

Frank G. Zarb School of Business

Students should consult the *Class Schedule* for specific offerings before registering for their programs.

Office: Third Floor, Weller Hall. Telephone: (516) 463-5678
Fax: (516) 463-5268

Ralph S. Polimeni, *Interim Dean*
Ehsan Nikbakht, *Associate Dean*
Patricia E. Green, *Senior Assistant Dean for Undergraduate Programs*
Rose Anne Manfredi, *Senior Assistant Dean for Administration, Curriculum and Personnel*
Susan M. McTiernan, *Senior Assistant Dean and Director of Graduate Programs*

The Frank G. Zarb School of Business offers day and evening undergraduate and graduate study leading to the Bachelor of Business Administration and the Master of Business Administration degrees, as well as minors in business subjects.

During the summer, the School of Business offers Hofstra students the opportunity to study at Erasmus University in Rotterdam, The Netherlands, and at Hong-Ik University in Seoul, South Korea. For further information, contact the Dean's Office, Frank G. Zarb School of Business. (See International Study, page 18.)

The following departments comprise the School:

Accounting and Business Law
Banking and Finance
Business Computer Information Systems and Quantitative Methods
Management and General Business
Marketing and International Business

Statement of Mission

The Frank G. Zarb School of Business at Hofstra University has a strong regional reputation as a school which provides a quality education to future business leaders. The School offers an in-depth education within a framework that includes a major field of specialization and a focus on decision making and management in a culturally, politically, socially, and demographically diverse environment. A major objective of the curricula is to provide students with a perspective on the integration of the functional areas of business, while maximizing the use of analytical skills and knowledge for decision making in a contemporary global business environment.

Through an academic organization designed to encourage close student/faculty interaction, students are provided with easy access to faculty who are primarily concerned with excellence in teaching and are strongly committed to making intellectual contributions. A major concern of the Zarb faculty is service to the School and to the business community.

Within a University dedicated to the liberal arts as the foundation of education, the Zarb School is committed to developing in its undergraduate students an appreciation for liberal arts. The importance of life-long learning and

a sense of the social and ethical responsibility for the well-being of the environment, the welfare of customers, employees, and communities in a diverse global workplace, are emphasized for all students in the Zarb School.

Vision: Building on its strong regional reputation as a leading school of business, the Frank G. Zarb School of Business at Hofstra University is committed to expanding its national and international reputation for excellence.

Educational Philosophy: The Zarb School of Business is committed to maintaining and increasing the quality of its educational programs through:

1. Viewing the Mission Statement as a living document to be reviewed regularly and revised as warranted.
2. Assessing its programs on a continuing basis by communicating with all of the School's stake-holders: business organizations, students, faculty, administrators, alumni, and others. Assessment will rely on evaluative procedures as may be appropriate and practical.
3. Providing an environment of fellowship among faculty, students, and administrators which encourages collegiality and interaction through which a diversity of contributions are welcomed. Student advisement is an important component of this close association among faculty, students, and administrators.
4. Maintaining as its priority the recognition and reward of faculty achievements in teaching excellence. Recognizing and rewarding intellectual contributions is deemed critical. A balance among basic scholarship, applied scholarship, and instructional development is essential. Encouraging and recognizing University and community service is emphasized as well.
5. Developing in both undergraduate and graduate students a sense of the special responsibilities incumbent upon them as future business leaders by stressing the value of ethical behavior and diversity in all of its forms in the global workplace.
6. Promoting and encouraging the professional and personal development of students through sponsorship of a broad variety of student organizations providing students with opportunities for formal and informal interaction with business practitioners and organizations. The School utilizes its proximity to Manhattan to better implement these interactions.
7. Seeking active linkages with local, national, and international business organizations, agencies, and other appropriate partners to provide service to a variety of communities and constituents, and to afford opportunities to others to benefit from participation in Hofstra's academic community.

Educational Objectives: At both the baccalaureate and master's level, the Frank G. Zarb School of Business is committed to promoting quality teaching that requires rigor, relevance, and a thorough exploration of the application of practical business knowledge in an ever-changing business environment. Simultaneously, the School must impart to its students:

1. Strong functional knowledge across business disciplines and proficiency in oral and written communications.
2. An appreciation for the sociopolitical, demographic, economic and geographic diversity that characterizes the contemporary business environment.
3. An understanding of information systems and other technologies and their use in both domestic and global environments.
4. An understanding of ethical principles and values as applied to business.

Beyond service to students, the Frank G. Zarb School seeks to increase its base of service to the business and not-for-profit communities through a variety of delivery systems such as certificate programs, consulting services, conferences, workshops, research and new course/program development for working executives, among others.

Undergraduate Programs: Within the context of the overall objectives of the Zarb School, the B.B.A. programs seek to offer curricula which at once are grounded in the principles of a general, yet challenging, liberal arts curriculum and an overview of the fundamentals of business in contemporary practice. The B.B.A. program seeks to serve those students who enter into it directly from secondary schools, other four-year institutions, and community colleges.

Graduate Programs: M.B.A. students at the Zarb School are afforded a professional managerial perspective, broad exposure to the functional areas of business, specialized instruction in the leadership aspects of business and an opportunity to gain expertise in a specific field of business. The M.B.A. program seeks to serve qualified individuals with a strong commitment to managerial careers in business, government, or the not-for-profit sector who exhibit potential for leadership in the global business community.

While consonant with the objectives stated earlier, the planned M.S. programs in the Zarb School will provide students with in-depth functional curricula from one of several business disciplines.

Undergraduate Programs

The Bachelor of Business Administration program is professionally accredited by the American Assembly of Collegiate Schools of Business. It is the only undergraduate program in Nassau and Suffolk counties which is so accredited. This accreditation insures that faculty, academic programs and facilities are up to the highest

professional standards. The curricula provide a broad, liberating education that prepare students for responsible citizenship and leadership roles in business and not-for-profit organizations in the United States and abroad. Students may begin taking some introductory business courses at the freshman and sophomore levels; however, most of the professional courses should be taken in the last two years of a four-year curriculum, thus permitting freshmen and sophomores to acquire a solid liberal arts foundation in the humanities, social and natural sciences, mathematics, computer science, and cross-cultural areas.

Prior to the beginning of junior year, the student must confer with a Zarb School of Business adviser. Undecided business students should meet with a faculty adviser in one of the School of Business departments. The School of Business academic majors are as follows:

Accounting (leading to eligibility for CPA certification)
 Banking and Finance
 Business Computer Information Systems
 International Business
 Management
 Marketing

NOTE: all majors must be declared at the Office of Financial and Academic Records.

To facilitate and improve the advisement process, a computerized progress report called the Degree Audit Report (DARS) is sent each semester to all students in the School of Business. Students are required to make use of this report for course selection, advisement and registration purposes. **Students who fail to do so assume the risk of notification of nonfulfillment of requirements prior to graduation.**

School of Business courses may not be taken on a Pass/D+/D/Fail basis.

FOR OPTIONAL MINORS IN BUSINESS, SEE PAGE 98.

BACHELOR OF BUSINESS ADMINISTRATION

Candidates for graduation with the degree of Bachelor of Business Administration must fulfill the following requirements:

1. The successful completion of at least 128 semester hours, including all requirements, and a cumulative grade point average of 2.0 in work completed at Hofstra.

NOTE: Majors in accounting must also have an overall grade point average of 2.0 in accounting course work at Hofstra and C- or better in ACCT 1, 2, 123, and 124.

2. At least 64 semester hours, (67 semester hours for international business majors), including all requirements, must be in liberal arts.
3. There are two requirements that must ordinarily be completed in residence at Hofstra: **15 semester hours in the major field of specialization** and the last 30 hours. The 15 hours need not be included within the last 30 hours.
4. The fulfillment of the following requirements:
Liberal Arts Core Requirements (30 s.h.)

(See pp. 78-79 for core courses)

- a) Humanities Division, 9 semester hours including:
- | | |
|---|--------|
| Creative Participation core | 3 s.h. |
| Appreciation and Analysis core
(including a minimum of 3 s.h. of literature courses) | 6 s.h. |
- b) Natural Sciences, Mathematics/Computer Science Division, 9 semester hours including:
- | | |
|--|--------|
| Mathematics/Computer Science core** | 3 s.h. |
| Natural Sciences core | 3 s.h. |
| Course chosen from Mathematics/Computer Science or Natural Sciences core** | 3 s.h. |
- c) Social Sciences Division, 9 semester hours including:
- | | |
|---|--------|
| Perspective core | 3 s.h. |
| Contemporary core | 3 s.h. |
| Course chosen from Perspective or Contemporary core | 3 s.h. |
- d) Cross-Cultural core 3 s.h.

ENGL 1-2 (6 s.h.)

(See University Degree Requirements, page 59.)

Specific Liberal Arts Requirements for B.B.A. Students (18 s.h.)

Students may not use these courses to fulfill core requirements (see below for exception made for international business majors).*

- a) ECO 1, 2 6 s.h.
(These economics courses may not be taken on a Pass/D+/D/Fail basis.)
A third economics course if specified by the department.
- NOTE: a maximum of 9 semester hours in economics will be accepted toward the fulfillment of the liberal arts requirement.**
- b) MATH 9 or above (except MATH 12 and 16),
*chosen under business department advisement*** 3 s.h.
- c) Ethics course (PHIL 9 or equivalent) 3 s.h.
- d) Political science course 3 s.h.
- e) SPCM 1 or 7 (formerly SPCH 1 or 7) 3 s.h.

International business majors must fulfill the following additional specific liberal arts requirements:

- f) Foreign language, level 5 or equivalent (up to 15 s.h.) or standardized test assessments accepted.
- g) 3 s.h. chosen from HIST 11, 12, ENGL 43, 44, CLIT 39 or 40.
- h) A *second* Cross-Cultural core course (3 s.h.)
- i) ECO 142

*International business majors need a minimum of 67 s.h. in liberal arts and may also apply up to 12 s.h. of “**Specific Liberal Arts Requirements for B.B.A. Students**” (b-h) to fulfill “**Liberal Arts Core Requirements.**” Students should

see an adviser in the Department of Marketing and International Business

Additional Liberal Arts Electives

Students may select courses from any liberal arts area as needed to complete the minimum of 64 s.h. (67 s.h. for International Business majors).

Additional mathematics courses may be taken to fulfill part of the liberal arts core requirements (see p. 79) and/or as needed to complete the minimum number of liberal arts credits needed for graduation. MATH 12 and 16 may not be taken by B.B.A. students. **Students who plan to pursue an M.B.A. degree are strongly urged to take a calculus course (MATH 10, 10E or 19).

Requirements for B.B.A. Majors (18-24 s.h.)

(See specific requirements as listed under the field of specialization.)

Accounting	24 s.h.
Business Computer Information Systems	24 s.h.
Finance	21 s.h.
International Business	21 s.h.
Management	18 s.h.
Marketing	21 s.h.

Other Business Requirements (40 s.h.)

ACCT 1,2	6 s.h.
BCIS 9†	1 s.h.
BCIS 10†	3 s.h.
BLAW 20	3 s.h.
FIN 101 (sophomores or above)††	3 s.h.
FIN 110 (juniors or above)††	3 s.h.
GBUS 180 (seniors only)††	3 s.h.
IB 150 (sophomores or above)††	3 s.h.
MGT 101 (sophomores or above)††	3 s.h.
MGT 110 (juniors or above)††	3 s.h.
MKT 101 (sophomores or above)††	3 s.h.
QM 1, 122	6 s.h.

Free Electives

Electives as needed to complete the 128 semester hour minimum.

TRANSFER CREDIT AND B.B.A. LIBERAL ARTS CORE COURSE REQUIREMENTS

Subject to the following regulations, students may use transfer or other advanced standing credit to reduce the divisional core course requirements in the Bachelor of Business Administration program described above. Students should see their major adviser.

1. Only credit for work completed elsewhere before the student matriculates at Hofstra can be used to reduce

†BCIS 9 may be fulfilled by the successful completion of credit by examination. BCIS 9 must be taken as a corequisite or prerequisite to BCIS 10.

††Sophomore class standing (completion of 24 s.h. or above) is required. Junior class standing (completion of 58 s.h. or above) is required. Senior class standing (completion of 88 s.h. or above) is required. These requirements cannot be waived.

any core course requirement. Credits that Hofstra students earn as visiting students elsewhere *may not be used* to meet or to reduce core course requirements. Students who attend non-AACSB institutions after interrupting their studies at Hofstra may be able to receive credit for up to 12 semester hours of business courses upon the successful completion of credit-by-examination tests.

Currently enrolled Hofstra students who want to earn business or nonbusiness credits as visiting students elsewhere must obtain prior approval from the major adviser and the Office of the Dean, Zarb School of Business. Business credits may only be earned at AACSB accredited institutions.

- Please see page 77 regarding transfer credit of liberal arts core course requirements.

MINORS IN BUSINESS

Business minors provide B.B.A. and non-B.B.A. students with an enriched understanding of the business world. A completed minor field will be listed on the student's transcript.

Students with a *major* in a business area may choose a minor in a second business area. For a business minor, B.B.A. students must complete, *only under faculty advisement in the department offering the minor*, a minimum of 18 semester hours with grades of C– or better in that second area of study, with at least six-nine hours in residence. While the introductory courses (e.g., courses numbered 1, 2, 101 and 110) included in the undergraduate business and general requirements may be counted within the total 18 credit hours, no course may be used toward the minor if it is also being used as an elective in the major field.

For a minor in Business Law, see page 145.

For a minor in Banking and Finance, see page 206.

Business majors who want to pursue a minor in a nonbusiness area should obtain a description of the minor requirements from the appropriate department. For a minor in the Hofstra College of Liberal Arts and Sciences, see page 75; for School of Education, see page 107; for interdisciplinary minors, see page 255.

Nonbusiness majors may choose a minor in the School of Business. The requirements are the successful completion of a minimum of 18 semester hours of business courses with grades of C– or better, *only under faculty advisement in the department offering the minor*, with at least six-nine hours in residence.

No School of Business courses may be taken on a Pass/D+/D/Fail basis.

No student pursuing a bachelor's degree, other than a Bachelor of Business Administration degree, may complete more than 30 semester hours of School of Business coursework without permission of the School of Business Dean's Office. The student must have the appropriate form approved by and filed with the major and minor departments.

For further information regarding business minors, contact the chairperson of the appropriate department.

All minors must be declared at the Office of Financial and Academic Records.

BUSINESS EDUCATION

In cooperation with the School of Education, the Zarb School of Business offers programs leading to New York State certification for classroom teachers in business education, and in business and distributive education. Students who want to be certified should consult an adviser in the School of Business for selection of a major field and an adviser in the School of Education for selection of the proper courses for meeting the New York State requirements. See page 330 for complete description.

BACHELOR OF SCIENCE IN VIDEO/TELEVISION AND BUSINESS

The School of Communication offers a program leading to the degree of Bachelor of Science with a specialization in video/television and business. See page 131 for requirements.

Graduate Programs

MASTER OF BUSINESS ADMINISTRATION

The Frank G. Zarb School of Business offers programs leading to the degree of Master of Business Administration and a dual program offered jointly with the School of Law leading to both the Juris Doctor and the Master of Business Administration degrees (see page 101).

The Master of Business Administration Program is professionally accredited by the American Assembly of Collegiate Schools of Business. It is the only graduate program in Nassau and Suffolk Counties which is so accredited, ensuring that faculty, academic programs and facilities meet the highest professional standards.

Courses in the M.B.A. Program are open only to those students who have been accepted for matriculation. For information, contact the Office of Graduate Admissions, Admissions Center, (516) 463-6707, Fax (516) 560-7660 or the Zarb School of Business Graduate Program Office, Third Floor, Weller Hall, (516) 463-5683; Fax (516) 463-5268; E-mail: HUMBA@HOFSTRA.EDU.

The fields of specialization and the chairpersons for the individual academic departments are:

Accounting and Taxation: Associate Professor Warner, (516) 463-5684

Banking and Finance: Professor Lyn, (516) 463-5698

Business Computer Information Systems: Associate Professor Nasri, (516) 463-5716

Management: Associate Professor Comer, (516) 463-5726

Marketing and International Business: Associate Professor Barak, (516) 463-5706

ADMISSION CRITERIA FOR DEGREE STUDENTS

Applicants for admission to the M.B.A. Program must hold a baccalaureate degree from a regionally accredited institution. No specific undergraduate course of study is required for admission, nor is any specific course of undergraduate study recommended for those students planning to pursue the M.B.A. degree. Undergraduate

majors represented in the M.B.A. Program include business, education, the natural and social sciences, engineering, the humanities and nursing.

Applicants for admission are required to take the Graduate Management Admission Test (GMAT). The test is administered by the Educational Testing Service four times a year—October, January, March and June—at various test centers throughout the United States as well as in foreign countries. The test can be taken at Hofstra on any of the four dates. Applications for the test are available from Hofstra's Graduate Admissions Office or School of Business.

Admission to the program has become increasingly selective over the last several years, and candidates for admission are expected to demonstrate high promise of success in graduate business study. All applications for admission are considered on the basis of their own merits, with weight given to the strength of a student's previous academic performance, scores obtained on the GMAT, professional experiences indicating increasing levels of responsibility, and any other pertinent information which the candidate for admission may provide to the Committee on Admissions.

GRADUATE GRADES

Grading in graduate courses include the categories A,B, C,D,F. (See Graduate Grading System, page 68.) No credit will be allowed for prerequisite or graduate courses with D grades. These courses must be repeated.

ACADEMIC STANDING

Graduate business students are required to earn a 3.0 grade-point average or better to be considered in good standing and to graduate. Students who fail to maintain a 3.0 grade-point average will have their status reviewed by the Senior Assistant Dean and Director of Graduate Programs. **NOTE: Majors in accounting must also have an overall grade point average of 3.0 in accounting course work at Hofstra.**

The academic performance of all students is reviewed at the conclusion of every semester. Any student with a grade point average of less than 3.0 at the end of a semester will be subject to academic probation.

Students who have accumulated 25 percent or more of total attempted semester hours in INC's, W's and NC's will also be placed on probation. Students who have maintained two consecutive probationary periods, and who have not raised their GPA to the required 3.0 by the conclusion of the second probationary period, are subject to dismissal. An M.B.A. student with especially serious academic deficiencies is subject to immediate dismissal when such deficiencies make it apparent that the student's continuation in the M.B.A. Program will not result in his/her successful achievement of the M.B.A. degree.

Further information concerning maintenance of graduate academic standing may be obtained from the Zarb School of Business Graduate Program Office, Third Floor, Weller Hall.

TRANSFER CREDIT

Opportunities to transfer credit from other institutions to the M.B.A. Program are extremely limited beyond the core competency level. No more than the equivalent of 9 semester hours beyond core competency courses may be transferred. Only course work completed at AACSB accredited schools will be considered for transfer credit.

Graduate transfer credit is limited to ensure a minimum of 30 graduate credits taken in residence and to ensure that only appropriate courses from other AACSB accredited schools are accepted for credit in the program.

STATUTE OF LIMITATION

All credits applied toward the M.B.A. degree must be earned within the period of five years starting from the date of completion of the first course applicable to the degree. Exceptions will be made for any period of intervening military service.

M.B.A. students who have no record of attendance at Hofstra for a period of 15 months or more after the last completed semester, including summer sessions, may be required to file for readmission and follow the requirements set forth in the *Bulletin* in effect upon such readmission. Students who are maintaining matriculation while on approved leaves of absence are considered to be in attendance.

PROGRAM REQUIREMENTS FOR ALL M.B.A. MAJORS:

A range of 42-66 semester hours is required for the M.B.A. degree. Previous course work of all students admitted to graduate business study will be evaluated by the Senior Assistant Dean and Director of Graduate Programs of the Zarb School of Business upon a student's admission. Students may be awarded credit for M.B.A. residency requirements and/or core competencies based upon previous academic work, and this will determine the total number of semester hours required for the M.B.A. degree. The Program is comprised of the following five components:

Component I	Residency Requirements	(No credit)
Component II	Core Competencies	(0-24 s.h.)
Component III	Advanced Core	(18 s.h.)
Component IV	The Contemporary Business Environment	(9 s.h.)
Component V	The Major Concentrations	(15 s.h.)

COMPONENT I: RESIDENCY REQUIREMENTS RESIDENCY WORKSHOPS*

These workshops cover the fundamentals of computer applications, library resource usage, and calculus with business applications respectively. Full-time students must complete all of these workshops during the first month of the semester in which they begin the M.B.A. program. Part-time students must complete them within their first semester. Documentation of completion

*Open only to matriculated M.B.A. students.

must be submitted to the Graduate Program Office in order for students to register for the subsequent semester.

Computer Applications† No credit

This workshop enables students to develop computer proficiency by covering Windows, spreadsheets, databases, word processing, e-mail and Internet access.

Library Resource Usage No credit

This workshop is administered by Axinn Library faculty to familiarize M.B.A. students with available resources (computer resources, journals, CD ROM, etc.).

Business Mathematics Workshop† No credit

A basic overview of calculus, linear algebra, and other business applications of mathematics including functions, analytic geometry of the plane, differentiation and integration as applied to business decision making.

Component II: Core Competencies

The core competency component provides students with exposure to the functional areas of business and provides the base of knowledge necessary to understand how a business organization functions. Core competency requirements may be satisfied through the successful completion of appropriate previous course work with grades of "B" or better taken within a specific timeframe prior to enrollment in the M.B.A. Program or through satisfactory performance on a proficiency examination administered by the appropriate department within the Zarb School of Business.

Previous course work of all students admitted to graduate business study will be evaluated by the Director of Graduate Programs of the Zarb School of Business immediately upon a student's admission. The results of this evaluation, including notification of the core competencies required as part of each individual student's course of study in the M.B.A. Program, will be communicated to all students with their letter of admission. Further evaluation of core competencies after admission will only be undertaken for those students admitted directly from their baccalaureate program of study and for whom final undergraduate transcripts were not available at the time of admission.

Students should note that in-service training courses, corporate training, and other nondegree bearing credit courses are not acceptable for credit toward the core competencies. Also, courses taken at junior or community colleges or non-AACSB accredited schools are generally not acceptable for credit toward core competency courses.

Core Competencies*

		<i>Sem. Hrs.</i>
ACCT	201. <i>Financial Accounting and Reporting</i>	3
BCIS	201. <i>Information Technology</i>	3
BLAW	201. <i>Legal, Political, Regulatory and Ethical Environment of Business</i>	3
ECO	201. <i>General Economics</i>	3
FIN	201. <i>Financial Analysis and Markets</i>	3
MGT	201C. <i>Operations, Technology and Quality Management</i>	3
MKT	201. <i>Marketing Principles and Concepts</i>	3
QM	201. <i>Quantitative Analysis With Business Applications</i>	3
		24

Majors in accounting must also satisfy the following courses:

- ACCT 123 & 124. *Financial Accounting Theory and Practice*, 6 s.h.
- 125. *Accounting Entities* (Advanced), 3 s.h.
- 131. *Cost Accounting Systems*, 3 s.h.
- BLAW 24. *Legal Aspects of Business Organizations and Activities*, 3 s.h.

Majors in business computer information systems must also satisfy the following *special* core competency course:

BCIS 201A. *Structured COBOL Programming*, 3 s.h.

Majors in taxation must also satisfy the following courses:

ACCT 123 & 124. *Financial Accounting Theory and Practice*, 6 s.h.

Component III: The Advanced Core

The advanced core component further strengthens the general management base provided in Component II of the program. This component is presented within a framework which emphasizes the professional and leadership perspectives in the management of business organizations, as well as the importance of written and oral communication skills.

With permission of the Senior Assistant Dean and Director of Graduate Programs, in consultation with the department chairperson to set general policy, M.B.A. students may seek permission to substitute a more advanced course in a subject area represented in the advanced core courses if they have previously completed a minimum of six courses in the subject at the undergraduate or graduate level with grades of "B" or better.

		<i>Sem. Hrs.</i>
ACCT	230. <i>Managerial Accounting and Reporting</i>	3
BCIS	205. <i>Management Information Systems</i>	3
FIN	202. <i>Corporate Financial Management</i>	3
MGT	202. <i>Innovative Management of Contemporary Organizations</i>	3
MKT	207. <i>Marketing Management</i>	3
QM	210. <i>Advanced Applications for Quantitative Analysis</i>	3
		18

Component IV: The Contemporary Business Environment

The contemporary business environment provides students with an applied focus on issues of managing contemporary organizations. A broad frame of reference is provided in order to enable students to develop decision making and leadership skills within environments of increasing uncertainty and complexity which are influenced by ethics, technology, and social, ethnic and political diversity. In addition, this component provides for integration of material in a global context from the core competency courses which crosses traditional functional boundaries.

The Contemporary Business Environment* *Sem. Hrs.*

MGT	214. <i>Ethics, Environmental Responsibility, and Sociopolitical Diversity in Business Organizations</i>	3
MGT	217. <i>Developing Leadership and Communication Skills</i>	3
IB	219. <i>Global Business Decision Making</i> ††	3
		9

Component V: The Major Concentrations*

The major concentration enables students to establish a strong base of specialized knowledge in one of the areas of study represented in the Zarb School of Business. This complements the skills in the

*Open only to matriculated Zarb School of Business graduate students and/or M.A. in Health Administration students where appropriate.

†Open only to matriculated M.B.A. students. These residency requirements may be satisfied through previous undergraduate or graduate course work. Students will receive with their letter of admission information about which residency requirements, if any, have been met through prior course work. Students may also elect to satisfy these requirements through a proficiency examination administered by the Zarb School of Business.

††Students must have completed at least 12 s.h. in the Advanced Core before registering for IB 219.

various functional areas of business, as well as the professional leadership and management orientation found in Components I through IV. Concentrations are offered in Accounting, Business Computer Information Systems, Finance, International Business, Management, Marketing, and Taxation.

With permission of the Senior Assistant Dean and Director of Graduate Programs, in consultation with the department chairperson to set general policy, students may substitute an elective course outside of their major area for one of these courses.

ACCOUNTING:

	<i>Sem. Hrs.</i>
ACCT 216. <i>Tax Accounting</i> or a 200-level taxation course	3
ACCT 234. <i>Advanced Auditing</i>	3
ACCT 250. <i>Seminar in Contemporary Accounting</i>	3
One international accounting course	3
Capstone Research Integration Course	3
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BUSINESS COMPUTER INFORMATION SYSTEMS:

BCIS 206. <i>Systems Analysis and Design</i>	3
BCIS 215. <i>Database Management Systems</i>	3
Two electives in area of concentration selected under advisement (including one international BCIS course)	6
Capstone Research Integration Course	3
	<hr style="width: 100%; border: 0.5px solid black;"/> 15

FINANCE;

INTERNATIONAL BUSINESS;

MANAGEMENT;

TAXATION:

Four electives in area of concentration selected under advisement (including at least one international course in the area of concentration)	12
Capstone Research Integration Course	3
	<hr style="width: 100%; border: 0.5px solid black;"/> 15

MARKETING:

MKT 245. <i>Research for Marketing Decisions</i>	3
Three electives in area of concentration selected under advisement (including at least one international marketing course)	9
Capstone Research Integration Course	3
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Capstone Research Integration Course*

In order to better address the myriad of experiences and professional objectives of students enrolled in the M.B.A. Program, the Capstone Research Integration Course offers students a variety of options through which to integrate material presented in other components of study. All of these options stress the importance of analytical and research skills; decision making across functional lines; a demonstrated thorough understanding of the global environment, markets, technology and operations of an organization or issue within an organization; and effectively communicating and substantiating decisions which have the potential to profoundly affect an enterprise. **Before choosing one of the following options, students must ensure that they meet the registration requirements listed under the individual course descriptions:**

Option 1: *Advanced Research Seminar*, 3 s.h.
ACCT, BCIS, FIN, IB, MGT, or MKT 304

Option 2: *M.B.A. Honors Research Thesis*, 3-6 s.h.
ACCT, BCIS, FIN, IB, MGT, or MKT 305
Students approved to pursue a 6 semester hour honors research thesis must take their three remaining elective courses within their area of specialization.

Option 3: *Case Focused Research Seminar*, 3 s.h.
ACCT, BCIS, FIN, IB, MGT, or MKT 306

Option 4: *Consulting Research Project*, 3 s.h.
ACCT, BCIS, FIN, IB, MGT, or MKT 307

Option 5: *Computer Simulation (Management Game)*, 3 s.h.
ACCT, BCIS, FIN, IB, MGT, or MKT 308

Options 3, 4, and 5 are cross-listed in the class schedules in order to enable majors from the various disciplines to come together in a common integrative course and promote a team effort approach to problem solving. For example, if Option 3 (FIN 306: *Case Focused Research Seminar*) is offered by the Banking and Finance Department, it will be cross-listed for the other four departments. Therefore, a marketing major who desires to take the course will register for MKT 306, while a management major will register for the same class listed as MGT 306.

M.B.A./J.D. PROGRAM

This program leads to both the Juris Doctor and Master of Business Administration degrees. It gives people with legal backgrounds knowledge of business practice, the economic ramifications of the law, and a foundation in business problem solving. Areas of law and business which especially benefit from such an integrated program include tax law, corporation law, real estate and antitrust law.

Hofstra law students in good academic standing at the end of the first year of Law School are eligible for admission to the program. Alternatively, students may apply simultaneously to the Law School and the Zarb School of Business for the fall semester in which they plan to begin study. Students are required to meet admission standards of the School of Business and the School of Law. The Graduate Management Admission Test (GMAT) is required of all J.D./M.B.A. students. The regular M.B.A. application fee may be waived by the program coordinator.

A complete description of the program can be obtained from the Zarb School of Business Graduate Program Office, Third Floor, Weller Hall, (516) 463-5683, or from the School of Law Admissions Office, 114 Law School, (516) 463-5916.

ACADEMIC CHAIRS AND DISTINGUISHED PROFESSORSHIPS

For information, see page 388.

THE BERNON FAMILY ENDOWED DISTINGUISHED PROFESSORSHIP IN BUSINESS.

THE BRODLIEB DISTINGUISHED PROFESSORSHIP IN BUSINESS is

*Open only to matriculated Zarb School of Business graduate students.

held by Dr. Stern, Professor of Business Computer Information Systems.

THE CHAYKIN DISTINGUISHED TEACHING PROFESSORSHIP IN ACCOUNTING is held by Professor Katz, Professor of Accounting.

THE CHAYKIN ENDOWED CHAIR IN ACCOUNTING is held by Dr. Polimeni, Interim Dean.

THE ROBERT F. DALL DISTINGUISHED PROFESSORSHIP IN BUSINESS is held by Dr. Sonfield, Professor of Management and General Business.

THE WALTER H. "BUD" MILLER DISTINGUISHED PROFESSORSHIP IN BUSINESS is held by Dr. Berman, Professor of Marketing.

THE RMI DISTINGUISHED PROFESSORSHIP IN BUSINESS is held by Dr. Evans, Professor of Marketing.

THE HONEY AND ARTHUR SORIN DISTINGUISHED TEACHING FELLOW IN BUSINESS is held by Vice President Fellman, Adjunct Associate Professor of Management.

THE C.V. STARR CHAIR IN INTERNATIONAL BUSINESS is held by Dr. Hao.

THE MEL WEITZ DISTINGUISHED PROFESSORSHIP IN BUSINESS is held by Dr. Lazarus, Professor of Management.