Work toward greatness.

To achieve your career goals in today’s rapidly changing global economy, you’re going to need an edge. Advanced knowledge and skills. A global perspective. Practical experience. More than any other New York area university, Pace will deliver every possible competitive advantage.

At Pace University’s Lubin School of Business, you’ll become a better manager and develop your professional network, through all of the resources that New York — and Lubin — have to offer. At Lubin, your professors, visiting lecturers, and classmates are experienced businesspeople — often leaders in their fields. Our curriculum emphasizes teamwork and hands-on project work, so that you can augment your resume while developing your business acumen. To help you secure your next promotion or a new position, Pace will be your partner, with advice on course selection to mock interviews. Turn the page and learn more about the many ways Pace helps you work toward the greatness within you.
Graduate Degree Programs  2
Lubin School of Business  3
Lubin at a Glance  4
Career Services  6
International Students  6
Master of Business Administration (MBA)  9
Master of Science (MS)  10
Master of Science in Finance for Professionals (MFP)  10
Doctor of Professional Studies (DPS)  13
Curriculum  14
Faculty  22
Campus Locations  24
Graduate Application and Financial Aid  25

Note: Information contained herein was compiled prior to June 2010, and is accurate as of that date. Subsequent changes that may have occurred are not reflected in this book. Please visit www.pace.edu for complete information on graduate programs of Pace University.

P.V. Viswanath, PhD
Professor of Finance
New York Stock Exchange Scholar

On the Cover:
Ann Strumpf, MBA ’08
HR Partner, IBM Corporation
Lubin School of Business
Graduate Degree Programs

Master of Business Administration (MBA)
Accounting: CPA Preparation
Financial Management:
  Financial Management
  Investment Management
Information Systems
International Business
International Economics
Management
  Change Management
  Entrepreneurial Studies
  Human Resources Management
  Strategic Management
Marketing Management
Taxation

Master of Science (MS)
Accounting: CPA Preparation
Financial Management
Human Resources Management
Investment Management
Strategic Global Human Resources Management
Taxation

Joint Degrees
  BBA/MBA — CPA Preparation
  MBA/JD

Executive MBA (EMBA)
Master of Science in Finance for Professionals (MSFP)
Doctor of Professional Studies (DPS)
Advanced Graduate Certificates

For other Pace University graduate programs, visit PACE.edu/grad

“Lubin’s competitive strength is in its practical application of theory. Students gain knowledge and skills they can immediately apply in the workplace.”
— Paul Kurnit, Clinical Professor of Marketing

The Lubin School’s Competitive Advantages
• Study in the business capital of the world
• Dual AACSB accreditation
• Interdisciplinary problem solving
• Flexible class schedules
• Collaborative, team-based approach
• Small classes
• Business experienced faculty
• Network of 68,000 successful alumni
• Global focus
• Diverse student body
Entrepreneurial, Global, Collaborative

Lubin School of Business

From the beginning, Pace University has been a dynamic venture grounded in the world of business. In 1906, Homer and Charles Pace started a school to prepare employees of New York's financial district for the CPA exam. That was over 100 years ago, but their entrepreneurial, marketplace-responsive ethos still drives the Lubin School of Business today.

Our mission is to prepare students for career-long success by applying contemporary theory to professional practice in a personalized environment. At Lubin, you'll get small classes, personal attention, well-connected faculty, and pragmatic career preparation.

Yet every Lubin course has a global dimension too, because all business today is global. Multiple international field study courses are available, combining classroom work with 10 to 12 days of travel. Part-time students can benefit from field study to Europe, Africa, Asia, and South America, just as the full-time students do.

Lubin is the only New York-area business school with locations near Wall Street, in Midtown Manhattan, and in Westchester County's financial center in White Plains. Such close proximity to six major securities exchanges and the highest concentration of Fortune 500 headquarters in the Western hemisphere brings all of the challenges and opportunities of New York's global market into the classroom. But these companies are not just our neighbors. They are our partners. Many are led and populated by Lubin alumni, whose high performance demonstrates the value of a Lubin education. Their senior executives regularly visit campus and participate in class sessions, lecturing, mentoring, advising on our curriculum, and hiring our graduates.

Despite the inevitable twists and turns of the economy, an investment in your education is guaranteed to bring you lifelong dividends. The Lubin School of Business will prepare you to achieve continued success — for the challenges of tomorrow and for the duration of your career.
Lubin at a Glance...

The Lubin School of Business is accredited for both business and accounting by AACSB International, the Association to Advance Collegiate Schools of Business, an elite distinction shared by fewer than three percent of business schools in the world.

“I was in the part-time MBA program at Pace. Whether you are studying finance, marketing, or management, Lubin professors know what they are talking about. The confidence they have given me, plus my professional experiences, completely prepared me for a career in financial services.”

— Maria Orlova, MBA ’08, Goldman Sachs
“The Pace EMBA program is highly innovative, ahead of its time, and unique in the marketplace.”
— AACSB International, Peer Review Team Report

The New York Metropolitan area has the greatest concentration of Fortune 500 headquarters in the world.

These companies are not just neighbors. Many partner with Lubin to provide ideas for curriculum development, internships for current students, financial support for programs, equipment, students, and careers for Lubin graduates.

Graduate Lubin students: 2009—2010

- 38% International
- 16% Non-international minority
- 27% Non-Minority

Executive and Entrepreneur in Residence programs and the Lubin Centers of Expertise, bring academic and business leaders together in events open to all Lubin students.

Centers of Expertise:
- Center for Global Business Programs
- Center for the Study of International Accounting Standards
- William C. Freund Center for the Study of Securities Markets
- The Small Business Development Center (SBDC)

In U.S. News & World Report’s “America’s Best Graduate Schools” survey, Lubin’s part-time MBA program has consistently ranked in the top programs nationwide.

Find out more: PACE.edu/LubinGrad
Career Services: Where education becomes employment

Career services are an essential part of any competitive graduate program. At Pace University, we offer a comprehensive array of services at no cost to students. Pace’s professional career counselors will help you define your goals, plot a career change, or develop job search strategies and interview skills. And these benefits are for life — alumni are always welcome to come back to Pace for personalized career assistance.

Services include:
- Job search databases and access to online job postings
- Hundreds of alumni career advisers and an instant network of great contacts
- Interviewing workshops
- Business etiquette seminars
- Credential files
- Campus recruiting programs and career fairs
- Job referrals

Many employers seek out Lubin graduates, actually contacting Pace for referrals when coveted, high level jobs become available. With Pace’s connections and career resources at your fingertips, you’ll land your dream job or that next big promotion before you know it.

Graduate Assistantship

Full time students may apply for a graduate assistantship. These are resume-building positions within Pace University that provide generous tuition benefits and a cash stipend for either 10 or 20 hours a week during the fall and spring semesters. Please visit pace.edu/lubin/assistantships for more detailed information on assistantship qualifications and the application process.

A Global Focus for International Students

Thirty percent of Lubin graduate students are from a country other than the United States. In addition to your professors, you can count your fellow Pace students from all corners of the globe among your burgeoning professional network.

The New York City region has served as a magnet for global citizens for hundreds of years, offering a wealth of diverse cultures and cuisines — and economic opportunities. Some international students will stay and work in the United States after graduation, and some will return home with their new skills. Regardless of your plans, at Pace you will enjoy a multi-cultural learning environment that welcomes international students and visiting scholars. Many American students, including plenty of native New Yorkers, choose to study at Pace expressly for its global perspective and diversity.

If you are from a country where English is not the official language, you must submit your TOEFL or IELTS scores. An English Language Institute (ELI) is available for international students to help prepare them for graduate school. The ELI will bolster your critical thinking, research, and writing skills, to pave the way for success in an American graduate school. A 12-week summer program and 14-week fall program are available.

For more information, please visit www.pace.edu/internationalgrad.

Some of the top employers of Lubin MBA graduates* include:

Bank of New York Mellon
Con Edison
Deloitte & Touche, LLP
Ernst & Young, LLP
IRS
Morgan Stanley
Protiviti
MasterCard
Deutsche Bank
KPMG, LLP
JMorgan Chase
MBIA Insurance
RSM McGladrey
Wachovia
Thomson Reuters
PricewaterhouseCoopers
Citigroup

*Information provided by 2009 graduate survey respondents and subject to change.
“At Pace, you study in the epicenter of the world’s financial capital, with faculty who teach from experience as well as theory. Faculty whose connections relate what you learn to what’s happening in the business world. Lubin’s locations in New York City and White Plains also provide a lot of internships and work opportunities at world-class companies. If you’re willing to make a commitment, Pace can change your life.”
William Phelps, MBA ’08, winner of the Pace Pitch contest, is selling his winning game Yamodo! on Barnes&Noble.com and other retail outlets.
Master of Business Administration (MBA)
A broad view of business with specialized concentrations to meet your goals:

Accounting
Financial Management
Information Systems
International Business
International Economics
Management
Marketing Management
Taxation

Full-time MBA
If you take 9 or more credits each semester, you will enjoy full-time student status, including a wide variety of curriculum options. Classes are held during the day and the evening, with most core classes offering at least one daytime section. A full range of activities are available to full-time students, including social and professional events sponsored by the Lubin Graduate Society. As a full-time student, you also have access to internships offered through the Office of Career Services. With permission, you may even take internship-for-credit courses.

Part-time MBA
As a working professional, at first it may seem challenging to add graduate school to your hectic schedule. But consider the dividends in salary and career advancement that your investment in an MBA will bring. Pace University’s Lubin School of Business respects your valuable time and makes it easy for part-time students by offering a convenient and flexible path to an MBA. Just two nights of class a week, through the spring, summer, and fall, can lead to an MBA in three years. You can choose from three different locations — Downtown, Midtown, and White Plains. Small classes and Pace’s collaborative culture really maximize your investment of your time.

MBA Curriculum Overview
Our curriculum is designed so that no matter which MBA program you choose, you will expand your understanding of business theory and improve your ability to work collaboratively and creatively to solve complex, realistic business problems. Both our full and part-time MBA programs, except Accounting, require students to complete a minimum of 45 credits and a maximum of 58 credits (for students without prior business coursework.) The Foundation Core consists of 6 courses, 19 credits (13 credits of which are waivable). The Professional core, required for all students, consists of 15 required credits, with a choice of courses within two different modules.
In addition to completing the Foundation and Professional cores, students select a concentration comprised of 5 courses (15 credits), with two additional breadth elective courses. (The Accounting concentration has additional requirements for Professional Certification.) All students finish with a capstone course that helps you pull it all together. Academic advisers are available day and evening to help you make the right choices in your program and connect you with the resources you need to get full value from your Lubin experience. More detailed information about the curriculum may be found on pages 14 – 17.

Achieve Advanced Standing for Your Prior Business Studies
The Foundation Core is comprised of 19 credits (6 courses), up to 13 of which (4 courses) may be waived. To qualify for a waiver, students must demonstrate proficiency by completion of prior applicable coursework at an accredited or internationally recognized institution within 6 years before the students’ first semester in the graduate program. Students may also waive courses by passing a proficiency exam if they do not meet the waiver guidelines listed below.
1) Two directly related undergraduate courses of three or more credits each completed within 6 years of initial enrollment with minimum grades of ‘B’
Or
2) One directly related graduate course of three or more credits completed within 6 years of initial enrollment with a minimum grade of ‘B’
Or
3) Completion of 15 or more undergraduate credits (in a discipline specific to the course to be waived) with satisfactory grades.
4) CPA: those who passed all parts of the CPA exam will receive waivers for accounting.
With permission, up to six transfer credits from AACSB accredited or comparable graduate programs may be granted for coursework which is equivalent in content and credit hours to Advanced Lubin graduate courses.

Find out more:

PACE.edu/lubin/MBA
**Master of Science (MS)**

**Disciplinary focus and depth**

In contrast to the breadth of our MBA, MS programs provide depth in one discipline. If you have a bachelor's degree in business, an MS program usually takes one year full-time or its part-time equivalent. If you don’t have an undergraduate foundation in business, additional coursework is required. The MS is often used to add a second specialty to an undergraduate major, develop knowledge and skill in a new business area, or prepare for a business certification such as the CPA, CFA, PFP, or SHRM.

We offer the MS in these specialties:

- Accounting—CPA Preparation
- Financial Management
- Human Resources Management
- Investment Management
- Taxation

**Joint MBA/JD**

The Joint MBA/JD Degree Program is an offering of the Pace University School of Law and Lubin School of Business, which provides an integrated curriculum in law and business administration that leads to both an MBA and a JD degree. A full-time student can complete the 129 credits required for both degrees (80 in law and 49 in business) within four years. If pursued separately, the two degree programs would take five years.

**Executive MBA (EMBA)**

**Highly Innovative**

An interdisciplinary, problem-centered program expressly designed for experienced managers and professionals, the Lubin EMBA is delivered through intensive, on-campus residencies and online course work. Students progress through the program in cohorts of 25, supported by six senior faculty members. After completing a five-day orientation project, student teams complete nine different interdisciplinary course modules over 23 months. Each module starts and ends with a three-day residency. Individuals or pairs of students create their own final project. The Association to Advance Collegiate Schools of Business has praised Lubin's EMBA program, calling it “highly innovative, ahead of its time, and unique in the marketplace.”

**Master of Finance for Professionals (MFP)**

**Because Wall Street Isn’t for Amateurs**

Now more than ever, the world of finance is changing. Professionals who are already working in finance need a practical way to update their skills, to keep up with the pace of change. Business professionals in other fields are eager for an expedient path to enter the field of finance. To serve the needs of both these growing audiences, Lubin has launched a new MFP program. Modeled after our successful EMBA degree, the MFP is a one-year, 36 credit program comprised of six weekend residencies spaced roughly eight weeks apart. Students progress through the program as a cohort. Between residencies, students work on team projects, study advanced financial theory and relevant managerial accounting topics, and learn the most up to date quantitative skills for finance professionals. New MFP classes form each February. You need not take the GMAT to apply, but a structured, personal interview is required instead. Candidates should ideally have three years of finance experience or a quantitative or analytical background. Undergraduate majors in finance, economics, engineering, math, or science are preferred. For detailed information on MFP modules visit www.pace.edu/lubin/mfp

View the full curriculum on pages 18 – 21.
“In these challenging times, finance professionals need to broaden their skills in order to obtain a competitive edge in the marketplace. Pace’s MFP program is an innovative and intensive course of study designed specifically to give professionals that edge they need to get ahead. And, as a Pace graduate, I know they will deliver.”

Michael Fazio, BBA/MBA, MBA ’83
Managing Director, Houlihan Lokey Howard & Zukin
"Wherever you work, you will benefit from Pace’s Wall Street location. My professors worked on Wall Street and really knew their stuff. They put all the weighty financial subject matter we learned into context. Those practical lessons completely prepared me for my career in finance."
Doctor of Professional Studies (DPS)
A capstone program for experienced executives, managers, and professionals

Lubin’s doctoral curriculum is designed for successful executives and business professionals who have an MBA or other business-related master’s degree and want to advance to the forefront of emerging business ideas, practices, and trends. Ideal candidates for this degree are:

- Managers who combine significant business experience with high intellectual capacity and curiosity.
- Practitioners who view higher education as a resource for creatively confronting complex business challenges.
- Professionals who seek breadth as well as depth of understanding about business and its environment.
- People who are considering a move into consulting or academia to share their expertise and insight with others.

The DPS fulfills your need for advanced study in business—to conceptualize and analyze, to think strategically and globally, and to lead creatively and effectively. The program’s robust conceptual framework provides a broad view of global business and an integrated perspective on problems that apply directly to business and your career in powerful ways.

The DPS program, the first executive doctoral program in the U.S., was founded in 1972 to meet a need identified by management guru Peter Drucker. Graduates of the program continue to grow and develop in their careers while contributing to business and society.

Advanced Certificate Programs for Professionals

Lubin’s advanced graduate certificate programs will enable you to prepare for new responsibilities, qualify for a licensing or certification exam, or simply stay current in your field. You can tailor your own 12 to 15 credit program to meet your needs.
Master of Business Administration (MBA) Curriculum

MBA: Accounting—CPA Preparation
The program which follows has been registered by the New York State Education Department’s Division of Professional Education as meeting the educational Requirements for admission to the CPA examination. Students who complete this program are required to have only one year of experience in public accounting in order to obtain the CPA certificate.

The student's undergraduate transcripts will be reviewed in order to determine if any additional credits are needed to meet the State CPA requirements. The following coursework is required for completion of the MBA degree in Accounting for CPA preparations:

Preliminary Skill (0 Credits)
Foundation Core: 6 – 19 Credits
Professional Core: 15 Credits

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>MBA 670</td>
<td>Organizational Behavior and Leadership Skills</td>
<td>3</td>
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<tr>
<td>MBA 672</td>
<td>Managerial Economics for Decision Making</td>
<td>3</td>
</tr>
<tr>
<td>MBA 674</td>
<td>Globalization, the New Economy and Ethics</td>
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<tr>
<td>ACC 613</td>
<td>Accounting for Planning and Control (MBA 640)</td>
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<tr>
<td>ACC 615</td>
<td>Financial Accounting (MBA 640)</td>
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<tr>
<td>ACC 618</td>
<td>Financial Accounting II (ACC 615)</td>
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<td>TAX 503</td>
<td>Fundamental Concepts of Tax</td>
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<td>TAX 504</td>
<td>Sales and Exchanges of Property</td>
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<tr>
<td>ACC 620</td>
<td>Accounting Entities (ACC 615)</td>
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<tr>
<td>ACC 632</td>
<td>Auditing (ACC 615)</td>
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<tr>
<td>ACC 635</td>
<td>Advanced Auditing Practice (ACC 632)</td>
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<tr>
<td>ACC 649</td>
<td>Contemporary Accounting Issues (ACC 613, 620)</td>
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<tr>
<td>ACC 662</td>
<td>Modeling of Information Systems</td>
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<tr>
<td>ACC 692</td>
<td>Accounting Research Project (Advanced Standing)</td>
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<tr>
<td>ECO 620</td>
<td>International Accounting (ACC 615 or INB 600 course)</td>
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<tr>
<td>ACC 681</td>
<td>Financial Reporting and Capital Markets (ACC 620, FIN 600)</td>
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<td>ACC 682</td>
<td>Analysis of Financial Statements (ACC 620)</td>
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<tr>
<td>ACC 684</td>
<td>Advanced Cost and Management</td>
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<tr>
<td>TAX 612</td>
<td>Corporate Taxation for Accountants</td>
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</tbody>
</table>

Required Specialization Courses (17)

Required Specialization Elective (3) Choose 1

MBA 670 Organizational Behavior and Leadership Skills 3
MBA 672 Managerial Economics for Decision Making 3
MBA 674 Globalization, the New Economy and Ethics 3
ACC 613 Accounting for Planning and Control (MBA 640) 4
ACC 615 Financial Accounting (MBA 640) 3
ACC 618 Financial Accounting II (ACC 615) 3
TAX 503 Fundamental Concepts of Tax 2
TAX 504 Sales and Exchanges of Property 2
ACC 620 Accounting Entities (ACC 615) 4
ACC 632 Auditing (ACC 615) 3
ACC 635 Advanced Auditing Practice (ACC 632) 3
ACC 649 Contemporary Accounting Issues (ACC 613, 620) 3
ACC 662 Modeling of Information Systems 3
ACC 692 Accounting Research Project (Advanced Standing) 3
ACC 675 International Accounting (ACC 615 or INB 600 course) 3
ACC 681 Financial Reporting and Capital Markets (ACC 620, FIN 600) 3
ACC 682 Analysis of Financial Statements (ACC 620) 3
ACC 684 Advanced Cost and Management Accounting (ACC 615) 3

The Breadth Elective Requirement
MBA students are required to take six credits in advanced level course work outside of their career concentration (major) but within the Lubin School. These courses should be taken only if the appropriate prerequisites are completed. These courses enable students to explore related interests and provide breadth to the MBA program.

It is strongly advised that all students consult with their adviser before selecting out-of-major electives. Students are not permitted to substitute Core courses or their discipline courses (i.e., any courses with the same prefix as their major) for breadth electives outside of the discipline.

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The MBA Core Curriculum

Preliminary Skills

Foundation Core (6–19 Credits)

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<tr>
<th>Course Code</th>
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<td>MBA 642</td>
<td>Marketing Management</td>
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<td>MBA 644</td>
<td>Macroeconomics in a Global Environment</td>
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<td>MBA 646</td>
<td>Data Analysis for Decision Making</td>
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<td>MBA 647</td>
<td>Decision Modeling for Management</td>
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<td>MBA 648</td>
<td>Managerial Finance</td>
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Professional Core (15 Credits)

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<td>MBA 674</td>
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Required Specialization Courses (9)

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<td>International Risk Analysis (MBA 644)</td>
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Breadth Electives (6)

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Specialization Elective (6) Choose 2

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<tr>
<td>INB 666</td>
<td>Global Business Strategy and Operations (MBA 624)</td>
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</table>

MBA: International Economics

Preliminary Skill: 0 Credits
Foundation Core: 6 – 19 Credits
Professional Core: 15 Credits

<table>
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<td>FIN 644</td>
<td>Money and Capital Markets (MBA 644, 648)</td>
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<tr>
<td>FIN 651</td>
<td>Global Financial Markets (MBA 648)</td>
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Capstone: (3 credits)

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<tr>
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<tr>
<td>MBA 688</td>
<td>Business Strategy and Stakeholder Responsibility</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Credits: 45 – 58

MBA: International Economics

Preliminary Skill: 0 Credits
Foundation Core: 6 – 19 Credits
Professional Core: 15 Credits

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECO 622</td>
<td>International Economics (MBA 644)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 644</td>
<td>Money and Capital Markets (MBA 644, 648)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 651</td>
<td>Global Financial Markets (MBA 648)</td>
<td>3</td>
</tr>
</tbody>
</table>

Capstone: (3 credits)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA 688</td>
<td>Business Strategy and Stakeholder Responsibility</td>
<td>3</td>
</tr>
</tbody>
</table>

Total Credits: 45 – 58
MBA: Financial Management
Preliminary Skill: 0 Credits
Foundation Core: 6 – 19 Credits
Professional Core: 15 Credits

Required Specialization Courses (9)
- FIN 647 Advanced Topics in Financial Management 3
- FIN 649 International Corporate Finance 3
- FIN 689 Financial Analysis and Policy 3

Career Specialization Elective (6) Choose 2
- ECO 630 Game Theory for Business Decisions 3
- FIN 634 Entrepreneurial Finance 3
- FIN 644 Money and Capital Markets (MBA 644, 648) 3
- FIN 648 Mergers, Acquisitions, and Corporate Restructuring (MBA 648) 3
- FIN 661 Corporate Financial Risk Management 3
- FIN 667 Valuation of the Firm 3
- FIN 677 Seminar in Finance 3
- FIN 680 Contemporary Topics Finance and Economics 3
- FIN 688 Independent Study (All coursework and 3.5 GPA) or Research Project (3 credits Advanced Finance) 3

Breadth Electives (6)
- ACC 645 Theory and Analysis of Financial Statements (recommended) 3
- FIN 660 level, not FIN or MBA prefixed 3

Capstone: (3 credits)
- MBA 688 Business Strategy and Stakeholder Responsibility

Total Credits: 45 – 58

MBA: Information Systems
Preliminary Skill: 0 Credits
Foundation Core: 13 – 19 Credits
Professional Core: 15 Credits

Required Specialization Courses (12)
- IS 613 Database Management Systems (IS 617) 3
- IS 617 Information Systems Principles (MBA 648) 3
- IS 623 Information Systems Analysis and Design 3
- IS 632 Business Telecommunications (IS 617 or equivalent) 3

Specialization Elective (3) Choose 1
- IS 620 IS and Organizational Strategy 3
- IS 631 Operating Systems Principles (IS 617) 3
- IS 633 Computer Organization (IS 617) 3
- IS 637 Information Systems Project Management (IS 623) 3
- IS 639 IS Planning and Policy (IS 637) 3
- IS 660 Special Topics in Information Systems (with permission of Department) 3

Breadth Electives (6 – two courses)
- FIN 660 level not IS or MBA prefixed 6

Capstone: (3 credits)
- MBA 688 Business Strategy and Stakeholder Responsibility

Total Credits: 45 – 58

MBA: Investment Management*
Preliminary Skill: 0 Credits
Foundation Core: 6 – 19 Credits
Professional Core: 15 Credits

Required Specialization Courses (6)
- FIN 652 Investment Analysis (MBA 640, 644, 648) 3
- FIN 653 Portfolio Analysis and Management (FIN 652) 3

Career Specialization Elective (9) Choose 3
- FIN 631 Securities Regulation and Global Markets (MBA 648) 3
- FIN 644 Money and Capital Markets (MBA 644, 648) 3
- FIN 647 Advanced Topics in Financial Management (MBA 644, 648) 3
- FIN 648 Mergers & Acquisitions (MBA 648) 3
- FIN 650 Applied Analytical Methods (MBA 648) 3
- FIN 651 Global Financial Markets (MBA 648) 3
- FIN 654 Risk Management and Capital Markets 3
- FIN 672 Investments, Options, and Futures (FIN 652) 3
- FIN 674 Personal Financial Management (MBA 648) 3
- FIN 677 Seminar in Finance (4 credits Advanced Finance and instructor permission) 3
- FIN 679 Fixed Income Markets 3
- FIN 680 Contemporary Topics in Finance and Economics (MBA 644, 648) 3
- FIN 692 Research Project (9 credits Advanced Finance) 3

Breadth Electives (6)
- ACC 645 Theory and Analysis of Financial Statements (recommended) 3
- FIN 660 level not FIN or MBA prefixed 3

Capstone: (3 credits)
- MBA 688 Business Strategy and Stakeholder Responsibility

Total Credits: 45 – 58

MBA: Management — Change Management*
Note: This program requires some courses that are ONLY offered at the New York Campus.
Preliminary Skill: 0 Credits
Foundation Core: 6 – 19 Credits
Professional Core: 15 Credits

Required Specialization Courses (6 credits)
- MGT 627 Organization Theory and Organization Change (MBA 670) 3
- MGT 689 Organization Change and Development (MBA 670) 3

Specialization Electives: (9 credits) Choose 3
- MGT 632 Venture Initiation and Entrepreneurship 3
- MGT 650 Negotiation and Bargaining 3
- MGT 686 Organization Communication (MBA 670) 3
- MGT 687 Advanced Topics in Management (MBA 670) 3
- MGT 682 Research Methods in Management (MBA 648, 670) 3
- MGT 692 Research Project (Advanced Standing) 3

Breadth Electives (6)
- FIN 660 level, not MGT or MBA prefixed 6

Capstone: (3)
- MBA 688 Business Strategy and Stakeholder Responsibility

Total Credits: 45 – 58

* pending New York State Approval
MBA: Management — Strategic Management
Preliminary Skill: 0 Credits
Foundation Core: 6 – 19 Credits
Professional Core: 15 Credits
Required Specialization Courses: (9)
- MGT 637 Competitive Business Strategy (Core) 3
- MGT 638 Corporate Diversification Strategy (Core) 3
- MGT 646 Government Institutions and Business Strategy (INB 620) 3
Specialization Electives: (6)  Choose 2
- MGT 627 Organization Theory (MBA 670) 3
- MGT 630 Seminar in Strategic Management Issues 3
- MGT 648 Environmental Issues (MBA 672) 3
- MGT 650 Negotiation and Bargaining 3
- MGT 675 Corporate Strategic Planning 3
- MGT 678 Business Plan Development (MGT 632 or 637) 3
- MGT 687 Advanced Topics in Management 3
- MGT 689 Organization Development (MBA 670) 3
Breadth Electives (6)
Lubin 600 level, not MGT or MBA prefixed 6
Capstone: (3)
MBA 688 Business Strategy and Stakeholder Responsibility
Total Credits: 45 – 58

MBA: Management — Entrepreneurial Studies
Note: This program requires some courses that are ONLY offered at the New York Campus.
Preliminary Skill: 0 Credits
Foundation Core: 6 – 19 Credits
Professional Core: 15 Credits
Required Specialization Courses: (6)
- MGT 632 Venture Initiation and Entrepreneurship 3
- MGT 678 Business Plan Development (MGT 632 or 637) 3
Specialization Electives: (9)  Choose 3
- FIN 634 Entrepreneurial Finance (MBA 640) 3
- MGT 635 Small Business Management 3
- MGT 650 Negotiation and Bargaining 3
- MGT 692 Research Project (Written Permission from Faculty Adviser) 3
- MAR 658 Entrepreneurial Marketing (MBA 642) 3
- MAR 660 New Product Development (MBA 642) 3
- MGT 689 Organizational Development 3
- MGT 637 Competitive Business Strategy 3
Breadth Electives (6)
Lubin 600 level, not MGT or MBA prefixed 6
Capstone: (3)
MBA 688 Business Strategy and Stakeholder Responsibility
Total Credits: 45 – 58

MBA: Management — Human Resources Management
Note: This program requires some courses that are ONLY offered at the New York Campus.
Preliminary Skill: 0 Credits
Foundation Core: 6 – 19 Credits
Professional Core: 15 Credits
Required Specialization Courses: (6)
- MGT 680 Human Resources Management (MBA 640) 3
- LAW 628 Employment Law 3
Specialization Electives: (6)  Choose 2
- MGT 643 Strategic Human Resource Management 3
- MGT 650 Negotiation and Bargaining 3
- MGT 663 Training and Development (MGT 680) 3
- MGT 684 Compensation and Assessment (MGT 680) 3
- MGT 685 Recruitment and Staffing (MGT 680) 3
- INB 673 International Human Resource Management (MGT 680) 3
Breadth Electives (6)
Lubin 600 level, not MGT or MBA prefixed 6
Capstone: (3)
MBA 688 Business Strategy and Stakeholder Responsibility
Total Credits: 45 – 58

MBA: International Business
Preliminary Skill: 0 Credits
Foundation Core: 6–19 Credits
Professional Core: 15 Credits
Required Specialization Courses: (6)
- INB 665 Transnational Business Systems
- INB 666 Global Business Strategy
Specialization Electives: (9)  Choose 3
- INB 668 Legal and Regulatory Aspects of International Business (MBA 674) 3
- INB 670 Advanced Topics in International Business (MBA 674) 3
- INB 673 International Human Resources Management 3
- INB 692 Research Project (Advanced Standing) 3
- ECO 622 International Economics (MBA 644) 3
- MAR 681 International Marketing (MBA 642) 3
- MGT 650 Negotiation and Bargaining 3
- ACC 675 International Accounting (ACC 615) 3
- FIN 649 International Corporate Finance (MBA 648) 3
Breadth Electives (6)
Lubin 600 level, not INB or MBA prefixed 6
Capstone: (3)
MBA 688 Business Strategy and Stakeholder Responsibility
Total Credits: 45 – 58

Find out more: PACE.edu/lubin/MBA
### MBA: Marketing Management

**Preliminary Skill:** (0 Credits)
**Foundation Core:** 6 – 19 Credits
**Professional Core:** 15 Credits

**Required Specialization Courses:** (6)
- MAR 635 Research and Survey Methods (MBA 642, 645)
- MAR 675 Strategic Marketing Planning (MBA 642)

**Specialization Electives (9) Choose 3**
- MAR 620 Consumer and Organization Buying Behavior (MBA 642)
- MAR 640 Sales Management (MBA 642)
- MAR 641 Business to Business Marketing (MBA 642)
- MAR 643 Interactive and Direct Marketing (MBA 642)
- MAR 644 Customer Relationship Management (MBA 642)
- MAR 645 Advertising and Sales Promotion (MBA 642)
- MAR 649 eMarketing (MBA 642)
- MAR 654 Marketing of Services*
- MAR 660 New Product Development (MBA 642)
- MAR 681 International Marketing (MBA 642)
- MAR 692 Research Project (MAR 635)

* Students may take either MAR 654 or MAR 655, but not both.

**Breadth Electives (6)**
Lubin 600 level, not MAR or MBA prefixed 6

**Total Credits:** 45 – 58

### MBA: Taxation

**Preliminary Skill:** Business Communications (0 Credits)
**Foundation Core:** 13 Credits
**Professional Core:** 15 Credits

**Specialization Courses:** (12)
- TAX 503 Fundamental Concepts of Taxation* 2
- TAX 504 Sales and Exchanges of Property* (Co TAX 503) 2

* Eligible for waiver based on transcript evaluation.

**Specialization Courses:** (12)
- TAX 625 Practice, Procedure and Research (T503; Co T504) 3
- TAX 627 Advanced Concepts of Tax (Co TAX 625) 3
- TAX 656 Advanced Corporate Income Tax I (TAX 625, 627) 3
- TAX 696 Research Methodology II (TAX 625, 627; complete near end of program) 3

**Tax Elective (3)**

**Breadth Electives (6)**
- LAW 630 Legal Environment of Business Subtitle if completed UG Law Class 3
- Advanced elective (Lubin 600 level not TAX or MBA prefixed) 3
- MBA 688 Business Strategy and Stakeholder Responsibility 3

**Total Credits:** 45 – 58
# Master of Science (MS) Curriculum

## MS: Accounting (CPA Preparation)

Open only to students with an Undergraduate or Graduate Business Degree

**Foundation Courses:** (0 – 27)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA 640</td>
<td>Accounting for Decision Making</td>
<td>4*</td>
</tr>
<tr>
<td>MBA 644</td>
<td>Macroeconomics in the Global Environment</td>
<td>3*</td>
</tr>
<tr>
<td>MBA 646</td>
<td>Data Analysis and Decision Making</td>
<td>3*</td>
</tr>
<tr>
<td>MBA 648</td>
<td>Managerial Finance (MBA 640, 646 Rec’d)</td>
<td>3*</td>
</tr>
<tr>
<td>TAX 503</td>
<td>Fundamental Concepts of Taxation</td>
<td>2*</td>
</tr>
<tr>
<td>TAX 504</td>
<td>Sales and Exchanges of Property</td>
<td>2</td>
</tr>
<tr>
<td>LAW 610</td>
<td>Business Law (or Equivalent)</td>
<td>4*</td>
</tr>
<tr>
<td>ACC 662</td>
<td>Modeling of Information Systems</td>
<td>3**</td>
</tr>
<tr>
<td>FIN 600</td>
<td>Level Course (not FIN 644)</td>
<td>3*</td>
</tr>
</tbody>
</table>

* May be waived if student has taken equivalent Undergraduate or Graduate Business Program coursework.

**Accounting Specialization Core Courses (13)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ACC 613</td>
<td>Acc for Planning and Control</td>
<td>4</td>
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<tr>
<td>ACC 615</td>
<td>Financial Accounting</td>
<td>3</td>
</tr>
<tr>
<td>ACC 618</td>
<td>Financial Accounting II (ACC 615)</td>
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</tr>
<tr>
<td>ACC 620</td>
<td>Accounting Entities (ACC 615)</td>
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</table>

Waiver of ACC 613, ACC 615 and ACC 618 would require substitution

**Required Specialization Courses (17)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 632</td>
<td>Auditing (ACC 613, 620)</td>
<td>3</td>
</tr>
<tr>
<td>ACC 635</td>
<td>Advanced Auditing Practice (ACC 632)</td>
<td>2</td>
</tr>
<tr>
<td>ACC 649</td>
<td>Contemporary Accounting issues (ACC 613, 620)</td>
<td>3</td>
</tr>
<tr>
<td>ACC 692</td>
<td>Research Project (ADV Standing)</td>
<td>3</td>
</tr>
<tr>
<td>TAX 612</td>
<td>Corporate Tax for Accountants</td>
<td>3</td>
</tr>
<tr>
<td>ACC elective</td>
<td>Accounting elective (required only after waiver of all core courses)</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Credits:** 30 – 57

## MS Investment Management*

**Preliminary Skill and Prerequisite Courses** (0 – 13)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA 640</td>
<td>Accounting for Decision Making</td>
<td>4</td>
</tr>
<tr>
<td>MBA 644</td>
<td>Macroeconomics in a Global Environment</td>
<td>3</td>
</tr>
<tr>
<td>MBA 646</td>
<td>Data Analysis and Decision Making</td>
<td>3</td>
</tr>
<tr>
<td>MBA 648</td>
<td>Managerial Finance (MBA 640, 646 Rec’d)</td>
<td>3</td>
</tr>
</tbody>
</table>

**Core Courses (21)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIN 644</td>
<td>Money &amp; Capital Markets (MBA 644, 648)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 650</td>
<td>Applied Analytical Methods (FIN 647)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 652</td>
<td>Investment Analysis (MBA 640, 644, 646, 648)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 653</td>
<td>Portfolio Management (FIN 652)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 654</td>
<td>Risk Management and Capital Markets</td>
<td>3</td>
</tr>
<tr>
<td>FIN 672</td>
<td>Investments, Options &amp; Futures (FIN 652)</td>
<td>3</td>
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<tr>
<td>FIN 679</td>
<td>Fixed Income Markets (FIN 652)</td>
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**Specialization Electives (9)**

<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ACC 645</td>
<td>Theory and Analysis of Financial Statements**</td>
<td>3</td>
</tr>
<tr>
<td>FIN 631</td>
<td>Securities Regulation in Fin.Mkt (MBA 648)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 647</td>
<td>Advanced Topics in Financial Management</td>
<td>3</td>
</tr>
<tr>
<td>FIN 651</td>
<td>International Banking and Financial Markets</td>
<td>3</td>
</tr>
<tr>
<td>FIN 677</td>
<td>Seminar in Finance (Topic Dependent)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 674</td>
<td>Personal Financial Management (MBA 648)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 680</td>
<td>Contemporary Topics Fin. &amp; Eco. (MBA 644, 648)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 692</td>
<td>Research Project (9 cr. of Adv. FIN coursework)</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Credits:** 30 – 43

## MS: Human Resource Management (HRM)

**Note:** This program requires some courses that are ONLY offered at the New York Campus.

**HRM Foundation Courses:** (6)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>MGT 670</td>
<td>Organizational Behavior and Leadership</td>
<td>3</td>
</tr>
<tr>
<td>MGT 680</td>
<td>Human Resources Management (MBA 670)</td>
<td>3</td>
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</table>

**HRM Options:** (12) Choose 4

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA 643</td>
<td>Strategic Human Resource Management</td>
<td>3</td>
</tr>
<tr>
<td>MGT 683</td>
<td>Training and Development (MGT 680)</td>
<td>3</td>
</tr>
<tr>
<td>MGT 684</td>
<td>Compensation and Assessment (MGT 680)</td>
<td>3</td>
</tr>
<tr>
<td>INB 673</td>
<td>International Human Resource Management (MGT 680)</td>
<td>3</td>
</tr>
<tr>
<td>MGT 685</td>
<td>Recruitment and Staffing (MGT 680)</td>
<td>3</td>
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**Research Courses (6)** Choose 2

<table>
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<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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<tbody>
<tr>
<td>MGT 682</td>
<td>Research Methods Management (MBA 646, MBA 670)</td>
<td>3</td>
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<tr>
<td>MGT 687</td>
<td>Advanced Topics in Management</td>
<td>3</td>
</tr>
<tr>
<td>MGT 692</td>
<td>Research Project (Written Permission from Faculty Adviser)</td>
<td>3</td>
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</table>

**Labor Relations (6)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>LAW 628</td>
<td>Employment Law</td>
<td>3</td>
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</tbody>
</table>

**Total Credits:** 30

### Human Resource Management MS—Strategic Global Human Resource Management Concentration

**Foundation Courses:** (6 credits)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MBA 670</td>
<td>Organizational Behavior and Leadership</td>
<td>3</td>
</tr>
<tr>
<td>MGT 680</td>
<td>Human Resources Management</td>
<td>3</td>
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</tbody>
</table>

**Specialization Electives:** (12) Must take INB 673; Choose 3

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGT 652</td>
<td>Global Performance Management, Compensation and Benefits</td>
<td>3</td>
</tr>
<tr>
<td>MGT 653</td>
<td>Global Staffing and Employee Development</td>
<td>3</td>
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<tr>
<td>MGT 676</td>
<td>Region Specific SGHRM I (HRM in Africa, Asia, Asia Pacific, and Middle East)</td>
<td>3</td>
</tr>
<tr>
<td>MGT 677</td>
<td>Region Specific SGHRM II (HRM in North America, Europe, Latin America)</td>
<td>3</td>
</tr>
<tr>
<td>INB 665</td>
<td>Transnational Business Systems</td>
<td>3</td>
</tr>
<tr>
<td>INB 666</td>
<td>Global Business Strategy</td>
<td>3</td>
</tr>
<tr>
<td>MGT 643</td>
<td>Strategic HRM</td>
<td>3</td>
</tr>
</tbody>
</table>

**Research Courses:** (6 credits)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>MGT 682</td>
<td>Research Methods in Management</td>
<td>3</td>
</tr>
<tr>
<td>MGT 692Q</td>
<td>Research Project</td>
<td>3</td>
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</tbody>
</table>

**Labor Relations Courses:** (6 credits) Choose 2

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>LAW 628</td>
<td>Employment Law</td>
<td>3</td>
</tr>
<tr>
<td>INB 668</td>
<td>Legal and Regulatory Aspects of International Business</td>
<td>3</td>
</tr>
<tr>
<td>MGT 650</td>
<td>Negotiation and Bargaining</td>
<td>3</td>
</tr>
</tbody>
</table>

**Total Credits:** 30
### MS Financial Management

**Preliminary Skills and Prerequisite Courses (0 – 16 Credits)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>BUS 043</td>
<td>Business Writing</td>
<td>0</td>
</tr>
<tr>
<td>MBA 640</td>
<td>Accounting for Decision Making</td>
<td>4</td>
</tr>
<tr>
<td>MBA 644</td>
<td>Macroeconomics in a Global Environment</td>
<td>3</td>
</tr>
<tr>
<td>MBA 646</td>
<td>Data Analysis for Decision Making</td>
<td>3</td>
</tr>
<tr>
<td>MBA 648</td>
<td>Managerial Finance (MBA 640, 648 Rec’d)</td>
<td>3</td>
</tr>
<tr>
<td>MBA 672</td>
<td>Managerial Economics for Decision Making</td>
<td>3</td>
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</tbody>
</table>

**Core Courses (18)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 645</td>
<td>Theory &amp; Anal. Of Fin. Statements (MBA 640, 648)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 644</td>
<td>Money &amp; Capital Markets (MBA 644, 648)</td>
<td>3</td>
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<tr>
<td>FIN 647</td>
<td>Advanced Topics in Fin. Mgt. (MBA 644, 648, 648)</td>
<td>3</td>
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<tr>
<td>FIN 649</td>
<td>International Corporate Fin. (MBA 648)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 667</td>
<td>Valuation of the Firm</td>
<td>3</td>
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<tr>
<td>FIN 689</td>
<td>Fin. Analysis &amp; Policy (FIN 647 &amp; 6 cr. of Adv. FIN)</td>
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</table>

**Specialization Electives (12) Choose 4**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ECO 630</td>
<td>Game Theory for Business Decisions</td>
<td>3</td>
</tr>
<tr>
<td>FIN 634</td>
<td>Entrepreneurial Finance</td>
<td>3</td>
</tr>
<tr>
<td>FIN 648</td>
<td>Mergers, Acquisitions, and Corporate Restructuring</td>
<td>3</td>
</tr>
<tr>
<td>FIN 652</td>
<td>Investment Analysis</td>
<td>3</td>
</tr>
<tr>
<td>FIN 661</td>
<td>Corporate Financial Risk Management</td>
<td>3</td>
</tr>
<tr>
<td>FIN 677</td>
<td>Seminar in Finance (6 cr Adv. FIN)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 680</td>
<td>Contemporary Topics Fin &amp; Eco. (MBA 644, 648)</td>
<td>3</td>
</tr>
<tr>
<td>MBA 673</td>
<td>Applying Financial Modeling to Managerial Decision Making</td>
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**Total Credits:** 30 – 46

### MS: Taxation

**Preliminary Skill and Prerequisite (0 – 11)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credits</th>
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<tbody>
<tr>
<td>MBA 624</td>
<td>Financial and Managerial Accounting</td>
<td>4</td>
</tr>
<tr>
<td>LAW 630</td>
<td>Legal Environment of Business</td>
<td>3</td>
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<tr>
<td>TAX 503</td>
<td>Fundamental Concepts of Tax</td>
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<tr>
<td>TAX 504</td>
<td>Sales and Exchanges of Property (Co TAX 503)</td>
<td>2</td>
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</table>

**Core (15)**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>TAX 625</td>
<td>Tax Practice, Procedure and Research (T500; Co T504)</td>
<td>3</td>
</tr>
<tr>
<td>TAX 627</td>
<td>Advanced Concepts of Tax (Co TAX 625)</td>
<td>3</td>
</tr>
<tr>
<td>TAX 656</td>
<td>Advanced Corporate Income Tax I (TAX 625, 627)</td>
<td>3</td>
</tr>
<tr>
<td>TAX 696</td>
<td>Research Methodology II (TAX 625, 627; recommend completion near end of program)</td>
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</table>

**Career Concentration Courses (18) Choose 6**

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Name</th>
<th>Credits</th>
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<tbody>
<tr>
<td>TAX 633</td>
<td>Taxation of Employee Benefits (TAX 625, 627)</td>
<td>3</td>
</tr>
<tr>
<td>TAX 634</td>
<td>Tax Problems of Engaging in Interstate Commerce (TAX 625, 627)</td>
<td>3</td>
</tr>
<tr>
<td>TAX 638</td>
<td>International Taxation (TAX 625, 627) (Not open to students who completed TAX 635 or TAX 637)</td>
<td>3</td>
</tr>
<tr>
<td>TAX 639</td>
<td>Tax Accounting (TAX 625, 627)</td>
<td>3</td>
</tr>
<tr>
<td>TAX 642</td>
<td>Estate Planning I (TAX 625, 627)</td>
<td>3</td>
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<tr>
<td>TAX 643</td>
<td>Estate Planning II (TAX 642)</td>
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<tr>
<td>TAX 646</td>
<td>Tax Problems of Partnership Organizations (TAX 625, 627)</td>
<td>3</td>
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<tr>
<td>TAX 653</td>
<td>Seminar in Taxation (TAX 625, 627)</td>
<td>3</td>
</tr>
<tr>
<td>TAX 659</td>
<td>Advanced Corporate Income Tax II (TAX 627, 656)</td>
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</tbody>
</table>

**Total Credits:** 30 – 41

---

Find out more: [PACE.edu/lubin/MS](http://PACE.edu/lubin/MS)
The EMBA Program

The EMBA program requires students to complete nine problem-centered modules, each with a large-scale interdisciplinary project. The projects for the first eight modules are completed by teams of four or five students. The final module’s project is done either individually or with one other student. Team projects require students to solve complex business problems assigned by the program faculty.

The projects encourage a holistic, cross-disciplinary approach for their general solution but also make technical demands on teams. Students learn business theory and methodology as the need arises in the process of completing a project.

Although the academic content is similar each time a module is offered, the specific problems faculty assign in the modules are updated frequently to reflect current business issues. Individual projects are similar in scope to team projects but are proposed by students based on actual business problems they are facing in their work or on new business ideas they wish to explore.

The titles of the modules reflect their central discipline. However, each module draws on other disciplines as well, building in complexity as the program progresses from the first to the last module.

For detailed information on the EMBA program, please go to www.pace.edu/lubin/emba.

Doctor of Professional Studies in Business (DPS) Requirements

The Doctor of Professional Studies curriculum consists of 57 credits of advanced graduate course work beyond the MBA. The dissertation accounts for 12 of the 57 credits. Applicants must have earned an MBA or other business-related master’s degree and have at least 10 years of managerial or professional experience. The DPS in Business involves both breadth and depth of content, develops analytical and research skills, and is focused on the application of theory to contemporary business problems. The program is structured as follows:

<table>
<thead>
<tr>
<th>Course Requirements</th>
<th>Courses</th>
<th>Credits</th>
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<tbody>
<tr>
<td>Doctoral Foundation Seminars</td>
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<td>12</td>
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<tr>
<td>Research Methodology Seminars</td>
<td>3</td>
<td>9</td>
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<tr>
<td><strong>Concentration Courses</strong></td>
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<tr>
<td>First Concentration</td>
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<td>12</td>
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<tr>
<td>Second Concentration</td>
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<td>12</td>
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<tr>
<td>Dissertation Seminars</td>
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<tr>
<td><strong>Total</strong></td>
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</table>

Concentrations are available in International Economics, Finance, International Business, Management, and Marketing. For detailed information about the DPS Program, visit www.pace.edu/lubin/dps.

Advanced Graduate Certificate Program

Lubin’s Advanced Graduate Certificate Program is designed for professionals who already have an MBA or an MS in a business discipline and wish to explore a new specialty or add depth to earlier study. The 12 — 15 credit programs can be pursued part-time in New York City or White Plains, and may be completed within one to three years. Programs are tailored to individual needs.

Specialties are offered in the following areas.

<table>
<thead>
<tr>
<th>Public Accounting Module</th>
<th>Credits</th>
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</thead>
<tbody>
<tr>
<td>(Students who want to sit for the CPA exam will need additional courses)</td>
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</tr>
<tr>
<td>ACC 613 Accounting for Planning and Control</td>
<td>4</td>
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<tr>
<td>ACC 615 Financial Accounting</td>
<td>4</td>
</tr>
<tr>
<td>ACC 620 Accounting Entities</td>
<td>3</td>
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<tr>
<td>ACC 632 Auditing</td>
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<td><strong>Total Credits:</strong></td>
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<table>
<thead>
<tr>
<th>Systems Auditing Module</th>
<th>Credits</th>
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<tbody>
<tr>
<td>(Open to students with an accounting background, or who have the equivalent of ACC 612, ACC 615, and ACC 620)</td>
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<tr>
<td>ACC 661 Modeling of Accounting Systems</td>
<td>3</td>
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<tr>
<td>ACC 662 Auditing of Advanced Accounting Systems</td>
<td>3</td>
</tr>
<tr>
<td>IS 613 Database Management Systems</td>
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<tr>
<td>IS 625 Decision Support Systems</td>
<td>3</td>
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<table>
<thead>
<tr>
<th>Business Economics Module</th>
<th>Credits</th>
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<tr>
<td>ECO 616 Macroeconomics and Business Planning</td>
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<tr>
<td>ECO 622 International Economics</td>
<td>3</td>
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<tr>
<td>ECO 653 Empirical Methods for Corporate Economic Planning</td>
<td>3</td>
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<tr>
<td>ECO 646 International Risk Analysis</td>
<td>3</td>
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<td><strong>Total Credits:</strong></td>
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<table>
<thead>
<tr>
<th>Corporate Economic Planning Module</th>
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<tr>
<td>ECO 622 International Economics</td>
<td>3</td>
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<tr>
<td>ECO 653 Empirical Methods for Corporate Economic Planning</td>
<td>3</td>
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<tr>
<td>ECO 616 Macroeconomics and Business Planning</td>
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<tr>
<td>MGT 675 Strategic Planning</td>
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<td><strong>Total Credits:</strong></td>
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<table>
<thead>
<tr>
<th>Corporate Finance Module</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ACC 645 Theory and Analysis of Financial Statements</td>
<td>3</td>
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<tr>
<td>FIN 644 Money and Capital Markets</td>
<td>3</td>
</tr>
<tr>
<td>FIN 647 Advanced Topics in Financial Management</td>
<td>3</td>
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<tr>
<td>FIN 689 Financial Analysis and Policy</td>
<td>3</td>
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<td><strong>Total Credits:</strong></td>
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<table>
<thead>
<tr>
<th>Investment Management Module</th>
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<tr>
<td>ACC 645 Theory and Analysis of Financial Statements</td>
<td>3</td>
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<tr>
<td>FIN 644 Money and Capital Markets</td>
<td>3</td>
</tr>
<tr>
<td>FIN 652 Investment Analysis</td>
<td>3</td>
</tr>
<tr>
<td>FIN 653 Portfolio Management</td>
<td>3</td>
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<tr>
<td><strong>Total Credits:</strong></td>
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<table>
<thead>
<tr>
<th>Management Information Systems Module</th>
<th>Credits</th>
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<tr>
<td>IS 613 Database Management Systems</td>
<td>3</td>
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<tr>
<td>IS 621 Structured Systems Analysis</td>
<td>3</td>
</tr>
<tr>
<td>IS 622 Structured Systems Design</td>
<td>3</td>
</tr>
<tr>
<td>IS 637 Information Systems Project Management</td>
<td>3</td>
</tr>
<tr>
<td><strong>Total Credits:</strong></td>
<td><strong>12</strong></td>
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</table>
International Finance Module
ECO 622 International Economics 3
FIN 649 International Corporate Finance 3
FIN 651 Global Financial Markets 3
MBA 674 Globalization, the New Economy and Ethics 3
Total Credits: 12

International Marketing Module
MAR 680 Seminar in Marketing 3
MAR 635 Business Research and Survey Methodology 3
MBA 674 Globalization the New Economy and Ethics 3
AR 681 International Marketing 3
Total Credits: 12

Human Resources Management Module
MGT 680 Human Resources Management 3
MGT 682 Research Methods in Management 3
MGT 683 Training and Development 3
MGT 684 Advanced Topics in Human Resources Management 3
Total Credits: 12

Organizational Behavior and Development Module
MGT 627 Organization Theory 3
MGT 686 Organization Communication 3
MGT 687 Advanced Topics in Organizational Behavior 3
MGT 689 Organization Development 3
Total Credits: 12

Strategic Management Module
MGT 637 Competitive Business Strategy 3
MGT 638 Corporate Diversification Strategy 3
MGT 646 Government Institutions and Business Strategy 3
MGT 675 Corporate Strategic Planning 3
Total Credits: 12

Operations Analysis Module
MGS 616 Systems Simulation 3
MGS 626 Statistical Techniques in Operation 3
MGS 615 Applied Multivariate Methods 3
MGS 622 Quantitative Modeling for Operations 3
Total Credits: 12

Marketing Management Module
MAR 620 Consumer and Organization Buying Behavior 3
MAR 635 Business Research and Survey Methodology 3
MAR 680 Seminar in Marketing 3
MAR 670 Strategic Marketing Planning 3
Total Credits: 12

Corporate Taxation Module
TAX 625 Tax Practice, Procedure and Research 3
TAX 627 Advanced Concepts of Taxation 3
TAX 656 Advanced Corporate Income Taxation I 3
TAX 659 Advanced Corporate Income Taxation II 3
TAX 696 Research Methodology II 3
Total Credits: 15

Trust and Estate Taxation Module
TAX 625 Tax Practice, Procedure and Research 3
TAX 627 Advanced Concepts of Taxation 3
TAX 642 Estate Planning I 3
TAX 643 Estate Planning II 3
TAX 696 Research Methodology II 2
Total Credits: 15

Sheryl Simonitis, EMBA ’09, Director, National Sales and Account Development, Barnes&Noble.com

Find out more: PACE.edu/lubin/MS
Faculty: Respected on campus. Connected to companies around the world.

Faculty members are noted scholars and respected practitioners with deep ties to the business community in New York and around the world. Their perspectives are as diverse as their experience and backgrounds. What they have in common is a devotion to teaching.

Acting as mentors both inside and outside the classroom, faculty members guide students in course work, research projects, and advise individuals on their academic program design and career objectives. They also continually regenerate our curriculum and forge forward-looking research partnerships with academic institutions throughout the world that advance knowledge, theory, and best practices.

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Kwang-Hyun Chung, professor, PhD, Bernard M. Baruch College, City University of New York
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Picheng Lee, associate professor, PhD, Rutgers University
Chunyan Li, assistant professor of accounting, PhD, Rutgers University
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Jouahn Nam, associate professor, PhD, Georgia State University
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Berry K. Wilson, associate professor, PhD, New York University
Kevin J. Wynne, associate professor, PhD, Fordham University

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**Information Systems**

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Ronald Frank, associate professor, DPS, Pace University
James Gabbert, associate professor, DPS, Pace University
Fred Grossman, professor, PhD, New York University
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Zheng Li, assistant professor, PhD, New Jersey Institute of Technology
Chienting Lin, assistant professor, PhD, University of Arizona
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Bel Ragad, professor, PhD, Pennsylvania State University
Namchul Shin, professor, PhD, University of California, Irvine
Jennifer Thomas, professor, PhD, Concordia University
Hsui-Lin Winkler, associate professor, PhD, California Institute of Technology

Legal Studies & Taxation
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Vincent R. Barrella, associate professor, JD, Fordham University, LLM, New York University, CPA
Peter M. Edelstein, professor, JD, Boston University; LLM, New York University
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Saul S. LeVine, professor, JD, Syracuse University
Arthur M. Magaldi, professor, department chair, JD, St. John’s University
Robert S. Wiener, associate professor, JD, New York University
Martin Zern, professor, JD, Brooklyn Law School, LLM, New York University, CPA

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E. Susanna Cahn, associate professor, PhD, Columbia University
Melissa S. Cardon, assistant professor, PhD, Columbia University
John C. Carter, professor, PhD, Columbia University
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Alan B. Eisner, professor, graduate program chair, PhD, New York University
Zaki M. F. El-Adawy, professor, PhD, Stamford University
Barry A. Gold, associate professor, PhD, Columbia University
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Alvin Hwang, professor, International Business and International Management program chair, PhD, University of California, Los Angeles
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Eric H. Kessler, professor, PhD, Rutgers University
Chu-Hua Kuei, professor, PhD, Baruch College, City University of New York
Theresa Lant, visiting associate professor, PhD, Stanford University
Lei Li, associate professor, PhD, The University of Texas at Dallas
Peter A. Lyew, assistant professor, DBA, Louisiana Tech University
Christian N. Madu, professor, research scholar, PhD, Baruch College, City University of New York
Wiley M. Mangum, associate professor, PhD, Fordham University
Ira J. Morrow, associate professor, PhD, New York University
Joseph M. Pastore Jr., professor emeritus in residence, PhD, St. Louis University
Noushri Rahman, associate professor, PhD, Baruch College
Katherine Richardson, assistant professor, PhD, Baruch College/CUNY
James W. Russell, associate professor, undergraduate program chair, PhD, New York University
Fred N. Silverman, professor, PhD, Columbia University
Ibraiz Tarique, assistant professor, PhD, Rutgers University
Ellen S. Weisbord, associate professor, PhD, City University of New York
Janice K. Winch, associate professor, PhD, Rutgers University
Jack Yurkiewicz, professor, director, Advanced Graduate Certificate Program, PhD, Yale University

Marketing
Karen A. Berger, professor, associate dean and director of undergraduate programs, PhD, New York University
Larry Chiagouris, associate professor, PhD, Bernard M. Baruch College
David Gertner, associate professor, PhD, Northwestern University
Pradeep Gopalakrishna, professor, undergraduate program chair, PhD, University of North Texas
James S. Gould, professor, PhD, Cornell University
Paul Kurnit, clinical professor, MA, Queens College
Vishal Lala, assistant professor, PhD, Oklahoma State University
Mary M. Long, graduate program chair, PhD, Baruch College, City University of New York
Carl Malinowski, associate professor, PhD, City University of New York
Harvey Markowitz, clinical assistant professor, MS, New York University
Conrad Nankin, clinical assistant professor, MBA, Baruch College/CUNY
Randi L. Priluck, associate professor, PhD, Drexel University
Ipsihata Ray, assistant professor, PhD, University of Connecticut, Storrs
Dennis M. Sandler, associate professor, PhD, New York University
Marc N. Scheinman, professor, PhD, Indiana University
Martin T. Topol, professor, department chair, PhD, City University of New York
Robert G. Vambery, professor, PhD, Columbia University
Kathryn F. Winstead, associate professor, PhD, University of Colorado, Boulder
Pace’s three prime locations are among its greatest assets

Downtown Campus
Pace’s New York City campus is located right in the center of lower Manhattan’s financial district, providing close proximity and connections to the world’s largest corporations. Lubin students have access to technologically advanced classrooms and computer labs, the library, and the gymnasium. The downtown campus also features the Lubin Global Portfolio Analysis Center, a hands-on trading environment equipped with databases, real-time and historic data, and financial data feeds to evaluate securities and execute transactions. Additional centers of excellence housed within the Lubin School are the Center for International Business Development, the Center for Financial Reporting in Global Markets, the William C. Freund Center for the Study of Securities Markets, and the Small Business Development Center. From the New York campus you can easily walk right from your job on Wall Street or at a Fortune 500 company to class, then out to dinner in Chinatown, or else catch the subway or commuter ferry home.

Midtown Center
Some MBA classes are also held in the historic Fred French Building, on the corner of Fifth Avenue and East 45th Street, a few blocks from Grand Central Station.

White Plains Campus
Bordered by the Hudson River and Long Island Sound, White Plains is the county seat for Westchester County, New York, and home to Pace’s Graduate Center. The Graduate Center is located just two blocks from the Metro North commuter rail station, providing easy access to Manhattan jobs and cultural amenities, and the whole Northeast corridor. If you already live in or near Westchester County, you don’t need to go far to look for a great internship or new job. White Plains boasts numerous, thriving corporate offices, including that of General Foods, PepsiCo, Hitachi USA, IBM, Nestlé, and Heineken USA.
How to Apply for Admission

Pace University's graduate admissions counselors welcome the opportunity to review your career goals with you, to help you determine the best educational path for your future. We're always available by phone and e-mail, to answer any questions you may have and provide you with additional information on transcripts, admission tests, prerequisite courses, campus locations, and class schedules. Your counselor also serves as a valuable referral source, connecting you with the appropriate Pace faculty and administrators who can meet with you one on one, to discuss academic curricula, financial aid, assistantships, and career opportunities.

Please review the application checklist. It outlines documents required to complete an application for graduate admission. You may choose to have your official documents sent to Pace University's Office of Graduate Admission either before or after you have submitted your application.

Application checklist:
- $70.00 application fee
- Personal statement
- Résumé
- Recommendations
- Official College or University transcript(s) from all institutions attended
- Official GMAT test score report
- Official TOEFL or IELTS score report (if applicable)
- Pace University Financial Affidavit and Bank Documentation of Available Funds (for international applicants who, if accepted, will require a student or exchange visitor's visa)

Priority deadline dates for applicants are as follows:

**Domestic**
- Fall Entry Term (September) ................. August 1
- Spring Entry Term (January) ............... December 1
- Summer I (June) and II (July) Entry Term .... May 1

**International**
- Fall Entry Term (September) ......... June 1
- Spring Entry Term (January) .......... October 1
- Summer I (June) and II (July) Entry Term . March 1

Tuition
2010 – 2011 Graduate tuition at the Lubin School of Business is $954 per credit and $960 per credit for the DPS program.*

*Subject to change

Scholarships and Financial Aid

A wide range of aid packages are available to qualified Pace students.

By submitting your application, you are automatically considered for a merit scholarship. Graduate assistantships are available in many University departments, providing resume-building experience along with tuition remission and a salary.

**Pace University Financial Aid Programs**
- Endowed Scholarships (Merit and Need Based)
- International Student Merit Scholarship
- Graduate Assistantships (Full-time Students Only)

**Federal Financial Aid Programs**
- Subsidized Federal Direct Stafford Loans
- Unsubsidized Federal Direct Stafford Loans
- Federal Direct Plus Loans (For Parents)

**State Financial Aid Programs**
- New York State Tuition Assistance Program (TAP)
- Aid for Part-Time Study (APTS)

**Alternative Financing Options**
- Alternative Loans
- AMS (Now Called Tuition Pay)

**Veterans**

Pace is a proud member of the Yellow Ribbon Program, providing financial assistance to qualified veterans.

Pace also offers a 50 percent tuition scholarship** to veterans from all branches of the U.S. Armed Forces who have served in Afghanistan or Iraq since September 11, 2001. The scholarship applies to all part-time and full-time undergraduate and graduate programs.

To learn more about eligibility, visit: www.pace.edu/vets

**Yellow Ribbon recipients, doctoral and/or law programs are ineligible for Pace's 50% tuition scholarship program.**

Find out more:
PACE.edu/gradfinancialaid
Pace University is committed to achieving full equal opportunity in all aspects of University life. Pursuant to this commitment, the University does not discriminate on the basis of sex, race, age, ethnicity, marital status, national origin, sexual orientation, religion, disability, or veteran status.