College of Business

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Manuel London, Harriman Hall (631) 632-5787

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**Director of the Center for Human Resource Management**
Manuel London, Harriman Hall (631) 632-7159

**Office of Student Services**
Harriman Hall Room 109 (631) 632-7171

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

**Advanced Graduate Certificates Awarded**
Health Care Management, Human Resources Management, Information Systems Management

**Degrees Awarded**
M.B.A., M.S. in Technology Management (in Korea)

Description of the MBA Program

In today’s world of constant change and extraordinary opportunity, the need for business education has never been greater. Our MBA degree program is taught by senior Stony Brook faculty with decades of experience. 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, and located 60 miles east of New York City. We also offer some courses for the MBA program at our Manhattan campus, situated at the crossroads of the business world at Park Avenue South and East 28th Street. Beyond these two locations, our programs extend to the far corners of the globe as a result of our relationships with business schools overseas.

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

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

**Program Description**

**Stony Brook offers a flexible MBA program:**

**Full-time MBA:** This 60-credit program is completed over a two-year period. Students in the 60 credit program are required to complete an internship. Opportunities for internships and study abroad take place at one of our partner business schools in China, India, Europe, the Middle East, and Africa.

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

**48-Credit MBA:** A 48-credit program for students with 5 or more years of business experience or advanced degrees beyond the bachelors.

Combined Degree Programs
Combined BA/BS/BE + MBA: A 60-credit honors program for 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.

Combined MA / MBA in Art History

Combined MS / MBA in Mechanical Engineering

Combined MS / MBA in Computer Science

Combined MS / MBA in Biomedical Engineering

Combined MA / MBA in Public Policy

Combined MPH / MBA in Public Health

Combined MD / MBA

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

Concentrations: Students begin to take elective courses in the spring semester of the first year, and take the majority of their elective courses in their second year. Students may choose to concentrate in:

- Finance
- Management
- Health Management
- Human Resources
- Information Systems Management
- Marketing
- Innovation
- Accounting

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
The Career Center provides a variety of career and life planning services to MBA students desiring assistance with their career development and job search. These services include: career resource library materials, placement services including on-campus interviews, online resume referrals, job fairs, and workshops on resume preparation and interviewing skills, and credential files.

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/Internship Fairs are held regularly in which employers visit the campus to discuss their organizations and share available job openings. These fairs provide graduate students with unique opportunities to meet, have brief interviews, and leave resumes with a significant number and variety of employers. Continual expansion of the program is planned.

Online services, where resumes are forwarded by the Career Center to interested employers and where vacancies are posted, are provided by ZebraNet (a link on the Center’s home page). In addition, vacancy copies are posted on bulletin boards and kept in binders in the Center’s library.

Career Resource Library
The Career Resource Library contains 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, a CD-ROM collection of college and university bulletins, and information on entrance tests required. Detailed information on potential employers, including annual reports and related documents, is included in the “Organizational Literature” files. This library also has video tapes on specific companies and on various topics related to job search processes. You can visit the Center’s Web page at: www.sunysb.edu/career.

Credential Service
Students and alumni wishing to collect letters of recommendation from faculty, past employers, and others, in one central location, may wish to establish a credentials file at the Career Center. These recommendations are available to be photocopied and sent directly to appropriate organizations, including prospective employers and admission offices of graduate and professional schools.

Workshops
For those who are about to begin the process of interviewing, writing a resume and/or searching for a job, group workshops are offered which provide information on these topics. Each workshop is two hours long and includes practical exercises as well as general theory. The “Resume Preparation” and “Interviewing Skills” workshops are offered on a weekly basis during the Fall and Spring semesters. Other workshops are scheduled less frequently and are noted on the Web pages and on the Career Center’s student calendar publication.

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, marketing the value of a graduate degree, and establishing a credential file. Those interested in discussing these and other issues are encouraged to set up an appointment by calling or visiting the Career Center.

Admission Requirements of the MBA Program
The College of Business is designed for ambitious and able students who are capable of applying what they learn toward the solutions of organizational problems. Each student is asked to forward with the application a statement of career objectives and the way in which he or she expects to realize these objectives through the program.

Students must satisfy the following admissions requirements in addition to the minimum requirements of the Graduate School:

A. A bachelor’s degree with a minimum grade point average of 3.0. In exceptional cases, students not meeting this requirement may be admitted on a conditional basis.

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

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

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.

E. Acceptance by both the College of Business and the Graduate School.

F. $100 application fee.

Admission is available for both the fall and spring semesters. Applications for the fall semester should be submitted by March 15 and for the spring semester by November 1. Earlier submissions are encouraged. Applications are reviewed on a rolling basis and if seats are available applicants will be considered after the application deadlines. All MBA applications are submitted online through the following Web site: https://app.applyyourself.com/?id=sunysb-gs. You can find more information on the College of Business by visiting our Web site at: www.stonybrook.edu/business or by writing to:

Office of Student Services
Harriman Hall, Room 109
College of Business
Stony Brook University
Stony Brook, New York
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E-mail: mba@stonybrook.edu

Certificate Programs
The Advanced Graduate Certificate programs described below are open to MBA students or other graduate students at Stony Brook. Students who meet the MBA degree admissions requirements of the College of Business may also apply the certificate credits toward the MBA degree. Students must declare their decision to matriculate into a master’s program after the completion of no more than 12 credits. In addition, these programs are open to students who wish to earn an Advanced Graduate Certificate without completing an MBA degree. Note that, although it is a valuable academic credential, an Advanced Graduate Certificate is not a degree.

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

Certificate Program in Information Systems Management
The Advanced Graduate Certificate Program in Information Systems Management (ISM) is a graduate professional development program which provides an educational opportunity to combine management education with technical training in specific areas related to information technologies.
Certificate Program in Health Care Management
The Advanced Graduate Certificate Program in Health Care Management is a professional development program intended for health practitioners who require management training and for managers who require specific training in the health care field. It offers participants a comprehensive understanding of health care and management and helps them develop the analytical capabilities to be effective managers. The Advanced Certificate Program in Health Care Management is a joint program of the School of Health Technology and Management and the College of Business.

The program is designed to meet the needs of (1) working professionals who are part-time students and (2) full-time graduate students at the University. Many courses are offered in the late afternoon or early evening. Certificate program students are required to complete the program within a three-year period. Graduate students who pursue either the Master of Science in Health Sciences in the School of Health Technology and Management or the MBA in the College of Business may obtain the certificate as they earn credits toward graduation. For further information and to apply, please refer to the following Web site: http://www.hsc.stonybrook.edu/sh(tm)/programs/hcpm/hcpm.html

Facilities of the MBA Program

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

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

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

The school 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.

Computing Services
The College of Business computing facility contains 20 networked personal computers that have high-speed connections to the outside world and a high-speed laser printer. Each computer has full Internet access to e-mail, Internet utilities, and Web servers and is equipped with the Microsoft Office suite of programs, plus software for management science, statistical analysis, and other management applications. Via the network, students can access the campus online library catalog which has access to many business data bases. Students may access their own administrative records online, check course schedules for upcoming semesters, and view calendars for campus events.

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- or part-time. Full-time students require two years of coursework with an internship in the summer between the two years. Part-time students may follow the same curriculum over a longer period, not to exceed five years. Admission is available in the fall and spring. Students in the 5 year Combined BA/BS/BE + M.B.A program complete the first year of the MBA after their junior year and prior to their fifth year at Stony Brook.

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

MBA Curriculum
The MBA curriculum for the 60-credit program is comprised of 18 three-credit courses plus a six-credit industry project. The 18 courses include 11 required core courses plus seven electives. Four of the seven elective courses must be taken in a student’s field of concentration, such as finance, management, information systems management, health systems management, human resources, or marketing. Full-time students typically complete an internship or foreign study during the summer between the first two years.

Students within the MBA program may also earn a New York State Advanced Graduate Certificate in Health Care Management, Human Resources, or Information Systems Management.
Sample schedule for 60-credit program:

**First Year**

**Fall Semester**
1. MBA 501 Managerial Economics
2. MBA 503 Data Analysis and Decision Making
3. MBA 504 Accounting
4. MBA 505 Marketing
5. MBA 592 Organizational Behavior

**Spring Semester**
1. MBA 502 Finance
2. MBA 506 Leadership/Team Effectiveness/Communications
3. MBA 507 Ethics and Law
4. MBA 511 Technological Innovations
5. MBA 589 Operations Management

**Summer**
Study abroad/internship (usually completed in the summer)

**Second Year**

**Fall Semester**
1. MBA 521 (6 credits)
2. Elective
3. Elective
4. Elective

**Spring Semester**
1. MBA 512 Business Planning and Strategic Management (capstone course)
2. Elective
3. Elective
4. Elective
5. Elective

Typical 48-credit Curriculum:
1. MBA 501 Managerial Economics
2. MBA 503 Data Analysis and Decision Making
3. MBA 504 Financial Accounting
4. MBA 505 Marketing
5. MBA 502 Finance
6. MBA 506 Leadership/Team Effectiveness/Communication
7. MBA 592 Organizational Behavior
8. MBA 511 Technological Innovations
9. MBA 589 Operations Management
10. MBA 507 Ethics and Law
11. MBA 521 Industry Project
12. MBA 512 Business Planning
13. Elective
14. Elective
15. Elective
16. Elective

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

Associate Dean
Sexton, Thomas R., Co-director of Health Services Research and Management Unit. Ph.D., 1979, Stony Brook University: Health care delivery systems; efficiency analysis; statistics.

Professors
Rachev, Svetlozar (Zari), Ph.D. 1979, Lomonosov University, Finance, heavy-tailed distributions in finance, risk management
Skorin-Kapov, Jadranka, Ph.D., 1987, University of British Columbia, Canada, Ph.D., 2007, Stony Brook University: operations management; operations research; decision sciences.
Wolf, Gerrit, Ph.D., 1967, Cornell University; Entrepreneurship; Organizational behavior; human resources management; international management.

Associate Professor

Assistant Professors
Holod, Dmytro., Ph.D. 2005, University of Kentucky: Economics; banking and financial intermediation; financial markets and institutions; monetary policy; economic growth.
Connell, Paul M., Ph.D., 2008, University of Arizona: Marketing; consumer psychology related to identity; attitudes and behavior; public policy.
Buhrau, Denise, Ph.D. 2010, Tulane University, consumer behavior; particularly in the context of health behaviors.
Caprariello, Peter, Ph.D. 2012, University of Rochester, consumer behavior; specifically specifying the relationship context of life experiences versus material possessions affords a more complete understanding of how money can be spent in the pursuit of happiness
Liu, Ting, Ph.D. 2008, Boston University, Economics, in the areas of industrial organization, health economics, and applied microeconomic theory.
Pew, Ethan, Ph.D. 2012, University of Colorado, consumer behavior, in the context of investment decision making
Smith, Noah, Ph.D., 2012, University of Michigan, Economics, financial markets
Zhou, Yiyi, Ph.D., 2012, University of Virginia, Economics, in the areas of dynamic pricing and the video game market

Lecturers
Abbruscato, Camille; M.B.A, Dowling College: Marketing, marketing strategy, marketing research, brand management, new product development.
Allocca, Carl, Director of Undergraduate Studies, MST, CPA, Long Island University: Public and private accounting; auditing; taxation; internal control, systems development.
Clark, Robert, M.S., Stony Brook University: Operations management; management science; entrepreneurship.
Ettl, Robert., M.B.A., Iona College; M.C.A., New York Institute of Technology; M.B.A., Penn State; Marketing; strategic planning; government relations; public relations.
Lekacos, Aristotle T. M.S., Polytechnic Institute of New York: Information systems; business strategic; entrepreneurship; innovation; simulations.
Nugent, Michael., M.B.A., Dowling College: Financial Engineering; derivatives; international finance; capital markets and institutions; foreign exchange markets; investment analysis; corporate finance; business strategy.
Palermo, Mark R., J.D., Hofstra University School of Law; M.B.A., Adelphi University: Finance; strategy; economics; law; general business.

Stony Brook University Graduate Bulletin: www.stonybrook.edu/gradbulletin
Adjunct Faculty

Aguayo, Rafael, M.B.A., Finance and International Business
Alexander, William, Finance
Andrade, Arturo, M.S., Management and Policy and Certificate in Information Systems
Andreadis, George, Business Analytics
Belkin, Justin, M.B.A., Finance
Bhasin, Mark, Finance
Blackburn, Michael, M.B.A., Business
Calvo, William, Ph.D., Statistics and New Product Development
Collins, Howard, Business Analytics
Coverdale, John, Human Resources
Cullen, Vincent, M.B.A., C.P.A., Accounting
Delgaizo, Edward, Ph.D., Human Resources
Feinberg, Ronald, Management
Gardner, Robert, Management
Giaccone, Scott, Management
Giardini, Vincent, Finance
Gatteau, Richard, Ph.D., Administration and Supervision
Goodfellow, Teresa, M.B.A., Operations
Higuera, Michael Shane, Ed.D., Management and Business Analytics
Infantino, Anthony, M.B.A., Management
Kerr Daniel, Ph.D., C.P.A., Accounting and Auditing
Laks, Kenneth, C.P.A., Accounting
Levanti, Gary, M.B.A., Marketing
Marra, Ralph, Information Systems and Management
Marshall, Cara, Ph.D., Finance
McKean, Colleen, M.B.A., Marketing
Milligan, Amy, M.B.A., Leadership
Mone, Edward, M.A., Human Resource Management
Morfopolus, Richard, Ph.D., Management
Pack, Lori, J.D., M.B.A., Marketing and Human Resources
Palermo, Margot, M.B.A., Finance and International Business
Rosner, Lee, Real Estate Finance
Saidens, Mark, Ph.D., Educational Administration
Saltzman, Steven, Management
Schmeltz, Martin, M.S., Taxation
Siani, Dominick, Accounting
Tagliaferri, Paul, Human Resources
Wolinsky, Joel, C.P.A., Accounting
Weiner, Harry, S.M., Business-government relations (Emeritus Associate Professor)
Yung, Gracer, M.B.A., International Banking and Finance

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