The Leon Hess Business School is dedicated to providing an education that qualifies its graduates for positions of leadership. Curricula are developed, taught, and regularly updated by a faculty with strong academic and business experience. Critical thinking, effective communication skills, and a flexible managerial perspective are emphasized.

The Leon Hess Business School is accredited by AACSB International — the Association to Advance Collegiate Schools of Business.

The MBA program is designed to develop a comprehensive background in the theory and practice of business management decision-making and concentrates on contemporary managerial responsibilities in a dynamic environment. All curricula underscore the complexity and diversity of managerial decisions in the global economy. Instruction in small-size classes stresses close contact with faculty and promotes collaborative work.

Within the Leon Hess Business School is the Kvernland Chair in Philosophy and Corporate Social Policy, which has been endowed through generous gifts in the name of Jack T. Kvernland, a late trustee of the University. Professor Guy Oakes of the Management and Marketing Department currently occupies this chair. Professor Oakes is studying problems concerning the relationship between corporate, public, and private values in American life. The School also administers the Kislak Real Estate Institute, which is directed by Director Peter Reinhart of the Economics, Finance, and Real Estate Department. Dean Moliver holds the Steven and Elaine Pozycki Endowed Professor Chair in Real Estate. The Center for Entrepreneurship, which is directed by Professor John Buzza, is also part of the Business School. The Center has been regarded as one of the nation's outstanding programs in entrepreneurship.

The top 20% of MBA graduates and 10% of undergraduate junior and senior students are eligible for election to Beta Gamma Sigma, the International Honor Society for AACSB-accredited business schools.

Student Honor Society: Beta Gamma Sigma
ACCOUNTING
Linda Flaming, Chair, Department of Accounting

Gilda Agacer, Associate Professor and Associate Dean of the Leon Hess Business School. PhD, University of South Carolina. Teaching interests include financial and management accounting, advanced accounting topics, cost accounting, and international accounting. Research interests include the areas of auditor’s independence and ethics, and total quality management.

Linda Flaming, Associate Professor and Chair. PhD, University of Oklahoma. Teaching and research interests are in auditing and decision-making.

Yihong He, Associate Professor. PhD, Cleveland State University. Teaching interests include financial and managerial accounting, auditing, and international accounting. Research interests are in the areas of capital markets accounting and international accounting in the emerging markets.

Paul J. Savoth, Associate Professor. JD, Seton Hall University; LLM, Villanova University; CPA, New Jersey. Interests include various areas of accounting, especially federal taxation and legal environment of business.

Douglas Stives, Specialist Professor and MBA Program Director. MBA, Lehigh University. CPA; New Jersey. Teaching interests are in the areas of taxation.

Nancy Uddin, Associate Professor. PhD, Rutgers University. Research and teaching interests include the areas of auditing and accounting information systems.

Minna Yu, Assistant Professor. PhD, Kent State University. Teaching interests include managerial accounting, financial accounting, and international accounting. Current research interests include analyst forecasts, accrual anomaly, and corporate governance.

Ronald Zhao, Associate Professor. PhD, Texas Tech University. Teaching and research interests are in the areas of cost and management accounting, international accounting, and corporate finance.

ECONOMICS, FINANCE, AND REAL ESTATE
Andreas C. Christofi, Chair, Department of Economics, Finance, and Real Estate

Nahid Aslanbeigui, Professor. PhD, University of Michigan. Specializes in globalization, economic development, and the history of economic thought. Additional interests include economics education and the economic status of women.

Barrie Bailey, Associate Professor. PhD, University of Central Florida. Research interests include international mutual fund performance and finance education.

Andreas C. Christofi, Professor and Chair. PhD, Pennsylvania State University. Research interests include pricing of capital assets, investments, fixed income securities, and international finance. Additional interests include derivatives and econometrics.

Y. Lal Mahajan, Associate Professor. PhD, Rutgers University. Research interests include econometric models for credit unions, corporate finance, portfolio analysis, and investment theory. Other interests include monetary policy effects on interest rates, inflation, and the stock market.

Donald M. Moliver, Professor, Dean of the Leon Hess Business School and the Steven and Elaine Pozyczki Endowed Professorship. PhD, Virginia Polytechnic Institute, CRE, and MAI designations. Research interests include real estate finance and valuation.

Patrick O’Halloran, Associate Professor. PhD, University of Wisconsin - Milwaukee. Principal research interests are in labor economics, discrimination, payment scheme, and econometrics.


Peter S. Reinhart, Esq., Specialist Professor and Director of the Kislak Real Estate Institute. JD, Rutgers Law School, Camden. BA, Franklin and Marshall College. Served as Senior Vice President and General Counsel for Hovnanian Enterprises, Inc., for thirty-three years. Also served on the Council on Affordable Housing for ten years and was a member of the Real Estate Task Force of Governor Whitman’s Economic Master Plan Commission. He was also a past president of the New Jersey Builders’
Association and is the current Chairman of New Jersey Future. Mr. Reinhart has authored articles for Housing New Jersey, Tri-State Real Estate Journal, and New Jersey Lawyer.

Benedicte Reyes, Associate Professor. PhD, Columbia University. Research interests include international corporate finance and capital markets deregulation.

Robert H. Scott III, Associate Professor. PhD, University of Missouri at Kansas City. Research interests include credit cards, financial literacy, econometrics, and ecological economics.

**MANAGEMENT AND DECISION SCIENCES**

Joseph B. Mosca, Chair, Department of Management and Decision Sciences

Gwendolyn Y. Alexis, Associate Professor. PhD, New School for Social Research; JD, Harvard Law School; MAR, Yale Divinity School. Research interests include corporate governance, international corporate responsibility, business ethics, global civil society, and religious diversity.

Daniel Ball, Assistant Professor. PhD, University of Massachusetts. Primary interests include technology and operations management, real options, risk-based distributed decision-making, the modeling and simulation of complex systems, logistics, operations research, management science, and system sustainability.

John S. Buzza, Specialist Professor and Director of the Center for Entrepreneurship. MA, University of Phoenix. Primary interests include teaching, entrepreneurial endeavors, and philanthropic activities.

Edward W. Christensen, Associate Professor and Vice President for Information Management, PhD, Rutgers University. Specializes in management information systems organization and administration, including the use of information technology to support decision-making and strategy.

Scott A. Jeffrey, Assistant Professor, BSC, MBA, Santa Clara University, PhD, University of Chicago. Performs research on the use of incentives and goal setting in organizations. Particularly focuses on non-cash tangible incentives such as travel and merchandise.

Joseph B. Mosca, Associate Professor and Chair. EdD, New York University. Primary specializations are human resource management, human relations, and active teaching methods. His current research interests focus on developing hybrid courses, employee behavior, and jobs of the 21st century.

Roy Nersesian, Associate Professor. MBA, Harvard Business School. Interests lie in incorporating quantitative content into management course development. Author of ten books on simulation, financial risk management, and energy.

Guy Oakes, Jack T. Kvernland Professor of Philosophy and Corporate Social Policy. PhD, Cornell University. Primary research areas are the history and philosophy of the social sciences and the sociology of ethics.

Stuart Rosenberg, Associate Professor. PhD, Fordham University. Research interests include case writing, managerial economics, and the relationship between management and culture. Primary area of focus is strategic management.

Donald R. Smith, Associate Professor. PhD, University of California at Berkeley. Research interests include applied quantitative decision making, operations research, and management science.

Charles Willow, Associate Professor. PhD, University of Houston. Principal research and teaching interests are in management information systems, innovations management, e-commerce, technology management, and decision sciences.

**MARKETING AND INTERNATIONAL BUSINESS**

Min Hua Lu, Chair, Department of Marketing and International Business

Susan Forquer Gupta, Associate Professor. PhD, University of Tennessee-Knoxville. Primary interests include measuring and comparing culture and its effects on managerial decision making (B2B), consumer decision making, as well as cultural differences in branding meaning and branding in global markets.

Amy Handlin, Associate Professor. PhD, New York University. Primary interests are in applications of marketing to public policy and in the lobbying
process, especially regarding small businesses regulated by state government.

Min Hua Lu, Associate Professor and Chair. DBA, George Washington University. Primary interests are in strategic marketing management, international/global marketing management, and global sustainability of economics.

David P. Paul III, Associate Professor. PhD, Old Dominion University; DDS, Virginia Commonwealth University; Medical College of Virginia. Primary interests are in marketing and healthcare management.

Joseph Rocereto, Assistant Professor. PhD, Drexel University. Primary research interests are customer loyalty, strategic branding, and integrated marketing communications. Other interests include the use of color in marketing communications and the effects of self-concept congruity constructs.

Michaeline Skiba, Associate Professor. EdD, Columbia University. Research interests include healthcare education, management challenges within managed care settings, social and behavioral issues associated with pharmaceutical promotions and marketing strategy, and general management development topics.

MASTER OF BUSINESS ADMINISTRATION (MBA)

The mission of the MBA Program is to serve well-qualified graduate students who are committed to pursuing higher levels of professional responsibility, enhancing their competencies, and improving their value to the organizations they serve. The graduate program combines management theory and practice in a contemporary managerial context. Curricula underscore the complexity and diversity of managerial decisions in national and global economies. Students learn in small classes that promote close interaction with our business faculty and also benefit from the special contributions of visiting lecturers.

Five MBA options are open to students: a general MBA (which may be pursued either in a regular or accelerated mode), an MBA Accounting Track, a Real Estate Track, a Finance Track, and an MBA with a concentration in Healthcare Management. The Leon Hess Business School also offers post-MBA certificates in Accounting and Healthcare Management.

Students must complete a minimum of thirty credits in the general MBA program, thirty-six credits in the Accounting Track and Healthcare Management Concentration, and thirty-three credits in the Finance and Real Estate Tracks. Programs include core and beyond-the-core courses as well as guided electives. After admission, permission is required to take courses at other institutions.

Please refer to the curriculum charts in the appendix for program requirements. All curriculum charts are detailed and displayed in Appendix "B."

- MBA
- MBA Accounting Track
- MBA Finance Track
- MBA Real Estate Track
- MBA with a Concentration in Healthcare Management

The State of New Jersey requires candidates for the CPA examination to have completed a minimum of 150 credit hours of higher education. The MBA helps students comply with the 150-credit rule while earning a graduate degree. The requirement can be satisfied in either of two ways: (1) students who have obtained an undergraduate Accounting degree may continue to earn a general MBA; (2) students who have undergraduate degrees in fields other than Accounting may earn an MBA with a specialization in Accounting. Students who have an undergraduate Accounting degree are not encouraged to pursue the MBA Accounting Track.

Please refer to the curriculum charts in the appendix for program requirements. All curriculum charts are detailed and displayed in Appendix "B."

- Post-MBA Certificate in Accounting
- Post-MBA Certificate in Healthcare Management