



**Stony Brook
University**

College of Business

Preparing to Lead

Stony Brook University is one of America's most dynamic public universities and a magnet for outstanding students, offering more than 200 undergraduate programs, 100 master's programs and 40 doctoral programs. From its beginnings more than a half-century ago, Stony Brook University has been characterized by innovation, energy, and progress, transforming the lives of people who earn degrees, work, and make groundbreaking discoveries here.

Stony Brook faculty are leaders in significant national and worldwide projects, including uncovering the causes of lobster mortality in the Long Island Sound, searching for the origins of man in Kenya's Turkana Basin, and managing the national parks of Madagascar. Today Stony Brook is one of only 62 members of the prestigious, invitation-only Association of American Universities. Stony Brook University is listed among the top 1 percent in the world by the *Times Higher Education World University Rankings*, and is consistently named one of the best values among public universities by *Kiplinger's Personal Finance*.

Our College of Business

will provide you with a strong foundation to succeed in today's fast-paced, technologically driven business environment. Small classes, state-of-the-art instruction, flexible schedules, diverse student body, and hands-on experience will prepare you to excel in the business world. With a combination of theory, application, and relevant course work, you will develop the tools needed to become an effective innovator, decision-maker, and leader.

Qualified undergraduates can choose to major or minor in Business Management, a minor in Accounting, a minor in Entrepreneurship and our fast-track MBA program. Most businesses today are global in nature, and our unique relationships with business schools overseas means that you will have opportunities to study abroad and learn about business in countries such as Korea, Greece, and Italy.

Stony Brook's expert faculty are first rate scholars and experienced entrepreneurs and executives, hailing from companies such as AT&T, Boeing, Bell Labs, Merrill Lynch, Philip Morris, Roche Diagnostics, and Ernst & Young.



The Business Management Major

The Business Management major, offered at Stony Brook since 1988, is designed for students who wish to enter the business arena with substantial knowledge and skills across the full spectrum of business disciplines. The major will prepare you for diverse and innovative managerial and professional positions in all areas of business. Career opportunities include management positions in manufacturing companies, business and management consulting, financial planning and banking, sales management, marketing and human resource management.

Enrollment in the major has grown steadily since its inception, and it is now the third largest undergraduate major at Stony Brook. Leaders in all economic sectors urge business students to broaden their understanding of the world by exploring non-business subjects; the Business Management major, combined with Stony Brook's liberal arts education, prepares you to manage effectively in the world's competitive marketplaces. Students have the opportunity to concentrate in one of five specializations:

★ Accounting

Attributes: Strong analytical and quantitative skills, organized and structured, ability to multitask, client-oriented.

Career Opportunities: Staff Accountant, General Ledger Manager, Accounts Payable, Supervisor, Accounts Receivable Supervisor, Internal Auditor, Tax Examiner, Revenue Officer (IRS).

★ Finance

Attributes: Strong quantitative, communication, and problem-solving skills.

Career Opportunities: Stock Broker, Financial Analyst, Currency Trader, Mutual Fund Administrator, Investment Banker, Commercial Banking, Portfolio Analyst, Corporate Finance, Financial Planning, Insurance, Money Management, Real Estate.

★ Marketing

Attributes: Good people skills, verbal and written skills, creativity, the ability to handle ambiguity, and strong analytical skills.

Career Opportunities: Marketing Manager, Public Relations, Distribution Manager, Sales, Sales Promotion, Product Manager (New Product Developer, Business Development Analyst), Competitive Analyst, Marketing, Research Analyst.

★ Operations

Attributes: Strong analytical skills, efficient goal-oriented, logical, detail-oriented, enjoys management, strong quantitative skills.

Career Opportunities: Banking and Financial Operations, Business Systems Analyst, Logistics Specialist, Buyer/Planner, Retail Department Manager, Manufacturing Supervisor, Manufacturing Engineer/Supervisor.

★ International Business

Attributes: Strong communication skills in two or more languages, strong analytical skills, goal-oriented, client-oriented

Career Opportunities: Financial Analyst, Currency Trader, Investment Banker, Management of Manufacturing Plant, Import/Export Businesses

Students will also take classes in business statistics, decision sciences, and general management. Majors also have the opportunity to concentrate in sustainable business, an increasingly important segment of business today. Business majors are also required to minor in a discipline outside of business.

Admission To The Major

Freshman and transfer applicants who have indicated an interest in the Business Management major on their application will be considered for direct admission into the major.

Successful freshman applicants will, in addition to our regular admission criteria, typically display evidence of achievement in mathematics and writing and will have performed particularly well on both the Math and Critical Reading sections of the SAT and/or ACT.

Successful transfer applicants will, in addition to our regular admission criteria, have a 3.10 grade point average or higher.

Continuing Stony Brook students who did not initially apply for the major, and those who did not qualify for direct admission into the major, may apply for admission to the major provided that their cumulative grade point average is 3.10 or higher (including any coursework completed at other institutions). Contact the College of Business Office of Student Services by March 15 for the following fall semester, or by October 15 for the following spring semester.



The Business Honors Program

Qualified students can graduate with honors in business management. Admission requirements for the honors program in business management are a cumulative grade point average of 3.3 or higher and successful completion of BUS 115: Introduction to Business (with a grade of B or higher) and WRT 102: Intermediate Writing Workshop.

To graduate with honors requires a cumulative grade point average of 3.3 or higher and fulfillment of the following required courses:

BUS 195 Business Honors
Seminar I (1 credit)*

BUS 295 Business Honors
Seminar II (1 credit)

BUS 296 Business Honors
Seminar III (1 credit)

BUS 447 Business Ethics/WRT 301
(3 credits each)

BUS 380 Research Methods (3 credits)

BUS 487 Independent Research (3 credits)

BUS 495 and BUS 496 Thesis (3 credits)

**Transfer students and non-freshmen are exempt from BUS 195.*

Fast-Track MBA Degree Program

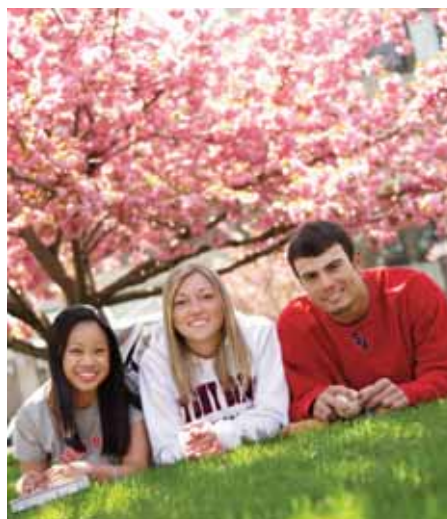
The University offers an exciting degree program wherein you can earn an MBA, along with your choice of nearly any undergraduate major in about five years. Our goal is to create leaders who have the knowledge, integrity, and originality to drive enterprise in the 21st century. By combining undergraduate non-business studies with an MBA, students can significantly jump start their careers.

Students begin the program in the summer after their sophomore or junior year, taking several MBA-level courses each summer. The program is taught by senior Stony Brook faculty and 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.

This program is for high-achieving Stony Brook students with at least a 3.2 GPA and is currently designed for non-business majors, although those in the business minor can apply. Students are not expected to come to the program with any previous business knowledge, however calculus with a grade of C or higher is required. Accepted students can use up to 15 MBA credits toward their undergraduate elective credits.

International Learning Experiences

Business has become a global activity, and an international experience has become an essential component of your education. The College of Business attracts students from all over the world, so students get an international experience right in our classrooms. Stony Brook students are also encouraged to study a foreign language and to take advantage of our study abroad programs in countries that include Greece and Italy.



Entrepreneurship Minor

Entrepreneurial undergraduates play a range of roles from technological innovators to social change agents and from changes agents to international adventurers. The minor is open to non-business majors. Students may apply at any time during their academic career. Students must have successfully completed a Statistics course prior to applying. Completion of the minor requires 18 credits.

Business Management Minor

The Business Management minor is intended for students pursuing other majors who seek a foundation in business studies. The minor complements their chosen major by introducing them to principles and techniques used in business and management. Students may apply to the BUS minor any time during their academic career provided that their cumulative grade point average is a 3.10 or higher. Applications must be submitted to the College of Business Office of Student Services no later than March 15 for admission in the following Fall semester, and no later than October 15 for admission in the following Spring semester. Application forms are available at the College of Business Office of Student Services.

Accounting Minor

The Accounting minor provides students with a strong academic foundation in the field of accounting which will serve as a basis for further advanced study in accounting at the graduate level. It is anticipated that students who declare the accounting minor will continue their accounting education by enrolling in the MBA program in order to prepare themselves for the Uniform Certified Public Accountancy exam and a career in public accounting.

Employers Who Love Our Graduates

Aldi
A&Z Pharmaceutical
ADI (Honeywell)
Alliance Bernstein
Applie Applied DNA Sciences, Inc.
AT&T
BAE SYSTEMS
Barclays Capital
Bed Bath & Beyond
Bethpage Federal Credit Union
Big Lots, Inc.
Black Entertainment Television (BET)
Blinds To Go
Booze Allen Hamilton
Bradley & Parker, Inc.
Broadridge Financial Solutions, Inc.
Brookhaven National Laboratories
Burger King Corporation
CA Technologies
Cablevision
Canon USA, Inc.
CBS Inc.
Cerini & Associates, LLP
Chernoff Diamond & Co, LLC
CINTAS Corporation
Citi
CON EDISON
Dannon Company
Dayton T. Brown
Enterprise Rent A Car
Estee Lauder, Inc.
Fastenal
Federal Deposit Insurance Corporation

Festo
First Investors Corporation
Forest Laboratories
Friedman LLP
Frito Lay Company
GEICO
Gemini Fund Services, LLC
Genesis10
Georgia Pacific Harmon Recycling
Goldman, Sachs & Co.
Hain Celestial Group, The
HSBC Bank
Internal Revenue Service (IRS)
JP Morgan Chase & Co.
Katz Media Group
Liberty Mutual
Long Island Rail Road
Luitpold Pharmaceuticals, Inc.
Madison Square Garden
Marcum LLP
Margolin, Winer & Evens LLP
MassMutual Financial Group
Metlife
Metropolitan Transportation Authority (MTA)
Morgan Stanley
Motorola
MTV Networks
Natech Plastics
NBC Universal
NBTY
New York Life
NY State Homes and Community Renewal
Newsday Inc.

Northwestern Mutual Fin Ntwk/Quinlan Grp
NYC Office of Management and Budget
OpenLink Financial
Pall Corporation
People's United Bank
Power Home Remodeling Group
Prager Metis CPAs, LLC
Prudential
Samsung Telecommunications America
Satty, Levine & Ciacco, CPAs, P.C.
Schacker Real Estate Corp.
Sheehan & Company, CPA, PC
Sherwin Williams Company
Sirius XM Satellite Radio
Sleepy's, LLC
Softheon
Sound Wealth Fin Grp-Agny of Guardian Life
State Farm Insurance
Suffolk Federal Credit Union
SunGuard VPM
T3 Trading Group
Target
Teachers Federal Credit Union
TIAA-CREF
Travelers
U.S. Department of State
U.S. Social Security Administration
Verizon
Walgreens
Weiser Mazars LLP
Xerox

www.stonybrook.edu/admissions



Priority Application Deadline:
January 15

E-mail: enroll@stonybrook.edu
Phone: (631) 632-6868



FOR MORE INFORMATION ABOUT
THE COLLEGE OF BUSINESS

www.stonybrook.edu/business

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Associate Dean: *Thomas R. Sexton*
Interim Associate Dean: *Dmytro Holod*
Undergraduate Program Director:
Carl J. Allocca
Office of Student Services: *Faith Caton*
Business Honors Program Director:
Margot Palermo