which emphasis is given to a more advanced treatment of economic issues. *Credit: 3 semester hours.*

ECO 4399 Economics Internship

The internship provides students with the opportunity to develop applied economic skills in an actual work setting outside the classroom. This internship is a one term, part-time, credit-bearing position within a supervised work environment. This course is open to junior economic majors with 60 credits completed and a 2.75 cumulative index, and at least one semester of academic credit completed at St. John's University. *Coursework appropriate to the internship and permission of the instructor is required. Credit: 3 semester hours.*

ECO 4400 Economics Internship

A second internship or continuation of ECO 4399, which may be used as a business elective, and the earned grade is included in the major field index. *Credit: 3 semester hours.*

ECO courses to be offered upon demand

ECO 3306 Comparative Economics

ECO 3307 Labor Economics

ECO 3335 Mathematical Economics

ECO 3348 Environmental Economics

Finance

FIN 2310 Foundations in Finance

Prerequisite: ECO 1302 and corequisite ACC 2320. Introduces financial markets and institutions, financial risk, time value of money, stock and bond valuation. *Credit: 3 semester hours.*

FIN 3311 Corporate Financial Analysis

Prerequisite: FIN 2310. Examines problems involved in managing the assets and liabilities of a business. Emphasis is given to capital budgeting, cost of capital, financial structure and dividend policy. Special attention is given to analytical approaches and financial theory. *Credit: 3 semester hours.*

FIN 3312 Investments

Prerequisite: FIN 2310. The basic theories and techniques of investment are covered within an ethical framework. Emphasis is on valuation models for equity, fixed income and derivatives securities. *Credit: 3 semester hours.*

FIN 3315 Commercial Banking

Prerequisite: ECO 2309 or FIN 2310. This course covers both theoretical and practical aspects of bank decision-making. Analysis of the operations and management of commercial banks is emphasized. *Credit: 3 semester hours.*

FIN 3316 Capital and Money Markets

Prerequisite: ECO 2309 or FIN 2310. Study of financial market structures and instruments along with the nature of the financial system. Additional focus on trading, regulation and market crisis. *Credit: 3 semester hours.*

FIN 3318 International Banking and Finance

Prerequisite: ECO 2309 or FIN 2310. Examines global finance and economic environments, with emphasis on foreign exchange markets. Focus on corporate finance concerns, including currency forecasting and hedging. *Credit: 3 semester hours.*

Finance 3388: Derivative Markets

Prerequisite: FIN 2310. Students develop an understanding of financial derivative instruments, their markets, and their applications to investment strategy and risk management to create value. We cover forwards, futures, options, and swap contracts, hedging, arbitrage, and derivative-pricing models. The course focuses on risk management decisions from a corporate finance perspective and investors' perspective. *Credits: 3 semester hours.*

Finance 4314: Real Estate Finance and Investments

Prerequisite: FIN 2310. Provides an overview of real estate and real estate markets. Focus is on understanding the theory and application of evaluating, valuing and investing in commercial real estate. *Credit: 3 semester hours.*

FIN 4317 Securities Analysis and Portfolio Management

Prerequisite: FIN 3312. Analysis of the various types of corporate securities and a discussion of the techniques of portfolio management in light of differing investment objectives. Theoretical and applied approaches are examined. *Credit: 3 semester hours.*

FIN 4327; 4328 Managing Investment Funds

Prerequisite: FIN 3312 or 2310, and permission of instructor. Admission is by application. These courses enable students to manage a "real" investment fund. Students perform functions of a Wall Street securities analyst or mutual fund analyst. *Credit: 3 semester hours.*

FIN 4350 Seminar in Finance

Prerequisite: FIN 2310. Various topics in finance are covered from semester to semester. A research-oriented course focusing upon selected topics in theoretical and applied finance, where there is more advanced treatment of the issues in finance. *Credit: 3 semester hours.*

FIN 4399 Finance Internship

The internship provides students with the opportunity to develop applied financial skills in an actual work setting. This internship is a one term, part-time, credit-bearing position within a supervised work environment. This course is open to junior finance majors with 60 credits completed and a 2.75 cumulative index, and at least one semester of academic credit completed at St. John's University. *Coursework appropriate to the internship and permission of the instructor is required. Credit: 3 semester hours.*

FIN 4400 Finance Internship

A second internship or continuation of FIN 4399, which may be used as a business elective, and the earned grade is included in the major field index. *Credit: 3 semester hours.*

Department of Law (LAW)

John P. Clarke, J.D., Chair

LAW 1310 Law in a Business Environment

Examination of the role of law in society, the international legal environment, ethical issues, and the application of the U.S. Constitution. Torts, contracts, business entities, bankruptcy and environmental protection are studied. *Credit: 3 semester hours.*

LAW 3313 Uniform Commercial Code

Prerequisite: LAW 1310. Study of the legal system relative to commercial transactions, specifically covered by the Uniform Commercial Code including sales, negotiable instruments, and secured transactions. *Credit: 3 semester hours.*

LAW 4314 Government and Business

Prerequisite: LAW 1310. Regulation of business under federal and state administrative agencies. Examination of issues relative to antitrust, securities regulations, and advertising and the work of the S.E.C. and F.T.C. *Credit: 3 semester hours.*

LAW 4315 Employment Law and Legislation

Prerequisite: LAW 1310. A study of the laws enacted to protect the individual rights of employees focusing on potential discrimination in the workplace based on race, gender, age, and sexual orientation. Emphasis on the civil rights inherent in the hiring, promotion, and retention of employees in the private sector. *Credit: 3 semester hours.*

LAW 4316 Law of Small and Family-Run Business

Prerequisite: LAW 1310. Examination of the legal challenges and opportunities inherent in starting and managing a small business, including family run and new entrepreneurial start-up businesses. Review of the laws applicable, including use of corporations, limited liability companies and limited liability partnerships. *Credit: 3 semester hours.*

Department of Management (MGT)

John Angelidis, Ph.D., *Chair*

BUS 1100 Introduction to Business

This course is a general survey of the entire field of business administration, where students will acquire an understanding of and appreciation for business functions and career opportunities. All major aspects of business activity are covered. *Credit: 1 semester hour.*

IB 3341 Principles of International Business

Prerequisite: MGT 2301 and MKT 3301. This course provides an introduction to the field of international business. It examines the international environment and provides insights of the world of global corporations. *Credit: 3 semester hours.*

IB 4312 GLOBE-International Social Entrepreneurship

Prerequisite: Permission of the instructor. GLOBE, a student-managed academic program and microfinance fund provides loans to entrepreneurs in the developing world. Through GLOBE, students are educated about the world of microfinance while applying their business skills to help the poorest of the poor lift themselves and their families out of poverty. Students with a minimum of a 3.0 cumulative index may apply for this course for their second semester junior year or senior year may earn credit toward their major or a business elective. For more information see Special Programs. *Credit: 3 semester hours.*

MGT 2301 Administrative and Organizational Behavior

This course is designed to provide an overview of managerial and leadership behaviors relevant to the effective utilization of administrative and human resources in organizational settings. *Credit: 3 semester hours.*

MGT 3323 Organizational Decision Making

Prerequisite: MGT 2301, DS 2334. Focuses on the integration and application of both the quantitative and the qualitative concepts, and tools necessary to the evaluation and selection of alternatives in the administrative decision making process. *Credit: 3 semester hours.*

MGT 3325 Management of Operations

Prerequisite: MGT 2301. Introduction to the fundamentals of operations management. Areas of study include aggregate planning, scheduling, inventory control, quality control, production control, productivity. *Credit: 3 semester hours.*

MGT 3330 PROJECT MANAGEMENT

Prerequisite: MGT 2301. This course is an introduction to modern project management. It provides a detailed overview of concepts and techniques applied to the management of projects. The ability to plan, implement, and manage activities to accomplish specific organizational objectives is a part of the project management. Specialized

functions unique to the project management environment including time management, cost management, human resources management, risk management and others are introduced and explained. *Credits: 3 semester hours.*

MGT 3331 Strategic Leadership in a Global Environment

Prerequisite: MGT 2301. This course is designed to provide an overview of the fundamental concepts of basic leadership models and theories, as well as an in-depth understanding of contemporary issues and perspectives on leadership in a global environment. *Credit: 3 semester hours.*

MGT 3332 Personnel Administration

Prerequisite: MGT 2301. This course examines the problems and processes of the management of human resources, emphasizing the principles and practices of personnel management and the functions of the executive as applied within the context of personnel administration. *Credit: 3 semester hours.*

MGT 3337 Corporate Social Responsibility

Prerequisite: MGT 2301. A conceptual review of the interaction between management and the environment in which it functions is provided. The relationship of the organization with the outside public, community, and society is explored. *Credit: 3 semester hours.*

MGT 3339 Global Organizational Behavior

Prerequisite: MGT 2301. This course is designed to provide a comprehensive and up-to-date introduction to the field of international organizational behavior and managerial requirements in the global context. *Credit: 3 semester hours.*

MGT 3340 Managing the IT Function

Prerequisite: MGT 2301. While maintaining a focus on information technology resources, this course explores alternative approaches for managing IT resources, coordinating business and IT strategies, purchasing IT resources, and what the user-manager and the systems professional need to know to make effective use of IT technologies. *Credit: 3 semester hours.*

MGT 3342 Systems Analysis and Design

Prerequisite: MGT 2301. Students are introduced to the use of tools and techniques typically applied by systems analysts during the development of new business-related information systems. *Credit: 3 semester hours.*

MGT 3344 Decision Support Systems

Prerequisite: MGT 2301. Students learn to make and support managerial decisions by providing a thorough understanding of the support aspect of Decision Support Systems (DSS). *Credit: 3 semester hours.*

MGT 3346 Electronic Commerce

Prerequisite: MGT 2301. This course explores the process of buying and selling goods, services, and information electronically through telecommunications networks, and primarily the internet. *Credit: 3 semester hours.*

MGT 3391 Global Business Strategy

Prerequisite: MGT 2301. This is a course in the development and implementation of global business strategies. It utilizes cases to study strengths and weaknesses of multinational organizations, preparing students to evaluate global strategies that multinational organizations use to position themselves in the global business marketplace. *Credit: 3 semester hours.*

MGT 4310 Entrepreneurship

Prerequisite: MGT 2301. The course teaches students to use the entrepreneurial perspective in business decision making. Students enhance their capacity to envision, anticipate, and orchestrate events in new business ventures. *Credit: 3 semester hours.*

MGT 4311 Small Business Management.

Prerequisite: MGT 2301. This course is designed to introduce students to current theory and practice related to managing small firms. It covers basic principles of organization and management appropriate for a small business environment. Skills and activities needed for the successful management of small firms, whether traditional family businesses, franchises or new entrepreneurial ventures are taught. *Credit: 3 semester hours.*

MGT 4320 Management of Service Operations

Prerequisite: MGT 2301 and MGT 3325. This course focuses on the management of service operations within the pure service sector (banking, transportation, travel and the hospitality industry, government, etc.) and within the service functions of manufacturing (after-sales support, financing, etc.). *Credit: 3 semester hours.*

MGT 4322 Management Information Systems

Prerequisite: MGT 2301. The course provides an investigation of principles governing the design, testing, and implementation of business procedures and information systems within the framework of computerized environment. *Credit: 3 semester hours.*

MGT 4324 Advanced Operations Management

Prerequisite: MGT 2301, MGT 3325. Selected production processes are surveyed and production problems considered in depth. Emphasis is given on the analytical methods used in the design, implementation and control of production systems. *Credit: 3 semester hours.*

MGT 4326 Global Supply Chains

Prerequisite: MGT 2301 and 3325. The principles and practices of supply management are surveyed with emphasis on procurement-its organization and its analytical methods and techniques. *Credit: 3 semester hours.*

MGT 4329 Managerial Strategy and Policy

Prerequisite: Taken in last 12 credits, may take in summer only if graduating. The course concerns enterprise-wide strategic management. In this course students learn how to develop and implement business strategies. *Credit: 3 semester hours.*

MGT 4333 Industrial and Personnel Psychology

Prerequisite: MGT 2301. (Cf. PSY 33) The course studies the psychological aspects of individual differences, efficiency working conditions, accident prevention, human engineering, industrial mental health and counseling. *Credit: 3 semester hours.*

MGT 4334 Managing a Culturally Diverse Workforce

Prerequisite: MGT 2301. This course provides a study of the formal social structures and organizational environments, organizational environments and the factors facilitating and impeding the harmonious integration of culturally diverse workforce personnel. *Credit: 3 semester hours.*

MGT 4335 Management of Compensation

Prerequisite: MGT 2301. This course covers principles underlying management's application of monetary incentives. Generally, wage theory, principles and practices are investigated. *Credit: 3 semester hours.*

MGT 4336 Development of Human Resources

Prerequisite: MGT 2301. Students learn applications of management and teaching-learning principles of job training, supervisory development, executive growth and the role of business in meeting urban personnel needs, organization and administration of programs, methods of instruction, evaluation and research. *Credit: 3 semester hours.*

MGT 4338 International Management and Operations

Prerequisite: MGT 2301. The course provides a survey of managerial actions and practices within the global setting. The impact of economic, political, and social-cultural differences on international business management is explored. *Credit: 3 semester hours.*

MGT 4347 Managing Through Social Media

Prerequisite: MGT 2301. The course is an overview of the emerging opportunities for managers to utilize social media as management tools. In this course students will learn to deploy social media as platforms for collaboration, communication, creative problem solving and project management. *Credit: 3 Semester hours.*

MGT 4348 Emerging Trends in MIS

Prerequisite: MGT 2301. Current issues and trends in the MIS field are explored through lectures, discussions, and case analyses. *Credit: 3 semester hours.*

MGT 4399 Management Internship

The internship provides students with the opportunity to develop management skills in an actual work setting outside the classroom. This internship is a one term, part-time, credit-bearing position within a supervised work environment. This course is open to junior management majors with 75 credits completed and a 2.75 cumulative index, and at least one semester of academic credit completed at St. John's University. *Coursework appropriate to the internship and permission of the instructor is required. Credit: 3 semester hours.*

MGT 4400 Management Internship

A second internship or continuation of MGT 4399, which may be used as a business elective, and the earned grade is included in the major field index. *Credit: 3 semester hours.*

Department of Marketing (MKT)

Iris Mohr, Ph.D., Chair

MKT 2301 Principles of Marketing

This course is designed to develop knowledge and understanding about the basic principles of marketing and its role in directing and blending all activities of an organization. *Credit: 3 semester hours.*

MKT 2301 Principles of Marketing Honors

This course is designed to develop knowledge and understanding about the basic principles of marketing. A service learning project will need to be completed by each honor student. *Credit: 3 semester hours.*

MKT 3305 Advertising

Prerequisite: MKT 2301. Advertising is surveyed as a major part of a brand's integrated marketing communications process which presents brand information and spurs consumer behavior. *Credit: 3 semester hours.*

MKT 3306 Integrated Marketing Communication

Prerequisite: MKT 2301. The course introduces the students to the fundamental principles and theories of sale promotion and integrated marketing communication (IMC). *Credit: 3 semester hours.*

MKT 3307 Principles of Retailing

Prerequisite: MKT 2301. The student examines the planning, organization, management and operations of the retail (e-tail) firm. Strategic and tactical factors leading to growth in retail (e-tail) sales and earnings are emphasized. *Credit: 3 semester hours.*

MKT 3309 Event Marketing

Prerequisite: MKT 2301. Marketing is an essential element in the commercial success of entertainment products. This course considers the various mixes of entertainment media and how business uses this media to be successful. *Credit: 3 semester hours.*

MKT 3311 Consumer Behavior

Prerequisite: MKT 2301. This course addresses issues related to consumer behavior from a number of different viewpoints. It examines the influences of psychological, sociological, and cultural variables on buying behavior and marketing strategy development. *Credit: 3 semester hours.*

MKT 3312 Marketing Research

Prerequisite: DS 2333, MKT 2301
Marketing Research is a scientific approach commonly used to identify problems and their causes, collect relevant information, analyze and present this information within the management decision making process. *Credit: 3 semester hours.*

MKT 3317 International Marketing

Prerequisite: MKT 2301. This course is designed to expand the students' perspective of marketing from a domestic to global orientation. *Credit: 3 semester hours.*

MKT 3320 Service Marketing

Prerequisite: MKT 2301. The course focuses on the unique challenges of managing services and delivering quality service to customers. *Credit: 3 semester hours.*

MKT 3321 Financial Services

Prerequisite: MKT 2301. In this course we will look to apply marketing principles—especially those related to services marketing—to the financial services industry. *Credit: 3 semester hours.*

MKT 3322: Creativity and Innovation for Business and Society

Prerequisite: MKT 2301. Taking a broad, service-oriented view of the marketplace, this course examines the relationship between creativity/innovation and positive change with an emphasis on what it takes to conceive, nurture and birth sustainable ideas that create value for firms, customers and other marketplace actors. Individual, community and organizational aspects of creative problem solving are explored through hands-on exercises and community-based projects designed to provide students with the tools and skills they need to approach complex challenges in new ways. *Credits: 3 semester hours.*

MKT 4305 Advertising/ Marketing Research Project

Prerequisite: MKT 2301, and permission of the instructor. This is an advanced, multi-disciplinary course that uses a real-world challenge of a prominent company to teach students how to think through a complex marketing problem. *Credit: 3 semester hours.*

MKT 4306 Advertising Project

Prerequisite: MKT 4305 and permission of the instructor. This is an advanced course that involves students in hands-on execution of a marketing/advertising campaign, performing all the functions of a contemporary marketing communications agency. *Credit: 3 semester hours.*

MKT 4316 Marketing Management and Policies

Prerequisite: MGT 2301, MKT 2301. A capstone, case-oriented course, emphasizing the development of marketing management skills. *Credit: 3 semester hours.*

MKT 4350 Marketing Seminar

A senior-level course focusing on the current and critical marketing issues being addressed by today's firms. *Credit: 3 semester hours.*

MKT 4399 Marketing Internship

The internship provides students with the opportunity to develop marketing skills in an actual work setting outside the classroom. This internship is a one term, part-time, credit-bearing position within a supervised work environment. This course is open to junior marketing majors with 60 credits completed and a 2.75 cumulative index, and at least one semester of academic credit completed at St. John's University. *Coursework appropriate to the internship and permission of the instructor is required. Credit: 3 semester hours.*

MKT 4400 Marketing Internship

A second internship or continuation of MKT 4399, which may be used as a business elective, and the earned grade is included in the major field index. *Credit: 3 semester hours.*

MKT courses to be offered upon demand

MKT 3308 Principles of Direct Marketing

MKT 3310 Sales Management

MKT 3315 Product Management

MKT 4318 Export-Import Marketing

Department of Military Science (MSC)

(Queens campus)

Objectives

To prepare students to serve as Second Lieutenants in the United States Army on either Active Duty or with the Reserves Components.

Basic Courses

MSC 11 Introduction to ROTC

Learn basic military concepts. Increase self-confidence and knowledge through team study and activities in basic drill, physical fitness, rappelling, leadership reaction course, first aid, and map reading. *Credit: 1 semester hour.*

MSC 12 Organization of the U.S. Army and Introduction to Leadership

Learn and apply principles of effective leadership and Army ethics. Develop communications skills to improve individual performance and group interaction. Learn rifle marksmanship. *Credit: 1 semester hour.*

MSC 21 Military Leadership

Continue to develop individual abilities and contribute to the building of effective teams. Prepare, present and analyze a military battle using the Principles of War. *Credit: 1 semester hour.*

MSC 22 Military Skills and Team Development

Introduction to individual and team aspects of small unit operations using Troop Leading Procedures (TLP) and the Military Decision-Making Process. Examine staff functions. *Credit: 1 semester hour.*

Advanced Courses.

Require Departmental approval.

MSC 31 Small Unit Tactics and Procedures 1

A detailed study into leader responsibilities, TLPs, operations orders and small-unit tactics. Students complete physical fitness training in preparation for the National Advanced Leaders Camp. *Credit: 3 semester hours.*

MSC 41 Leadership Challenges and Goal Setting

Assess organizational cohesion and develop strategies to improve it. Emphasis is placed on the Officer Evaluation System, the Army legal system, and training management doctrine. *Credit: 3 semester hours.*

MSC 42 Transition to Lieutenant

An advanced study of military leadership involving the U.S. Constitution and civilian control of the military. Emphasis on understanding Army doctrine and tactics. *Credit: 3 semester hours.*

Note: Students must also register for the leadership lab for each class listed above. The leadership lab provides hands-on training in skills taught in the classroom.

MSC 41 Leadership Challenges and Goal Setting

Prerequisite: MSC 31, 32 and departmental approval. Plan, conduct and evaluate activities of the ROTC cadet organization. Articulate goals, put plans into action to attain them. Assess organizational cohesion and develop strategies to improve it. Develop confidence in skills to lead people and manage resources. Emphasis is placed on the officer evaluation system; advanced discussions of the challenges of platoon-level leadership; detailed study of the Army's legal system; an introduction to the Army's training management and logistics systems. Field trips, a written after-action report and battle analysis are required. *Two hours and a required leadership lab (MSC LL), plus required participation in three one-hour sessions for physical fitness. Credit: 2 semester hours.*

MSC 42 Transition to Lieutenant

Prerequisite: MSC 41 and department approval. An advanced study of military leadership designed to transition the student from cadet to Lieutenant. Emphasis is placed on understanding Army doctrine and tactics at the squad level and higher; introduction to military operations other than war; study of the Battle of Gettysburg including a field trip to the site; debates on the role of the U.S. Constitution and civilian control of the military. Field trips, a battle analysis and a military letter to the students' first assignments are required. *Two hours and a required leadership lab (MSC LL), plus required participation in three one-hour sessions for physical fitness. Credit: 2 semester hours.*

MSC LL Leadership Laboratory

Practical exercise on topics discussed in class to aid in developing leadership skills. The advanced students are offered the opportunity to plan, prepare and execute the laboratories. Basic course students participate in the training and are given opportunity to learn new skills and develop team cohesion. Students develop, practice and refine leadership skills by serving and being evaluated in a variety of responsible positions. *Laboratory is conducted once weekly, usually on Thursdays.*

Department of Risk Management, Insurance and Actuarial Science (RMI and ACT)

Mark J. Browne Ph.D., Chair

RMI 2301: Principles of Risk Management

Prerequisites: None. Surveys fundamental principles of risk and risk management, examines how insurance offers protection for individuals and society and how the insurance market is structured and regulated, and discusses theories in risk management and insurance. *Credit: 3 semester hours.*

RMI 3333: Commercial Property Risk Management and Insurance

Prerequisite: RMI 2301. Identifies property loss exposures that corporations commonly face and examines how they manage these exposures, discusses the theories and principles governing insurance contracts, and analyzes the commercial property insurance industry. *Credit: 3 semester hours.*

RMI 3335: Life, Health, Pension and Social Insurance

Prerequisite: RMI 2301. Surveys market-based and government-based insurance tools designed to manage risks of premature death, disability and loss of health. Examines social security and retirement funding issues. *Credit: 3 semester hours.*

RMI 3350: Insurance Leadership in Markets and Society

Prerequisite: RMI 2301. Presents an opportunity to develop familiarity with the global insurance industry and practice in the critical-thinking and communication skills essential for success in that industry, and covers experiential learning, including study abroad possibility. *Credit: 2 semester hours.*

RMI 3355: Risk Control

Prerequisite: RMI 2301. Overviews the risk assessment and treatment processes, Examines techniques used in identifying, assessing and treating risks, and covers handling the consequences of risk that corporations face. *Credit: 3 semester hour.*

RMI 3360: Corporate Risk Management

Prerequisite: RMI 2301. Through case examples, help students gain experience with the process of managing operational, financial and strategic risks of private and public organizations. *Credit: 3 semester hours.*

RMI 3361: Insurance and Alternative Risk Transfer

Prerequisite: RMI 2301 and FIN 3310. Presents advanced methods of combining insurance and other financial tools into solutions for funding a firm's exposure to risk in ways that create and/or improve economic value of the firm. *Credit: 3 semester hours.*

RMI 3388: Computer Applications in Insurance

Prerequisite: None. Provides students with hands-on experience in different computer software to perform various data analysis tasks that are commonly required of entry-level jobs in insurance industry. Basic and intermediate statistics concepts are reviewed in the context of insurance applications. *Credit: 3 semester hours.*

RMI 4311 Cases in Insurance Research

Prerequisite: RMI 2301, and Permission of the instructor. Students obtain familiarity with a set of current financial service sector issues and hone their ability to think creatively about risk issues. The course is conducted as a hybrid course, namely a combination of face-to-face meetings of the entire class, student-led research paper discussions and feedback forums, research presentations by the most recognized scholars and significant on-line activities, plus individual or small group synchronous tutorials.

RMI 4334: Commercial Liability Risk Management and Insurance

Prerequisite: RMI 2301. Identifies liability loss exposures that corporations commonly face and examines how they manage these exposures, discusses the theories and principles governing insurance contracts, and analyzes the commercial liability insurance industry. *Credit: 3 semester hours.*

RMI 4364: Reinsurance

Prerequisite: RMI 2301. Surveys reinsurance products and programs as well as the supply and demand for reinsurance in insurance markets. *Credit: 3 semester hours.*

RMI 4390: Insurance Industry Operations

Prerequisite: RMI 2301. RMI 2301. Provides an overview of the industrial organization of the insurance markets, including the competitive and regulatory impacts on both consumers and firms, and examines the interaction between the firm's actuarial, underwriting, claims, investment, marketing functions. *Credit: 3 semester hours.*

RMI 4399: Internship

Prerequisite: RMI 2301. Provides students with the opportunity to develop applied skills in a supervised, actual work environment. This internship is a one term, part-time, credit-bearing position within a supervised work environment. This course is open to junior RMI majors with 60 credits completed and a 2.75 cumulative index, and at least one semester of academic credit completed at St. John's University. *Credit: 3 semester hours.*

RMI 4400: Internship

Prerequisite: RMI 2301. A second internship or continuation of RMI 4399, may be used as a business elective. The earned grade is included in the major field index. *Credit: 3 semester hours.*

ACT 2322 Actuarial Science 2 (Advanced Calculus and Statistics)

Provides a thorough review of key calculus topics and mathematical statistics to prepare students for the first actuarial examination (1/P). *Credit: 3 semester hours.*

ACT 2333 Actuarial Science 3 (Probability Theory)

Provides a review and extension of probability theory to prepare students for the first actuarial examination (1/P). *Credit: 3 semester hours.*

ACT 2334 Actuarial Science 4 (Theory of Interest)

Develops the concepts of financial mathematics to prepare students for the second actuarial examination (2/FM). *Credit: 3 semester hours.*

ACT 3335 Actuarial Science 5 (Life Contingences I)

First of a two-course sequence, promotes students to develop knowledge of actuarial models and apply them. Prepare students for advanced actuarial examination (MLC). *Credit: 3 semester hours.*

ACT 3336 Actuarial Science 6 (Life Contingences II)

Second of a two-course sequence, promotes students to develop knowledge of actuarial models and apply them. Prepare students for advanced actuarial examination (MLC). *Credit: 3 semester hours.*

ACT 3349 Actuarial Science 9

(Applied Statistics) Is a course approved for actuarial society credit under the Validation by Educational Experience (VEE) Program. *Credit: 3 semester hours.*

ACT 4347 Actuarial Science 7 (Construction and Evaluation of Actuarial Models I)

First of a two-course sequence, develops the student's knowledge of modeling and actuarial methods with business applications; Prepare students for advanced actuarial examination (4/C). *Credit: 3 semester hours.*

ACT 4348 Actuarial Science 8 (Construction and Evaluation of Actuarial Models II)

Second of a two-course sequence, develops the student's knowledge of modeling and actuarial methods with business applications; Prepare students for advanced actuarial examination (4/C). *Credit: 3 semester hours.*

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