Leon Hess Business School

DEAN: Donald M. Moliver, PhD, CRE, MAI
ASSOCIATE DEAN: Gilda Agacer, PhD
ASSISTANT DEAN: Janeth Merkle, MBA, MM
MBA PROGRAM EXECUTIVE DIRECTOR: Peter Reinhart, Esq.
MBA PROGRAM DIRECTOR: Susan Gupta, PhD

The Leon Hess Business School (LHBS) is currently ranked in the top 300 of the 2,000 schools of business in the United States, is a community of teacher-scholars educating students to develop strong leadership skills in achieving organizational excellence and sustainability: the integrated strategic management of interlocking economic, social, technological and ecological systems in which organizations operate. The LHBS is accredited by AACSB International — the Association to Advance Collegiate Schools of Business. AACSB accreditation is the hallmark of excellence in business education, and has been earned by less than 5 percent of the world’s business programs. Today, there are 727 business schools in 48 countries and territories that maintain AACSB accreditation.

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 LHBS are two Centers of Distinction. The first is the Kislak Real Estate Institute, which is directed by Professor Peter Reinhart of the Economics, Finance, and Real Estate Department. The Institute is the sole provider of both undergraduate and graduate academic credit-bearing real estate education in the State of New Jersey. The second, the Center for Entrepreneurship is directed by Dr. Joseph McManus of the Management and Decision Sciences Department. The Center has been nationally recognized for its innovative teaching in the field of entrepreneurship and product designs.

The School of Business is most fortunate to have three professors who hold positions as endowed Chairs. Dr. Guy Oakes of the Management and Decision Sciences Department currently occupies the Kvernland Chair in Philosophy and Corporate Social Policy. Professor Peter Reinhart is the recipient of the Greenbaum/Ferguson/New Jersey Association of Realtors Endowed Chair in Real Estate Policy. Dean Donald Moliver holds the
Steven and Elaine Pozycki Endowed Professor Chair in Real Estate. The top 20 percent of MBA graduates and 10 percent 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**

*Nancy Uddin, Chair, Department of Accounting*

**Gilda Agacer**, Associate Professor and Associate Dean of the Leon Hess Business School. PhD, University of South Carolina. Specializes in governmental accounting, advanced accounting analysis, and managerial cost analysis.

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**Vasundhara Chakraborty**, Assistant Professor. BS, Nagpur University; MS, PhD, Rutgers University.

**Linda Flaming**, Associate Professor. PhD, University of Oklahoma; CPA, Oklahoma. Teaching interests include all levels of financial and managerial accounting. Research interests are in tax, audit, accounting, and investor decision-making.

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**Xudong (Daniel) Li**, Assistant Professor. BE, BS, University of Science and Technology of China, MBA, University of California; ABD, University of North Texas.

**Paul J. Savoth**, Associate Professor. JD, Seton Hall University; LLM, Villanova University; BA Middlebury College. Primary research interests include various areas of business law and federal taxation.

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

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

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**Minna Yu**, Associate Professor. PhD, Kent State University. BA, MS, Dongbei University, China. Teaching interests include managerial accounting, financial accounting, and international accounting. Current research interests include analyst forecasts, accrual anomaly, and corporate governance.

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

**ECONOMICS, FINANCE, AND REAL ESTATE**

*Barrie Bailey, 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.

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

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**John Burke**, Specialist Professor of Finance. MBA, Indiana University. His professional career spanned twenty-seven years on both the sell-side and buy-side of Wall Street. He spent ten years at PaineWebber, Inc., where he was a Managing Director, heading the Global Equity Derivatives group, with operations in New York, London, and Tokyo; he was also responsible for Proprietary Trading. He subsequently spent two years at Deutsche Bank, AG as Director and Co-Head of the Global Structured Products Group with operations in New York, Frankfurt, London and Tokyo, as well as running Proprietary Trading in New York. After twelve years on the sell-side, Professor Burke moved to the buy-side and formed the Rumson Capital LLC, a $500mm hedge fund, engaging in global arbitrage strategies, which he ran for fifteen years.

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

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Judex Hyppolite, Assistant Professor. PhD, Indiana University.
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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.
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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.
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Patrick O’Halloran, Associate Professor. PhD, Economics, University of Wisconsin - Milwaukee. Principal research interests are in labor economics, discrimination, payment scheme, and econometrics.
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Peter S. Reinhart, Esq., Specialist Professor, Director of the Kislak Real Estate Institute and Arthur and Dorothy Greenbaum/Robert Ferguson/NJAR Endowed Chair in Real Estate Policy. 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.
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Benedicte Reyes, Associate Professor. PhD, Finance, Columbia University. Research interests include international corporate finance and capital markets deregulation.
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Robert H. Scott III, Associate Professor. PhD, University of Missouri at Kansas City. Research interests include credit cards, start-up business financing, and interpreting the work of Kenneth Boulding.
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MANAGEMENT AND DECISION SCIENCES
Joseph B. Mosca, Chair, Department of Management and Decision Sciences

Gwendolyn Yvonne 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.
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Daniel Ball, Associate 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, project management, and system sustainability.
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John S. Buzza, Specialist Professor. MA, University of Phoenix. Primary interests include teaching, entrepreneurial endeavors, and philanthropic activities.
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Edward W. Christensen, Associate Professor, Vice President for Information Management, and Interim Dean of the Library. PhD, Rutgers University. Specializes in management information systems organization and administration, including the use of information technology to support decision-making and strategy.
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Scott A. Jeffrey, Assistant Professor, PhD, University of Chicago. BSC, MBA, Santa Clara University. Performs research on the use of incentives and goal setting in organizations. Particularly focuses on non-cash tangible incentives such as travel and merchandise.
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Joseph J. McManus, Assistant Professor and Director of the Center for Entrepreneurship. PhD, Rutgers University, MBA, Pepperdine University, JD, Rutgers University School of Law, Camden. Research interests include organizational misconduct, business ethics, corporate social
responsibility, and social entrepreneurship.
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Joseph B. Mosca, Associate Professor and Chair. EdD, New York University. Primary specialization is human resource management, human relations, and active teaching methods. His current research interests focus on developing hybrid courses, employee behavior, and jobs of the twenty-first century.
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Roy Nersesian, Professor. MBA, Harvard Business School. Interests lie in incorporating quantitative content into management course development. Author of ten books on simulation, financial risk management, energy, and energy modeling.
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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.
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Stuart Rosenberg, Associate Professor. PhD, Fordham University. Research interests include case writing, managerial economics, and the relationship between management and culture.
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Eugene S. Simko, Associate Professor, PhD, Strategic Management, Baruch College of the City University of New York, MBA, Temple University. Primary area of teaching and research is strategic management. Dr. Simko has over thirty years of consulting and training experience in strategic planning. He served on Governor Whitman’s NJ State Assembly Taskforce on Business Retention in NJ, and was appointed by her to serve as a commissioner on the USS NJ Battleship Commission. He is a member of the Board of Trustees of the USS NJ Battleship Museum in Camden, NJ. He served for six years as a commissioned officer in the US Army Reserve, Adjutant General Corps, and attended the US Military Academy at West Point. He is on the Board of Governors of the West Point Society of NJ. He is the co-author of four editions of the Cengage Textbook, Current Topics In Technology.
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Donald R. Smith, Associate Professor. PhD, University of California at Berkeley. Research interests include applied quantitative decision making, operations research, and management science.
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MARKETING AND INTERNATIONAL BUSINESS
Min Hua Lu, Chair, Department of Marketing and International Business

Susan Forquer Gupta, Associate Professor and MBA Program Director. PhD, University of Tennessee-Knoxville. Primary interests include international and global marketing and brand management, national culture measures and cultural value dimensions, environment and behavior and the context of decision making, cross cultural virtual teams, and sustainable (environment, societal, and economic) community development.
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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.
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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.
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David P. Paul III, Professor. PhD, Old Dominion University; DDS, Virginia Commonwealth University; Medical College of Virginia. Primary interests are in marketing and healthcare management. Co-editor of Health Marketing Quarterly.
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Joseph Rocereto, Associate Professor, PhD, Drexel University. Primary research interests are brand anthropomorphization, 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.

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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.

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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.

Six MBA options are open to students: a general MBA (which may be pursued either in a regular or accelerated mode and allows for customization (e.g. healthcare, Global) and the following five MBA concentrations: Accounting, Finance, Management, Marketing, and Real Estate. The Leon Hess Business School also offers a graduate certificate in Accounting.

Students must complete a minimum of thirty-six credits in the general MBA program. Programs include foundation and 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 with a concentration in Accounting
- MBA with a concentration in Finance
- MBA with a concentration in Management
- MBA with a concentration in Marketing
- MBA with a concentration in Real Estate

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 concentration in Accounting. Students who have an undergraduate Accounting degree are not encouraged to pursue the MBA Accounting Concentration or graduate certificate in accounting.

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

- Graduate Certificate in Accounting