

# DEPARTMENT OF BUSINESS ADMINISTRATION

## Programs

- Business Admin. Dept. Major, B.S./Business Administration, M.B.A. (<http://catalog.georgian.edu/graduate/school-business-digital-media/business-administration/business-administration-bs-business-administration-mba/>)
- Business Administration, Graduate Certificate (<http://catalog.georgian.edu/graduate/school-business-digital-media/business-administration/graduate-certificate-business-administration/>)
- Business Administration, M.B.A. (<http://catalog.georgian.edu/graduate/school-business-digital-media/business-administration/business-administration-mba/>)

## Courses

### Accounting (AC)

#### AC602 Management Acct & Budgetary Control (3.0 Credits)

Examine management control systems and their impact on management decision making. Topics include cost analysis, break-even analysis, standard costs and variances, and the budget process.

#### AC604 Not-for-Profit Acct & Internal Controls (3.0 Credits)

Learn financial accounting basics with an emphasis on the concepts of accounting and reporting for nonprofit organizations. Focus on internal controls of assets including cash. There is an emphasis on the absence of a profit motive and the accountability or stewardship of resources entrusted to administrators.

#### AC621 Contemporary Issues in Intl Acct (3.0 Credits)

Generally accepted accounting principles and reporting practices vary significantly throughout the world. Examine the history, environmental, and legal issues that contribute to these differences and consider contemporary issues that will change over time, including how management of related entities deal with issues arising from the use of differing currencies, systems and procedures in local reporting, budgeting and incentives. Emphasis on issues that affect management decision making by executives of multinational companies.

Prerequisite(s): BU602.

### Business Administration (BU)

#### BU600 Production & Operations Management (3.0 Credits)

Study the principles, concepts, and techniques for managing productive systems. Learn the basics of transforming resources into products and services, be it a profit or nonprofit organization. Topics include capacity planning, product design and process selection, statistical quality control methods, total quality management, forecasting, job design and work measurement, inventory management, materials requirement planning and scheduling.

#### BU602 Business Intelligence (3.0 Credits)

Businesses are inundated with data that could be used to develop insights into their customers, suppliers, and internal processes. The field of business analytics involves using data to guide decision making with the goals of improving productivity, increasing profits, and creating competitive advantage. The course provides an introduction to the applications and issues associated with systematically using data to drive business decisions across industries and in all fields including marketing, finance, operations, network security, fraud protection, and strategy. Topics include collecting and integrating data (systems knowledge), using the data to find optimal solutions (decision analysis), make predictions and find patterns (analytic tool application knowledge), and the ability to ask the right questions and think critically about the results (management knowledge).

#### BU603 International Business (3.0 Credits)

Examine through comparative study the management styles, marketing activities, financial structures, approaches to environmental concerns and human rights, and trade laws within selected international business communities.

#### BU604 Corporate Governance & Business Ethics (3.0 Credits)

Corporate governance covers the rules and international processes by which businesses are operated and controlled, with emphasis on the officers, stockholders and bylaws of a corporation, as well as on external forces such as consumer groups, clients, and government regulations. Business ethics provides the philosophical and moral foundation used in considering ethical dilemmas in business. Current business cases as reported in new media are used extensively.

#### BU605 Legal Environment of Business (3.0 Credits)

Examines legal systems including constitutional and public laws such as torts and intellectual property, contracts and commercial law, investor protections laws, and agency and employment law.

#### BU609 Management & Leadership (3.0 Credits)

The responsibilities and activities of managers and leaders are discussed with a goal of developing the ability to manage and lead within the students in the course. Critical skills include interpersonal communications, motivation of others, leadership, and managing and implementing change and innovation in an ethical manner.

#### BU614 International Finance (3.0 Credits)

Develop a conceptual framework for the analysis of financial decisions of the multinational firm. Topics include foreign exchange markets, foreign exchange risk management, parity conditions in international finance, foreign investment analysis, political risk and financial management of the multinational corporation.

Prerequisite(s): BU628.

#### BU616 Global Marketing (3.0 Credits)

Develop the skills and abilities needed to deal effectively with global marketing issues and problems. Focus on decision making, the basis of relevant principles, and an appropriate conceptual framework using case analysis.

#### BU623 International Business Law (3.0 Credits)

Review the impact of international laws and agreements as they apply to American overseas business interests. Topics include NAFTA, GATT, ASEAN, LAFTA, and the European and Arab Common Markets.

**BU624 Contract & Employment Law (3.0 Credits)**

This course is intended to explore the employment and contract relationships as they apply in common law and the federal statutes to the typical small business person/employer. Among the topics covered are employee rights; affirmative action; discrimination as to age, disability, religion, sex; freedom of expression; procedural due process; Uniform Commercial Code, supplier/service contracts and leases and the Consumer Credit Protection Act.

**BU626 Marketing Management (3.0 Credits)**

Analyze the current methods and technologies used in the marketing of selective products, services, and experiences. Study the nature of market packaging, promotion, global marketing issues, and the establishment of domestic and international marketing policy. Emphasis on current marketing problems in both business and public institutions.

**BU628 Corporate Finance (3.0 Credits)**

Learn to apply various corporate finance theories based on risk assessment of capital structures to capital budgeting, corporate capital structure, investment and financing decisions, and issues of corporate governance and control.

**BU690 MBA Special Topics (3.0 Credits)**

This course provides students with the opportunity to embark upon a faculty-supervised project that enhances their knowledge in a topic of business. The M.B.A. Special Topics course offers the student a great deal of flexibility with respect to topics to pursue.

Prerequisite(s): Permission of instructor.

**BU691 Strategic Management (3.0 Credits)**

Explores the sources of competitive advantage and how an organization builds on these areas through its functional, business, corporate and global strategies through this M.B.A. capstone course. Integrate accounting, marketing, finance and management concepts and skills acquired in prior graduate classes to study advanced concepts in organizational strategy in the context of a larger industry. Through a corequired simulation component (BU691A), hone teamwork and leadership skills to collaboratively develop a winning corporate strategy. Taken in the final semester. With prior approval, this course can be taken concurrently with BU691B, or BU691B may be taken prior to BU691.

Prerequisite(s): AC602, BU609, BU626, BU628, EC611, and/or permission of the program director and instructor.

Corequisite(s): BU691A or BU691B.

**Economics (EC)****EC611 Managerial Economics (3.0 Credits)**

A rigorous treatment of microeconomic theory and its application. Examine quantitative techniques appropriate to demand forecasting, price determination, market share strategies, and resource planning.

**EC614 International Economics (3.0 Credits)**

Study the theory of international trade including absolute advantage (Smith), comparative advantage (Ricardo) through Heckscher-Ohlin, and Leontief's paradox. Topics include the study of exchange rates; balance of payments; significance of international investments; global environmental economic issues; international commercial treaties and agreements; international investments; and the complexity of international finance as they affect the position of the U.S. in the world economy.

Prerequisite(s): Macroeconomics and Microeconomics.

**Health Care Management (HC)****HC611 Legal HlthCare Admin (3.0 Credits)**

Addresses how law relates to health care administration. Covers criminal aspects of health care, employment law, hospital waste, contract law, hospital liability, and liability of health professional.

**HC612 Management & Marketing in Health Care (3.0 Credits)**

Offers health care managers and marketers the foundation for development and implementation of management and marketing strategy. It covers the planning and operation of health care systems competition in the health care marketplace and generating new service opportunities.

**HC613 MedEthics HlthCare (3.0 Credits)**

Includes topics in health law, health administration, and health ethics. Focuses on national health issues with inquiry into such topics as the crisis of costs, the government and health, the right to life, the dignity of dying, accountability, and responsibility.

**HC614 Health Care Finance (3.0 Credits)**

Addresses the latest developments in health care accounting and financial planning. Includes successful product costing and importance of management control, formulating a sound financial plan, cost of capital, developing capital financing, and budgets acquisitions and mergers. The case method of analysis may be used.

**Information Systems (IS)****IS612 Business Information Systems Concepts (3.0 Credits)**

Explore a current interest topic such as advanced practices and procedures in spreadsheets; networks and networking; and database management systems and administration. Become proficient with these tools and learn to use them productively at home and in the workplace.

**Faculty**

**Michael Pawlish, Associate Professor of Management; Chair, Department of Business Administration**

Ph.D., Montclair State University

M.S., Lund University

M.B.A., San Francisco State University

B.S., University of Rhode Island

**Jeongwon Choi, Assistant Professor of Sport Management; Coordinator of the Sport Management Program; Coordinator of Internships**

Ph.D., University of New Mexico

M.B.A., St. Thomas University

B.S., Korea Maritime and Ocean University

**George L. De Feis, Assistant Professor of Business; Director of the MBA Program**

D.P.S., Pace University

M.B.A., Baruch College

B.E., Cooper Union

**Yufei Wang, Assistant Professor of Accounting; Coordinator of the Accounting Program**

Ph.D., Drexel University

M.S., University of Rochester

B.S., Shanghai International Studies University

**Meera R. Behera, Assistant Professor of Finance**

Ph.D., Rutgers, The State University of New Jersey  
Ph.D., Berhampur University  
M.S., The New School

**Jennifer J. Edmonds, Professor of Business; Dean, School of Business  
and Digital Media; Executive Director, Center for Digital Learning**

Ph.D., M.B.A., Rutgers, The State University of New Jersey  
B.S., University of Michigan

**Joseph M. Monahan, Professor of Business**

Ph.D., New York University  
M.A., B.A., Adelphi University

**Janice Warner, Professor of Business Administration; Provost**

Ph.D., Rutgers, The State University of New Jersey  
M.B.A., Rutgers, The State University of New Jersey  
M.S., Columbia University  
B.S., Columbia University