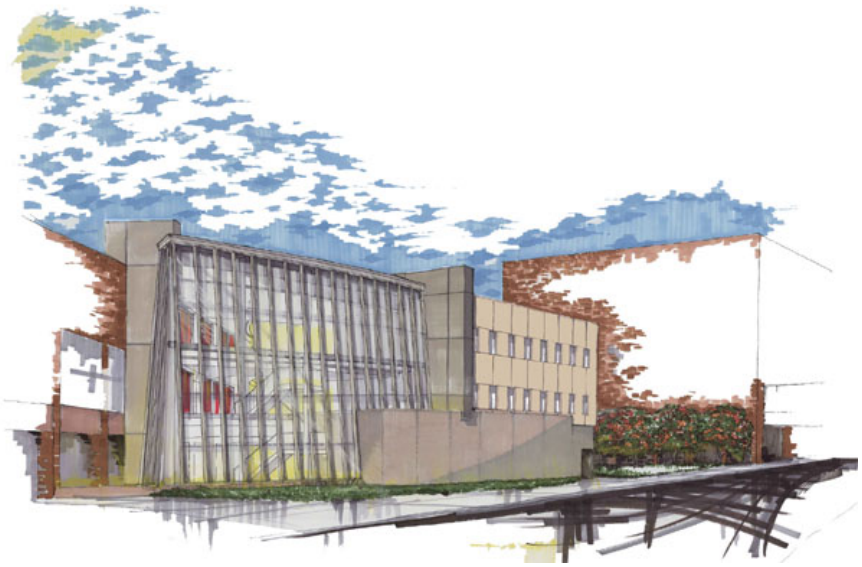
School of Management

University at Buffalo The State University of New York

2008-2009

MBA and MS HANDBOOK

Expect2 RESPECT



School of Management
University at Buffalo The State University of New York

Expect^2 RESPECT

Expect^2

- **Respect your faculty**
  - Be on time for class – all the time
  - Contact them in advance if you **must** miss something
  - Pay attention in class
  - Read that syllabus
  - Turn off cell phones/iPods/pagers/web-surfing/instant messaging, etc.
  - Submit assignments on time
  - Save personal conversations for non-class time
  - Pay particular respect to guest presenters – your actions reflect on your faculty and your program
  - Complete the UBCATS surveys thoughtfully
  - Collaborate with faculty on research projects
- **Respect intellectual property rights**
  - **DO NOT** plagiarize
  - Submit your own, and only your own, work
  - Know what is supposed to be group work and what is supposed to be individual work
  - Cite all uses of others' ideas in your work
  - If you cut-and-paste, cite the source
  - You are an intelligent individual – think, create and express your own intellectual property
  - Report IP violators to your faculty and/or your director
- **Respect your fellow students**
  - Cooperate with your group in scheduling regular meeting times
  - Show up for scheduled group meetings on time
  - Do your fair share of group assignments
  - Communicate with and respect your group mentor
  - Never ask someone else for their work
  - Never submit someone else's intellectual property to your group as yours – the whole group will be penalized
  - Seek to understand and respect cultural and religious differences
  - Help each other understand and overcome language and communication challenges
  - Don't even think about sexual harassment
- **Respect yourself as a management professional**
  - Strive to do well academically but balance grades, program activities, case competitions, club involvement, volunteerism, internships, and an early job search – a 4.0 GPA doesn't get you the job all by itself

- Dress professionally – business casual most of the time – business professional for special events – time to grow out of sweats and baseball caps – represent yourself professionally all the time, you never know when that networking opportunity will walk up to shake your hand
- Pay attention to diet and exercise
- Pay attention to personal grooming and hygiene, maintain a professional haircut, shower frequently and use deodorant liberally
- Attend program social events
- Attend events sponsored by the program, CRC, SOMAA…
- Drink in moderation. NEVER get drunk at a program function, or show up for any program activity unless you are stone cold sober

- **Respect CRC and your career development**
  - Engage fully in CRC activities, programs and events, individual and group
  - Seek solid internship experiences, for-credit or not-for-credit as allowed by your schedule and regulations
  - Engage in the job hunt EARLY and COMPLETELY
  - Your job, fellow students' jobs, and your program rankings depend on everyone aggressively engaging in searches
  - Show up for interviews on time, well prepared and well groomed
- **Respect program administration**
  - Read communications from the Graduate Programs Staff
  - Check the plasma screens and website for coming events
  - Attend events for your own enrichment and to support continued sponsorship and development of programs
  - Communicate your needs and concerns
  - Schedule advising appointments each semester to make sure you are on track to graduate on time
  - Watch for, and meet, filing deadlines
  - Drop in and visit us once in a while

AND you can *Expect*^{2} earn RESPECT

from:

- **Your faculty**
- **Your fellow MBA students**
- **Students in other programs at the university**
- **MBAs at other schools**
- **Your friends and relatives**
- **Staff and administrators**
- **Alumni**
- **Guests**
- **Prospective employers**
- **Future management colleagues**

And, most importantly, you can wake up in the morning, look at yourself in the mirror, and respect the person you see.

Expect^2 RESPECT

UB Concert* Rules

Standards of conduct for classes

Classes will start and end exactly on time. Students and faculty are expected to be prompt.

Students will sit according to a seating chart, and display name tents.

Students will remain in attendance for the duration of the class, except in an emergency.

All phones and electronic devices, including laptop computers, are turned off except as expressly permitted by the instructor.

*Concert here refers to a “Classical” concert not a “Rock” concert.

Adapted from the Wharton School MBA Program at the University of Pennsylvania.

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ACADEMIC CALENDAR FOR 2008- 09

FALL 2008
Instruction begins……Monday, August 25
Labor Day Observed……..Monday, September 1
Rosh Hashanah (classes cancelled after 6 p.m.) ……Monday, September 29
Rosh Hashanah (classes cancelled until 6 p.m.).....Tuesday, September 30
Yom Kippur (classes cancelled after 6 p.m.)……Wednesday, October 8
Yom Kippur (classes cancelled until 6 p.m.)……Thursday, October 9
Fall recess ……Wednesday, November 26 – Saturday, November 29
Classes resume……Monday, December 1
Last day of classes ……Friday, December 5
Reading days……Saturday, December 6 and Sunday, December 7
Semester final examinations……Monday, December 8 – Monday, December 15
Winter recess begins……Tuesday, December 16

SPRING 2009
Instruction begins……...Monday, January 12
Martin Luther King Day Observed……..Monday, January 19
Spring recess ……..Monday, March 9 – Saturday, March 14
Classes resume……Monday, March 16
Last day of classes……..Monday, April 27
Reading days……..Tuesday, April 28 and Wednesday, April 29
Semester final examinations ……..…Thursday, April 30 – Thursday, May 7
Commencement weekend ……Thursday, May 7 – Sunday, May 10
School of Management Commencement ……5:00 p.m., Saturday, May 9

Registration Calendar for 2008-09
FALL 2008
LAST DAY TO DROP COURSES WITH NO FINANCIAL LIABILITY……..…..Friday, August 29
LAST DAY TO ADD COURSES AND LAST DAY TO DROP COURSES WITHOUT "R"……..…Friday, September 5
COURSES MAY BE DROPPED FOR GRADE OF "R" ……September 8 – November 9
COURSES DROPPED WILL BE ASSESSED 30% TUITION……Saturday, August 30 – Friday, September 5
COURSES DROPPED WILL BE ASSESSED 50% TUITION……Saturday, September 6 – Friday, September 12
COURSES DROPPED WILL BE ASSESSED 70% TUITION……..Saturday, September 13 – Friday, September 19
FIRST DAY ON WHICH COURSES DROPPED WILL BE ASSESSED 100% TUITION……Saturday, September 20
LAST DATE TO RESIGN FOR AN "R" GRADE……Friday, November 7

SPRING 2009

Please consult the Student Response Center website at: http://src.buffalo.edu/calendars/
Relevant dates were not posted at the time of publication.

Official calendars are posted on the University website in the Student Response Center area. Some dates above are not confirmed at time of publication. Students are advised to check the web site. Official University dates are binding.

STATE UNIVERSITY POLICY REGARDING STUDENT OBSERVANCE OF RELIGIOUS HOLY DAYS
"On those religious holy days when members of a faith typically observe the expectation of church or synagogue that they be absent from school or work, campuses will avoid the scheduling of such events as registration, the first day of classes, or student convocations, and individual students will be excused from class without penalty if expressly requested." (From SUNY Policy Manual, 1975, Section No. 091.3.)

UNIVERSITY AT BUFFALO PROCEDURE ADDS: "If such a requested absence results in a student's inability to fulfill an academic requirement of the course on that particular day, then instructors should provide an opportunity for the student to make up the requirement without penalty."

STAFF DIRECTORY

School of Management Personnel

Arjang A. Assad
Dean – School of Management
160 Jacobs Management Center
Phone: 645-3221

Brian E. Becker
Senior Associate Dean
280 Jacobs Management Center
Phone: 645-3235

Katherine G. Ferguson
Associate Dean, Academic Programs
160 Jacobs Management Center
Phone: 645-5908

Philip Perry
Associate Dean, International Programs
144 Jacobs Management Center
Phone: 645-3217

Frank Krzystofiak
Associate Dean & Academic Director, Executive Education
108 Jacobs Management Center
Phone: 645-3230

Ronald Huefner
Chairman, MBA/MS Program Committee
338 Jacobs Management Center
Phone: 645-3264

John H. Shellum
Assistant Dean
External Affairs
150 Jacobs Management Center
Phone: 645-3224

Lawrence D. Michael
Assistant Dean
Resource Management
133 Jacobs Management Center
Phone: 645-3210

Cynthia Shore
Assistant Dean, Corporate & Community Relations
Jacobs 236
Phone: 645-3226

Jacqueline Ghosen
Assistant Dean, Director of Communications
160 Jacobs Management Center
Phone: 645-2833

Full-time MBA/MS Programs
203 Alfiero Center
Phone 645-3204

David W. Frasier
Assistant Dean
Administrative Director
Graduate Programs

Jaimie L. Falzarano
Assistant Director
Graduate Programs

Carrie Gardner
Administrative Director, Credit-Bearing Internship Program
(239 Jacobs Management Center)
Phone: 645-3233

Jill Phinney
Assistant Director of Student Services

Jennifer Tsutsui
Assistant Director of Graduate Recruiting

Meghan Wood
Assistant Director of Graduate Recruiting

Career Resource Center
Phone: 645-3232

Gwen S. Appelbaum
Assistant Dean
Director
308 Alfiero Center

Pamela Krakowiak
Associate Director
308 Alfiero Center

Michael A. Paolini
Senior Associate Director
308 Alfiero Center

Melissa Ruggiero
Associate Director
308 Alfiero Center

Executive Ed, EMBA, PMBA
108 Jacobs Management Center
Phone: 645-3200

Courtney J. Walsh
Assistant Dean
Executive Education

Melissa A. FitzGerald
Recruitment and Admissions Advisor – Executive and Professional MBA Programs

Lailani S. Gates
Academic Resource Coordinator – Executive and Professional MBA Programs

Elaine T. Renouf
Marketing and Business Development Manager – Executive Education

UNIVERSITY OFFICES

Student Response Center
645-2450
232 Capen Hall
All academic and financial services

CIT Help Desk
216 Computing Center
645-3542

International Student and Scholar Services
210 Talbert Hall
Phone: 645-2258

Parking and Transportation Services
102 Spaulding Quad
Phone: 645-2516

University Police
Bissell Hall
Phone: 645-2222 (Emergency)
Phone: 645-2227 (Non-Emergency)

Office of Disability Services
25 Capen Hall
Phone: 645-2608

Student Health Center
Michael Hall
Phone: 829-3316

University Counseling Service
120 Richmond Quad, Bldg. 2
Phone: 645-2720

University Operator
Telephone Numbers
Phone: 645-2000

University Visitor Information
Phone: 645-7330

SCHOOL OF MANAGEMENT FACULTY

Department Chairs

SUSAN S. HAMLEN, Chair, Department of Accounting and Law, PhD, Purdue University; CMA

KEE H. CHUNG, Chair, Department of Finance and Managerial Economics, M&T Bank Professor of Banking and Finance, PhD, University of Cincinnati

RAMASWAMY RAMESH, Chair, Department of Management Science and Systems, PhD, State University of New York at Buffalo

ALAN S. DICK
Chair, Department of Marketing, PhD, University of Florida

NALLAN C. SURESH, Chair, Department of Operations Management and Strategy, PhD, University of Cincinnati

JERRY M. NEWMAN, Chair, Department of Organization and Human Resources, PhD, University of Minnesota, Distinguished Teaching Professor

Full-Time Faculty
2008 – 09

DEPARTMENT OF ACCOUNTING AND LAW
Chair: Susan S. Hamlen

SUNY Distinguished Teaching Professor
RONALD J. HUEFNER, PhD, Cornell University; CPA (New York); CMA

Professor
WILLIAM KROSS, PhD, University of Iowa; CPA (Illinois)

Associate Professor
SUSAN S. HAMLEN, PhD, Purdue University; CMA; CFM

Adjunct Associate Professors
ALEX B. AMPADU, MBA, Rochester Institute of Technology; CPA (New York); CMA; CIA

ANN B. COHEN, MBA, State University of New York at Buffalo; CPA (New York)

ARLENE M. HIBSCHWEILER, JD, MBA,
State University of New York at Buffalo; Attorney (New York)

ANDREW P. JANSMA, PhD
University of Minnesota

Assistant Professors
FENG GU, PhD,
Washington University

MYUNGSUN KIM, PhD,
Purdue University

INHO SUK, PhD
Purdue University

WEIHONG XU, PhD,
Washington University

Adjunct Assistant Professors
KATHLEEN S. NESPER, MBA, State University of New York at Buffalo; CPA (New York)

KATHY R. O'DONNELL, MBA, State University of New York at Buffalo; CPA (New York)

MARTHA SALZMAN, JD, University of Pennsylvania; Attorney (New York)

DEPARTMENT OF FINANCE AND MANAGERIAL ECONOMICS
Chair: Kee H. Chung

SUNY Distinguished Professor
ISAAC EHRLICH, PhD, Columbia University; Melvin H. Baker Professor of American Enterprise

Professors
KEE H. CHUNG, PhD, University of Cincinnati, Louis Jacobs Endowed Chair in Financial Planning & Control

JOSEPH P. OGDEN, PhD, Purdue University

Associate Professors
WILLIAM A. HAMLEN, JR., PhD, Purdue University

KENNETH A. KIM, PhD, University of Rhode Island

PHILIP R. PERRY, PhD, University of California at Berkeley

Assistant Professors
ZHAN JIANG, PhD
University of Iowa

IGOR KOZHANOV, PhD
University of Minnesota

CRISTIAN-IOAN TIU, PhD, University of Texas at Austin

TAO WU, PhD,
University of Pennsylvania

Adjunct Assistant Professors
HODAN S. ISSE, PhD, George Mason University

DEREK J. MOHR, JD, Case Western Reserve University

DEPARTMENT OF MANAGEMENT SCIENCE AND SYSTEMS
Chair: Ramaswamy Ramesh

Professors
RAMASWAMY RAMESH, PhD, State University of New York at Buffalo

H. RAGHAV RAO, PhD, Purdue University

G. LAWRENCE SANDERS, PhD, Texas Tech University

Associate Professor
RAJIV KISHORE, PhD, Georgia State University

RAJ SHARMAN, PhD, Louisiana State University

Assistant Professor
SANJUKTA DAS SMITH, PhD, University of Connecticut

Assistant Professor
SANJUKTA DAS SMITH, PhD, University of Connecticut

Adjunct Assistant Professor
DAVID J. MURRAY, MBA State University of New York at Buffalo

DEPARTMENT OF MARKETING
Chair: Alan S. Dick

Professor
ARUN K. JAIN, PhD, University of Pennsylvania; Samuel P. Capen Professor of Marketing Research
Associate Professors
ALAN S. DICK, PhD, University of Florida

DEBABRATA TALUKDAR, PhD, University of Rochester

MINAKSHI TRIVEDI, PhD, University of Texas at Dallas

Assistant Professors
RAM BEZAWADA, PhD, Purdue University

SRI DEVI DUVVURI, PhD Columbia University

ARUN LAKSHMANAN, PhD Indiana University

CHARLES D. LINDSEY, PhD, Indiana University

DEPARTMENT OF OPERATIONS MANAGEMENT AND STRATEGY
Chair, Nallan C. Suresh

Professors
WINSTON T. LIN, PhD, Northwestern University

NALLAN C. SURESH, PhD, University of Cincinnati

JOHN M. THOMAS, PhD, Massachusetts Institute of Technology

Associate Professor
NATALIE C. SIMPSON, PhD, University of Florida

Adjunct Associate Professor
JOHN M. HANNON, PhD, Cornell University

Assistant Professors
AKIE IRIYAMA, PhD University of Pittsburgh

YONG LI, PhD, University of Illinois

CHARLES WANG, PhD, Syracuse University
Adjunct Assistant Professors
PHILIP HANCOCK, PhD Napier University

HAROLD STAR, PhD, Concordia University

DEPARTMENT OF ORGANIZATION AND HUMAN RESOURCES
Chair: Jerry M. Newman

SUNY Distinguished Teaching Professor
JERRY M. NEWMAN, PhD, University of Minnesota

Professors
BRIAN E. BECKER, PhD, University of Wisconsin

FRED DANSEREAU, PhD, University of Illinois

Associate Professor
FRANK J. KRZYSTOFIAK, PhD, University of Minnesota

Adjunct Associate Professors
RAYMOND ORRANGE, MBA, State University of New York at Buffalo

JOSEPH F. SALAMONE, MBA, State University of New York at Buffalo

Assistant Professors
PRASAD BALKUNDI, PhD, Pennsylvania State University

CORINNE COEN, PhD, University of Michigan

ALEXANDRA MISLIN, PhD, Washington University

DARREN C. TREADWAY, PhD, Florida State University

Adjunct Assistant Professors
MURIEL ANDERSON, MBA, University at Buffalo

NICHOLAS J. EVEREST, MS Daemen College

JOSEPHINE M. ZUBEK, PhD, State University of New York at Buffalo

CHAPTER I MBA Full-time Day Program

HEGIS #0506

The management curriculum gives particular attention to understanding the role of the business firm in society, the management function of planning and control, and the tools with which management performs the functions of production, marketing, finance, and industrial relations. In addition to a working knowledge of modern management, students develop appreciation of the economic, political, cultural, and technological trends, which affect the responsibilities of managers. The objective is to educate managers who can combine competence in imaginative new uses of management theory with sensitivity to the realities of human organizations.

FIRST YEAR

Prerequisite—one semester of calculus with a “B” or better grade.

Fall Semester

MGA 604	Financial Analysis and Reporting
MGB 601	Behavioral and Organizational Concepts for Management
MGF 631	Financial Management (1.5)
MGQ 606	Probability and Statistics for Management
MGT 601	Ethics and Governance (1.5)
MGE 601	Economics for Managers*

Spring Semester

MGO 641	Strategic Management
MGF 631	Financial Management (1.5)
MGM 625	Marketing Management
MGO 630	Operations and Service Management
MGG 635	Business Communications (1.5)
MGA 609	Management Accounting*

*May be taken in first OR second year. Some concentrations may require alternate courses in year one.

SECOND YEAR

Fall Semester
Internship or Elective+
Elective*
Elective
Elective
Elective

Spring Semester
Internship or Elective
Elective
Elective
Elective
Elective

All courses 3 credit hours.

+Students without one year of relevant work experience must take a three-credit internship.

Electives Outside the School of Management
Two electives may be taken, unless waived by another graduate degree, outside of the department by petitioning for approval. Courses must be relevant to your program and career goals. See also "Degree Course Requirements" section on page 78.

MBA Options
Students may customize their study programs by choosing from ten career-oriented options. Upon completion of the MBA curriculum and the requirements of an option, a Certificate of Attainment in the subject area covered by that option is awarded. An option is not required.

Formal options are:

- Accounting
- Finance
- Global Services and Supply Management
- Information Assurance
- Information Systems and E-Business
- International Management
- Management Consulting
- Supply Chains and Operations Management
- Marketing Management
- Workforce Management

If a student does not choose to follow the requirements of one of the options, he or she may choose electives from the offerings in the following departmental areas:

Accounting and Law
Finance and Managerial Economics
Management Science and Systems
Marketing
Operations Management and Strategy
Organization and Human Resources

Any course, except an internship, taken in fulfillment of the requirements for an option must be taken on a letter grade basis. No course taken on an "S/U" basis may be counted in determining whether a student has formally completed the option and may receive a certificate.

Corporate Reporting and Control Option

Objective
Graduates completing the Corporate Reporting and Control Option will enter industry or government prepared to function as financial information specialists on the management team.

New York State CPA Requirements
New York State has changed its education requirements for the CPA Examination, effective August 1, 2009. The Department has registered the BS/MBA Accounting program (see page 26) and the MS in Accounting program (see page 34) under these requirements. Students entering the program in the fall of 2008 and later, who have completed at least 18 credit hours of undergraduate accounting coursework at a U.S institution and who wish to take additional coursework to qualify under the New York State 150-hour requirements, should consult with the department. Early planning is encouraged since careful scheduling is necessary if all requirements are to be met. Students with an undergraduate degree in accounting who desire to qualify for the one-year experience requirement for the CPA, and BS/MBA students who wish to meet CPA qualifications should consult with the department to determine their program requirements.

Description

The Corporate Reporting and Control option is a four-course option designed to prepare graduates for accounting and control positions in industry, government and other organizations. The compact nature of the option allows students to combine it with another option or a student-selected array of electives. Academic advisement should be consulted if combination with another option is desired. The Corporate Reporting and Control option does not meet the educational requirements of the CPA Examination.

FIRST YEAR

Fall Semester

MGA 604	Financial Analysis and Reporting
MGB 601	Behavioral and Organizational Concepts for Management
MGF 631	Financial Management (1.5)
MGQ 606	Probability and Statistics for Management
MGT 601	Ethics and Governance (1.5)
MGE 601	Economics for Managers

Spring Semester

MGO 641	Strategic Management
MGF 631	Financial Management (1.5)
MGM 625	Marketing Management
MGO 630	Operations and Service Management
MGG 635	Business Communications (1.5)
MGA 609	Management Accounting Or Elective

SECOND YEAR

Fall semester

MGA 609	Management Accounting (if not taken in first year) Or Elective
MGA 615	Fraud Prevention and Detection*
	Internship or Elective
	Elective
	Elective

Spring Semester

MGA 617	Advanced Topics in Management Accounting and Control*
MGA 632	Financial Statement Analysis*
MGA 635	Global Financial Reporting*
	Elective or Internship
	Elective

Unless otherwise noted, all courses are 3 credit hours

*option requirements

Finance Option

Objective
The purpose of the Finance option is to meet the demand by MBA students and employers for specialized education in finance. This specialization offers a detailed knowledge of the principles and techniques of financial decision-making, valuation, and capital markets. The option emphasizes analytical, computational and managerial skills for financial problems faced by decision makers.

Description
In addition to the core requirements, the option requires MGF 633 and four elective courses from accounting, finance or law.

Career Opportunities
Abundant opportunities are present for finance option graduates in corporate environments, including positions in financial analysis, financial planning and control, and asset-liability management. In financial intermediaries, including banks, mutual funds, pension funds, insurance companies, security brokers and dealers, opportunities are available for security analysts, trust advisors, portfolio managers, bank loan officers, and account executives. Consulting firms provide growing job opportunities. Additionally, government agencies offer many employment opportunities similar to those in the private sector.

FIRST YEAR

Fall Semester

MGA 604	Financial Analysis and Reporting
MGB 601	Behavioral and Organizational Concepts for Management
MGF 631	Financial Management (1.5)
MGQ 606	Probability and Statistics for Management
MGT 601	Ethics and Governance (1.5)
MGE 601	Economics for Managers

Spring Semester

MGO 641	Strategic Management
MGF 631	Financial Management (1.5)
MGM 625	Marketing Management
MGO 630	Operations and Service Management
MGG 635	Business Communications (1.5)
MGA 609 OR MGF 633	

SECOND YEAR

Fall Semester

MGF 633	Investment Management
OR	
MGA 609	Management Accounting
	Elective or Internship
	Elective from list below+
	Elective from list below+
	Elective

Spring Semester

	Elective from list below+
	Elective from list below+
	Elective
	Elective
	Elective

+Four electives must be selected from:

MGA 632	Financial Statement Analysis
MGA 635	Global Financial Reporting
MGE 602	Global Economy and the Business Firm
MGF 636	Complex Financial Instruments
MGF 637	Financial Modeling
MGF 638	Fixed Income Securities
MGF 641	Financial Policies and Strategies
MGF 643	Strategic Financial Management and Value Creation
MGF 644	Conducting Research: Fixed Income Securities**
MGF 645	Conducting Research: Equities**
MGF 647	Supervised Research
MGF 656	Acquisitions Transactions
MGF 658	Mergers and Acquisition Strategy and Financing
MGF 661	Management of Financial Institutions
MGF 685	International Financial Management
MGF 696	Portfolio Theory and Strategy
LAW 688	Securities Regulation

*Option requirements All courses are 3 credit hours.
**Only MGF 644 *or* MGF 645 (not both) may be used toward the finance option

Levin Graduate Institute – International Finance and Global Banking Semester in New York City

Are hedge funds policemen or thugs? How does a hostile takeover in Russia work? Who regulates the Eurocurrency markets? How are exchange rates determined? How do you calculate the value of foreign currency options and derivatives? What are the best international investing strategies? How do banks manage their risk in volatile emerging markets?

This semester-long 15-credit graduate studies program is aimed at answering these questions, and many more. It is targeted at the second-year MBA student who has completed his/her fundamental courses and is seeking a deeper knowledge of international finance and banking. Drawing on the resources of the Levin Institute as well as the New York international finance community, the program will offer students an opportunity to experience global capital markets both in an academic and a practical sense. The program format will include:

- Site visits to key institutions at the heart of the international financial world, such as the New York Stock Exchange and a foreign exchange trading floor;
- Case studies based on real-life, real-time decisions made by multinational institutions under conditions of extreme uncertainty;
- Classroom instruction, modular-style, in the most up-to-date techniques in global finance, trading, and banking, ranging from value-at-risk methodology to technical trading models;
- A final field team-based project in which students will work with a major multinational corporation or bank to solve problems or expand opportunities in global finance.

Classes will be taught and projects supervised by top-notch faculty drawn from both the academic and business worlds, so students will be exposed to the best in innovative academic research as well as experienced practitioners in the field of international finance.

<u>The Levin program satisfies the Finance Option elective requirements.</u>

Prerequisites:
2nd year MBA students in good academic standing – by application only
MGF631 (Financial Management) or equivalent.
MGE 601 (Economics for Managers) or equivalent.
MGF 633 (Investments) or equivalent.

Global Services and Supply Management Option

The GSSM option is designed to train managers for the 21st century business context involving global services, manufacturing enterprises, and globally-dispersed supply chains. Global services and supply management is spearheading new research programs and educational opportunities. It addresses developing innovative business strategies and the creation of unique customer value propositions through global value networks. These networks comprise worldwide, IT-enabled manufacturing and service operations, and supply chain and logistics systems. Of special interest and focus is the alignment of the information capital of a firm with its business processes to provide opportunities for enhancing productivity and growth.

The first year of the program is dedicated to MBA core requirements including MGE 601 Economics for Managers and MGA 609 Managerial Accounting.

In the second year, students focus on courses in the concentration:

Required Option Courses:

MSS
MGS 601 Enterprise Models (Spring) *OR*
MGS 614 Systems Analysis and Design (Spring)

MGS 602 Global Information Technology Infrastructure Management (Fall) *OR*
MGS 655 Globally Distributed Computing (Fall)

MGS 607 Technology Management and E-Business (Fall or Spring)
MGS 611 Management of Globally Distributed Services (Fall)

OMS
MGO 636 Supply Chain: Design, Modeling and Optimization (Fall)

MGO 631 Manufacturing Planning and Control (Fall) *OR*
MGO 637 Purchasing and Global Supply Management (Spring) *OR*
MGO 638 Logistics and Global Distribution Management (Spring)

MGO 633 Supply Chains and Global Operations (Spring)

MGO 634 Project Operations Management (Fall) *OR*
MGO 632 Strategic Quality Management (Spring)

Two Electives – selected from any graduate level courses

Information Assurance Option
(Certificate eligible)

The Information Assurance Option is designed to equip students at the University at Buffalo (UB) with a comprehensive understanding of the many facets of Information Assurance and Security. With the rapid growth of the Internet and, in turn, the creation of numerous new information channels, the task of securing these channels and their underlying systems has become an industry-wide top priority. However the lack of professionals with the skill set to tackle such complex security issues is clearly evident. Several universities in the country have established research and education centers in IA to address the challenges and to reduce vulnerabilities in the National Information Infrastructure. The

University at Buffalo aims to fill this void by offering this option. The program provides coursework giving a broad overview of the interdisciplinary aspects of Information Assurance as well as specialized training with respect to a chosen discipline.

Within the MBA program, students must complete 15 credits of coursework – 3 credits of which are common to all IA students, 6 credits of which are defined by the track, and 6 credits of possibly interdisciplinary electives. This program structure ensures that students taking this option possess the necessary foundation in Information Assurance and allows them a certain degree of freedom to tailor the curriculum to their interests.

At present, there are four disciplines participating in the program in terms of the applicable courses they offer: Computer Science and Engineering (CSE), School of Management (SOM), Mathematics (MTH), and School of Law (LAW). The option certificate will provide recognition of this training earned by students in Information Assurance and an official university certificate may be requested through the MBA Academic Advisor. These graduates will then enter the federal work force and industries with an expertise in IA, better prepared to meet the needs of our increasingly technological society.

FIRST YEAR

Fall Semester

MGA 604	Financial Analysis and Reporting
MGB 601	Behavioral and Organizational Concepts for Management
MGF 631	Financial Management (1.5)
MGQ 606	Probability and Statistics for Management
MGT 601	Ethics and Governance (1.5)
MGS 650	Information Assurance (request forced registration)

Spring Semester

MGO 641	Strategic Management
MGF 631	Financial Management (1.5)
MGM 625	Marketing Management
MGO 630	Operations and Service Management
MGG 635	Business Communications (1.5)
MGA 609	Management Accounting

SECOND YEAR

Fall Semester

MGE 601	Economics for Managers
MGS 613	Database Management Systems
	Elective or Internship
	Elective from list below*
	Elective

Spring Semester

MGS 659	Seminar in Electronic Commerce
MGS 651	Management of Computer Networks
	Elective from list below*
	Elective
	Elective

*Select two of the following as electives:

CSE 510	Intelligent Agents in E-Commerce
CSE 512	Operating Systems Internals
CSE 527	Modern Computer Systems
CSE 530	Computer Communications
CSE 516	E-Commerce Technology
CSE 605	Advanced Concepts in Programming Languages

CSE 616	Multi-agent Systems
LAW 858	Technology and Intellectual Property Colloquium
LAW 933	Intellectual Property and the Internet: Cyber Piracy
MTH 529/530	Introduction to the Theory of Numbers I/II
MTH 567	Stream Ciphers
MGS 614	Systems Analysis and Design
MGT 681	Intellectual Property
MGA 615	Fraud Examination

Information Systems and E-Business Option

Description
Through this option students will gain a thorough grounding in how technology can be applied to solving problems and exploiting business opportunities. Students will explore the application of computerized information systems, including Web technologies, to run a modern technology-based business.
The Web, via e-commerce, has created a revolution in consumer-to-business and business-to-business transactions. The business analyst of the future must be able to identify how technology can be applied to solving existing and new problems, but also how to leverage technology to realize strategic opportunities. Students will receive exposure to networking and data communications, database management systems, distributed computing, and to the various problem-solving approaches to systems analysis and design.

Career Opportunities
The thrust of this option is to provide an MBA student with the knowledge to function in either a traditional information systems group, as a part of a functional business unit, or as an e-business entrepreneur. Graduates of the program typically fall into one of the following career paths: information systems consultant/analyst with a large consulting firm, systems analyst within a traditional information systems department, and a systems analyst within a functional unit such as marketing, human resources, finance or operations.

FIRST YEAR

Fall Semester

MGA 604	Financial Analysis and Reporting
MGB 601	Behavioral and Organizational Concepts for Management
MGF 631	Financial Management (1.5)
MGQ 606	Probability and Statistics for Management
MGT 601	Ethics and Governance (1.5)
MGS 602	Information Technology*
	OR
MGS 650	Information Assurance* (request forced registration with departmental permission)

Spring Semester

MGO 641	Strategic Management
MGF 631	Financial Management (1.5)
MGM 625	Marketing Management
MGO 630	Operations and Service Management
MGG 635	Business Communications (1.5)
MGS 607	Technology Management and E-Business *

SECOND YEAR

Fall Semester

MGS 613	Database Management Systems*
MGS 655	Distributed Computing*
MGE 601	Economics for Managers

Elective or Internship
Elective

Spring Semester

MGA 609	Managerial Accounting
MGS 614	Systems Analysis and Design*
MGS 616	Decision Support Systems*
MGS 651	Management of Computer Networks*
	OR
MGS 659	Seminar in Electronic Commerce*
	Elective

*option requirements – Students are encouraged to take MGS 650 if they have background equivalent to MGS 602 – check with instructor.

We also recommend that students with limited programming experience take Introduction to Computer Science I (CS 503) and Introduction to Computer Science II (CS 504).

Dual Options:
Students interested in completing IS and E-Business as a second option may earn the option certificate by completing MGS 607 plus four MIS courses. These courses must include MGS 602 or MGS 650, MGS 613, and MGS 614. In addition, the student must complete one of the following: MGS 616, MGS 651, MGS 655, or MGS 659.

International Management Option

Objective
The International Management Option is intended to provide students with a comprehensive overview of the principal topics and issues in international business. The option focuses on skill development related to the management of international business partnerships and complex multinational operations.

Description
The option consists of courses concerned with the political, economic, legal, and social dimensions of international business. The International Management Option is designed to supplement training in a particular functional area and should be taken together with a second MBA option. The International Management Option includes opportunities for overseas internships and study abroad programs integrated with the MBA program. ***This option is currently under review – students should consult your advisor for final requirements.***

FIRST YEAR

Fall Semester

MGA 604	Financial Analysis and Reporting
MGB 601	Behavioral and Organizational Concepts for Management
MGF 631	Financial Management (1.5)
MGQ 606	Probability and Statistics for Management
MGT 601	Ethics and Governance (1.5)
MGE 601	Economics for Managers

Spring Semester

MGO 641	Strategic Management
MGF 631	Financial Management (1.5)
MGM 625	Marketing Management
MGO 630	Operations and Service Management
MGG 635	Business Communications (1.5)
MGO 680	International Business Environment

SECOND YEAR

Fall Semester

MGO 680	International Business Environment*
MGE 602	Global Economy and the Business Firm
	Elective or course to be designated
	Elective or Internship
	Elective

Spring Semester

MGM 683	International Marketing*
MGA 609	Management Accounting
	Elective or Internship
	Elective
	Elective

*option requirements
All courses 3 credit hours.

Management Consulting Option

Description
A student should complete the Management Consulting option in an effort to leverage his or her training in a primary functional option. . There are only two required courses in the option. First, students must take MGI 601, Workforce Management. The vast majority of organizational problems can be traced to people problems. This highly evaluated (by students) course is offered in the Fall Semester and focuses on the linkage between organizational strategy and workforce practices and policies that reinforce this strategy. Many of the in class exercises are derived from real world consulting experiences and serve as a springboard for students interested in taking the centerpiece course in this option: MGG 650 - Consulting Practices. This course is taken in the spring semester of the second year. The course focuses on the nuts and bolts of managing a consulting engagement, the process of organizational change and development, and features a team-based consulting project. In addition to these two courses, a student will select two elective courses that cover process skills required of a management consultant. Students who are not interested in the full Consulting option, but would like to strengthen particular ***managerial core competencies***, are encouraged to enroll in individual elective courses that provide those specific opportunities for professional development.

Career Opportunities
Consulting skills are increasingly in demand as organizations make greater use of both *internal* and *external* consultants. Internally, MBAs are routinely placed in staff positions where they are assigned to change initiatives requiring these skills. Employees with specific technical specialization (finance, human resources, information technology) are commonly assigned to roles as internal consultants to line managers. Externally, employment in the consulting industry continues to grow. The process skills developed in the Management Consulting option provide students with the foundation necessary for success whether you are working for a small boutique firm, or a large international, full service consulting firm.

Management Consulting Course Requirements

MGI 601	Principles of Workforce Engagement
MGG 650	Consulting Practices

In addition, choose any two of the following electives:

MGB 607	Leadership and Motivation
MGG 633	Modeling Managerial Processes

MGG 636	Communication Skills
MGG 640	Theory and Practice of Negotiation
MGG 643	Team Building in Organizations
MGG 660	Introduction to Entrepreneurship
MGB 666	Leadership PACE
MGB 685	Managing Organizational Diversity
MGO 634	Project Management

Marketing Management Option

Marketing touches all of us every day of our lives and has become a key factor producing business successes. The Marketing Option is designed to provide students with the concepts, tools, and techniques needed for the analysis, planning, implementation, and control of marketing programs. Through a combination of lectures, case discussions, simulations, hands-on projects, executive presentations, and exercises, the option introduces students to various aspects of the marketing function in an organization.

Objective
This option is designed to provide sufficient training for entry-level line and staff jobs in marketing, and provide a broad enough perspective to prepare students for managerial careers.

Description
In addition to the required core and option courses, students pursuing this option can take electives in special topic seminars in marketing, other marketing electives, or independent study in marketing.

Career Opportunities
A recent study, by an executive recruiting firm, reports that more top-level corporate executives have come out of marketing than any other functional area. As a matter of fact, about 30% of the Fortune 1000 CEOs spent a considerable part of their careers in marketing. You will find marketing positions in all types of organizations and sizes of institutions. Entry-level positions include those in brand and product management, advertising, marketing research, sales, customer affairs, new product planning, market analysis, physical distribution, purchasing, retailing, and consulting.

Students are strongly encouraged to seek a marketing internship during the summer between the first and second years.

FIRST YEAR

Fall Semester

MGA 604	Financial Analysis and Reporting
MGB 601	Behavioral and Organizational Concepts for Management
MGF 631	Financial Management (1.5)
MGQ 606	Probability and Statistics for Management
MGT 601	Ethics and Governance (1.5)
MGE 601	Economics for Managers

Spring Semester

MGO 641	Strategic Management
MGF 631	Financial Management (1.5)
MGM 625	Marketing Management
MGO 630	Operations and Service Management
MGG 635	Business Communications (1.5)
MGM 667	Marketing Research*

SECOND YEAR

Fall semester

MGM 651	Consumer Behavior*
	Marketing Elective from list below* Elective
	Elective
	Elective

Spring Semester

MGA 609	Management Accounting
	Marketing Elective from list below*
	Elective
	Elective
	Elective

Marketing Elective List
Complete any two of the following:

MGM 656	Design, Manufacturing and Marketing of Products
MGM 659	Market Planning
MGM 664	Marketing Practicum
MGM 670	Advertising and Promotion
MGM 671	Data Analysis for Marketing Decisions
MGM 683	International Marketing

*option requirement. All courses 3 credit hours.

Supply Chains and Operations Management Option

The Supply Chains and Operations Management (SC&OM) Option, is intended to prepare students for a managerial and leadership career with the skills necessary to formulate strategies and effectively manage operations environments in manufacturing and service industries.

Description
In addition to classical operations management concepts, the curriculum has been designed to cover new developments in supply chain management (SCM), including manufacturing resource planning (MRP II), optimized production technology, and just-in-time (JIT) systems. Developments in automation and the design and management of cellular systems and flexible automation are also covered. The option also deals with human resources, cost accounting elements, information systems, and qualitative and quantitative tools and techniques, all of which are critical to the success of operations environments.

Career Opportunities
The career opportunities include managerial positions in all levels, in both line and staff functions in service as well as manufacturing industries. The areas of opportunity besides general management positions include, planning and control, materials management, quality assurance, industrial engineering, systems analysis, maintenance, marketing operations, internal audit, etc., as well as careers in management consulting.

FIRST YEAR

Fall Semester

MGA 604	Financial Analysis and Reporting
MGB 601	Behavioral and Organizational Concepts for Management
MGF 631	Financial Management (1.5)
MGQ 606	Probability and Statistics for Management
MGT 601	Ethics and Governance (1.5)
MGE 601	Economics for Managers

Spring Semester

MGO 641	Strategic Management
MGF 631	Financial Management (1.5)
MGM 625	Marketing Management
MGO 630	Operations and Service Management
MGG 635	Business Communications (1.5)
MGA 609	Management Accounting*

SECOND YEAR

Fall semester

MGO 631	Production and Inventory Planning*
	Elective or Internship #
	Elective (OR MGO 634)
	Elective+*
	Elective

Spring Semester

MGO 632	Strategic Quality Management* OR MGO 634	Project Management*(Fall)
MGO 633	Supply Chains and Global Operations*	
	Elective+*	
	Elective	
	Elective	

+Choose any two of the following electives:

MGS 602	Information Technology
MGS 616	Decision Support Systems
MGM 659	Market Planning and Strategy
IE 504	Facilities Design
IE 506	Computer Integrated Manufacturing
IE 508	Quality Assurance

*option requirements.
All courses 3 credit hours.

If the student does not have at least one year of qualifying work experience, an internship must be completed in a manufacturing organization or in an operations management function in a service firm.

Workforce Management

This is intended as a second, or add-on option. If you believe that you are already prepared to manage, whatever your chosen area (accounting, marketing, finance, etc), don't take this option. But if you would like to build your skills, make yourself effective in leading others, take this option along with your main functional option.

Required Courses:

MGI 601	Workforce Management (3)
MGI 602	Advanced Topics in Workforce Management (3)

Choose any two from among the following 7:

MGB 666	Leadership Pace (3) (by application only – spring first year only)

MGG 650	Consulting Practices (3)
MGG 640	Theory and Practice of Negotiations (3)
MGG 643	Team Building (3)
MGB 607	Leadership And Motivation (3)
MGB 685	Managing Organizational Diversity (3)
MGG 633	Modeling Managerial Processes (3)

The Cohort System

The full-time MBA program employs a distinctive structure. First-year students are assigned to heterogeneous cohorts. A cohort is a group of students who enter the program together and progress through their core courses as a group. Cohorts are also known as learning communities because the expectation is that the group will develop a sense of community to empower its members to learn more easily and more completely.

Students will be registered for their cohort courses by Graduate Programs Office staff.

Do not, under any circumstances, drop these courses during the drop/add period.
If you do, you may be unable to take that course during your normal program. You will be responsible for registering for electives using BIRD or SOAR .

Cohort Study Teams

Students are also assigned to study teams. These teams will generally be composed of five or six students with diverse backgrounds. Team assignments will be distributed during MBA Advantage.

Students are expected to use the tools they learn through MBA Advantage and in MGB 601 to manage the team process. Faculty who teach the cohort courses will, however, play an active role in this process by providing general advisement to the class as a whole about effective teams and will work with team mentors to provide specific advisement to teams that are struggling.

- Teams should plan to work together as assigned. Learning to work with people who have different styles, attitudes, aptitudes, etc., is part of the experiential learning associated with cohort systems.

However, due to the possibility of problems:

- Each team will submit minutes of team meetings for their Organizational Behavior class that will be reviewed by faculty and the administrative director.
- Second-year student mentors will be assigned to each team and will help facilitate team processes.
- Students, of course, may seek informal advisement from cohort faculty, other management faculty, or the administrative director of graduate programs at any time.

Internship Program (CBIP)

Professional schools (medicine, law, education) generally require graduate level students to complete a defined number of hours in an applied experience. The School of Management is a leader among other management schools in that it requires graduate students to complete a credit-bearing internship as part of the graduate course of study. Credit-bearing internships provide students with the opportunity to spend a minimum of 150 hours in the fall, spring, or summer semester applying the skills they have learned in the classroom. The internship program is referred to as CBIP (Credit-Bearing Internship Program).

Students are expected to view an online mandatory informational video and apply online through the CBIP website. When approved, students gain access to approximately 150 internship openings per semester, which include experiences in the private, governmental, and non-profit sectors. Once students interview and accept an offer, they are enrolled in the 3-credit internship course, which is administered by the Administrative and Faculty Directors. International students must meet the SPEAK test requirements established by the faculty in order to participate in the internship program.

A graduate student who has one year of full-time post-bachelors managerial experience may waive the internship requirement. Students will be notified if they qualify for a waiver in the fall of their first year and will have the option of taking the waiver or completing an internship. If the student chooses to accept the waiver, then they must take an additional course to replace the three credits that the internship would have provided. If a student does not qualify for a waiver, and does not complete an internship, then he or she will not graduate until the internship requirement is satisfied.

The program presents an "Outstanding Student Intern of the Year" award to a student in each of the school's areas of concentration, and the winners are honored at a reception that includes some of the top employers in the area.

Complete information regarding the program can be found on the website:
http://mgt.buffalo.edu/home/career/students/opportunities/internships/cbip

International Exchange Programs

MBA students interested in spending a summer or semester abroad may do so through the University Study Abroad program. A maximum of 12 elective credits may be earned.

Exchange programs are arranged through the University International Student and Scholar Services office. See website at: http://wings.buffalo.edu/intled/exchange.htm or visit the office at 210 Talbert Hall

The Leadership PACE Program

PACE, an acronym for Personal Achievement through Competency Evaluation, is available to full-time students. This is an innovative approach to MBA education that is the culmination of several years' work identifying core competencies that set top managers apart from others. Students enrolled in the program undergo extensive assessment of their skill levels with a focus on emotional intelligence. Then through a system of self-development, students work to build strong individual skills in each competency area. The core competencies include:

Communication (oral and written)
Problem Solving and Decision Making
Leadership and Empowerment
Planning and Organizing
Team Skills
Interpersonal and Cultural Sensitivity
Outcome Focus
Initiative/Proactivity
Dealing with Ambiguity and Change
Integrity/Ethics

Leadership PACE is a three-credit elective held in the spring semester of a student's first year. Students must apply for admission to the Leadership PACE program in the fall of their first year.
See: http://mgt.buffalo.edu/home/programs/mba/academics/curriculum/workforce/pace

CHAPTER II Dual/Joint Programs

BS/MBA Program

The BS/MBA program reduces by one year the usual pattern of a four-year BS in Business Administration program and a two-year MBA program. Students in this program must meet undergraduate degree requirements exactly as specified in the following course schedule for the first four years. Any deviation in the curriculum must be approved. A student must complete at least 90 undergraduate credit hours and a minimum of 60 additional graduate credit hours. The BS and MBA degrees will be conferred at the end of the fifth year.

BS/MBA Program
(General Management)
Hegis #0506/0506

FRESHMAN YEAR
1st Semester
English 101*
Math 131
World Civ. I
Economics 181

2nd Semester
English 201*
World Civ. II
Psychology 101
Economics 182
Arts General Education
*Or ENG 102 and one Humanities course – determined by entering ENG placement

SOPHOMORE YEAR
3rd Semester
MGA 201
MGQ 201
American Pluralism
Natural Science
AACSB Elective **

4th Semester
MGA 202
Natural Science w/lab
MGM 301
Arts General Education
AACSB Electives **

JUNIOR YEAR
5th Semester
MGQ 301
MGF 301
MGS 351
MGG 300* (2 credits)
AACSB Elective**

** Electives must be completed outside of business, economics, and statistics.
* Fall or Spring Junior Year

6th Semester
MGQ 302
MGB 301
MGE 302
MGI 301
AACSB Elective
(MGT 401 may be satisfied at the MBA level by taking MGT 640)

SENIOR YEAR
7th Semester

MGA 604	Financial Analysis and Reporting
MGB 601	Behavioral and Organizational Concepts for Management
MGF 631	Financial Management (1.5)
MGQ 606	Probability and Statistics for Management
MGT 601	Ethics and Governance (1.5)
MGE 601	Economics for Managers
	OR Option requirement

8th Semester

MGO 641	Strategic Management
MGF 631	Financial Management (1.5)
MGM 625	Marketing Management
MGO 630	Operations and Service Management.
MGG 635	Business Communications (1.5)
MGA 609	Management Accounting
	OR Option requirement

FIFTH YEAR
9th Semester

MGE 601	Economics for Managers OR MBA Elective
	Internship
	3 MBA Electives

10th Semester

MGA 609	Management Accounting OR MBA Elective
	4 MBA Electives

Also see important program note on following page.

BS/MBA Program (Professional Accounting Option) Students entering 2008- 09 only
Hegis #0502/0506

JUNIOR YEAR
5th Semester
MGQ 301
MGS 351
MGF 301
MGA 301
MGA 311
MGA 303 (1 credit)
AACSB Elective (consider taking in summer)

6th Semester
MGO 302
MGI 301
MGE 302

MGA 302
MGA 314
MGG 300 (2 credits)
If you did not complete MGM 301 as a sophomore, you need to be sure to complete this by the end of the summer of your junior year.

SENIOR YEAR
7th Semester

MGA 604	Financial Analysis and Reporting
MGB 601	Behavioral and Organizational Concepts for Management
MGF 631	Financial Management (1.5)
MGQ 606	Probability and Statistics for Management
MGT 601	Ethics and Governance (1.5)
MGA 611	Income Tax Determination and Planning* [ABC note—final offering]

8th Semester

MGO 641	Strategic Management
MGF 631	Financial Management (1.5)
MGM 625	Marketing Management
MGO 630	Operations and Service Management.
MGG 635	Business Communications (1.5)
MGA 613	Auditing*

FIFTH YEAR
9th Semester

MGA 614	Advanced Auditing OR Elective
MGA 612	Taxation of Business Entities and Their Owners OR Elective
MGA 617	Advanced Topics in Management Accounting and Control, OR Elective
MGT 640	Legal Aspects of Business Management (4 credits)*
MGE 601	Economics for Managers
	Internship OR MBA Elective

10th Semester

MGA 607	Advanced Financial Reporting*
MGA 609	Management Accounting
MGA 618	Current Issues in Financial Reporting
	Finance Elective*
	MBA Elective OR Internship

*required electives in registered accounting program.

Students who have completed MGA 314, Cost Accounting, with a grade of B or higher should consult with the department to discuss a course substitution for MGA 609. MGA 604 is required for cohort system.

New York State CPA Requirements:

The BS/MBA Program (Accounting) is registered with New York State as meeting the educational requirements for admission to the CPA Examination.

BS/MBA Program Notes:

- The following point is important for both the general management and the accounting BS/MBA programs: Since MGI 601 is an elective course at the graduate level, MGI 301 is recommended at the undergraduate level. One of the two courses must be completed to fulfill undergraduate requirements.
- Students may consider courses offered in the MS in Accounting Program for satisfaction of MBA electives.

Other Dual/Joint Programs

Students who are enrolled in dual or joint programs should meet with advisors in both programs to obtain detailed curriculum guidance. In general, the following information applies to these programs:

AuD/MBA
Hegis #1220/0506

JD/MBA Program
Hegis #1401/0506

M Architecture/MBA
Hegis #0202/0506

MA Geography/MBA
Hegis #2206/0506

MSW/MBA
Hegis #1204/0506

MPH/ MBA
Hegis # 1214/0506

In these dual degree programs, students complete all core MBA courses, and a total of six management electives including an internship. In addition, course work for the other degree must be complete for the MBA to be conferred. Consult with the MBA Academic Advisor regularly to monitor progress.

MD/MBA
Hegis #1206/0506

PharmD/MBA Program
Hegis #1211/0506

In these dual degree programs, students complete all core MBA courses, and a total of five management electives including an internship. In addition, course work for the other degree must be complete for the MBA to be conferred.

Other Joint Non-Management Undergraduate Degrees/MBA Degrees

BA Economics/MBA,
Hegis #2204/0506
BA Geography/MBA,
Hegis #2206/0506
BA Sociology/MBA,
Hegis #2208/0506

1st, 2nd, and 3rd years—The student should follow undergraduate curriculum as designated by individual under-graduate departments.

4th and 5th year—A student follows the regular MBA curriculum of 30 hours of core courses and 30 hours of MBA electives.

BS Engineering/MBA (6 tracks)

See the Management or Engineering websites for detailed curriculum guidance and be sure to meet with Academic Advisors in both schools.

Joint Undergraduate Degree/MBA Degree Programs from Other Institutions

BS in Business Administration at Geneseo/ MBA Program
BS in Business Administration at Fredonia/ MBA Program
BA in Sociology at Fredonia/MBA Program
BA in Philosophy at St. Bonaventure/MBA Program

Applicants should contact the Graduate Programs Office to obtain registration and curriculum information.

CHAPTER III Professional and Executive MBA Programs

HEGIS #0506

Professional MBA

The PMBA curriculum gives particular attention to understanding the role of the business firm in society, the management function of planning and control, and the tools with which modern management performs the functions of production, marketing, finance, and industrial relations. In addition to a working knowledge of modern management, students develop appreciation of the economic, political, cultural, and technological trends which affect the responsibilities of managers. The objective is to educate managers who can combine competence, imaginative new uses of management theory, and sensitivity to the realities of human organizations and their environments.

PMBA Curriculum
The PMBA program requires completion of 48 credit hours with a cumulative grade point average of 3.0 or higher. The curriculum consists of twelve core courses (36 credits) and twelve (12) elective credits. Students are expected to complete significant work outside the classroom in both individual and group assignments.

Each PMBA class typically progresses in cohort fashion through the program, which is completed in six academic semesters with one course in each of the two intervening summers. Individuals may elect to speed up or slow down progress through the program, thus arranging course completion in as little as twenty seven months, or as long as sixty months.

PMBA participants two electives from a selection offered in their final Spring semester. PMBA students may also choose to take electives during the day in our full-time MBA program if they have work schedule flexibility, assuming there is space available. Textbooks and other materials are provided for all scheduled PMBA courses – costs are included in the PMBA Program Fee.

Flexible Electives
In addition to the core and two scheduled electives, PMBA students must complete six (6) credits of flexible electives.
The PMBA Office assumes that three elective credits will be earned through one-credit mini courses offered in August and January during the week prior to the beginning of the regular semester.
The additional three credits may also be fulfilled by exercising one of the following options:

Complete three additional one-credit mini courses;
Complete a supervised research project with a faculty member;
Complete an elective in the full-time day program;
Complete a course that may be offered on an ad hoc basis in the evenings or during the inter-session periods;

Scheduled Course Sequence
The PMBA course sequence is listed below. (Depending on availability of faculty, this sequence may be changed at the school's discretion.)

First Semester (Fall)
One-credit mini course – "Facilitating Group Dynamics"
MGA 604 Financial Analysis and Reporting
MGB 601 Behavioral and Organizational Concepts for Management

Second Semester (Spring)

MGE 601 Economics for Managers
MGQ 606 Probability and Statistics for Managers
Summer I
MGI 601 Workforce Management

Third Semester (Fall)
One-credit mini course
MGE 602 The Global Economy and the Business Firm
MGF 631 Financial Management

Fourth Semester (Spring)
MGS 607 Technology Management and E-Business
MGO 630 Operations and Service Management

Summer II
MGM 625 Marketing Management

Fifth Semester (Fall)
One-credit mini course
MGT 617 Government, the Law and the Firm
MGO 641 Strategic Management
Elective – Recommended, may be taken at any point in the curriculum

Sixth Semester (Spring)
Elective
Elective

Important Notes:
Courses can generally NOT be waived.
Elective course information is available from the PMBA office several months before a semester begins.
For courses taken outside the PMBA curriculum, students must purchase their books and materials, then complete a textbook reimbursement form and submit it with original receipts to the PMBA office for reimbursement.
PMBA website: http://mgt.buffalo.edu/programs/pmba/students/forms

Executive MBA

The Executive MBA (EMBA) program gives executives the tools to contribute more effectively to the strategic initiatives of their organization. The collective professional experience of participants and faculty members teaching in the program makes the EMBA program a uniquely enriching educational opportunity.

The EMBA is an intense, 22-month program is designed for high-achieving professionals who want to earn an MBA while continuing to work full-time.

EMBA Curriculum

The curriculum offers participants in-depth training and hands-on experience in complex team-management skills and is designed to produce superior analysts and problem solvers, excellent team players, and effective communicators.

Assignments are related, as much as possible, to the actual work of participants, enabling participants to make immediate, substantive contributions to their sponsoring companies.

Credits Required
The EMBA degree requires completion of a total of 19 classes (52 credit hours) with a cumulative grade point average of 3.0 or higher.

Scheduled Course Sequence

The EMBA program is completed in four academic semesters. Classes meet Fridays and Saturdays on alternating weekends for two academic years (no summer classes). During the final semester, the EMBA class participates in an international residency as part of the International Business course (described below).

There is one full week of classes at the start of each year; the school year begins in August.

The EMBA course sequence is:

First Semester (Fall)

MGG 620	Special Topics in Executive Development (1.0 credit)
MGB 601	Behavioral and Organizational Concepts for Management
MGA 604	Financial Analysis and Reporting
MGQ 633	Introduction to Management Science Models
MGE 601	Economics for Managers

Second Semester (Spring)

MGG 620	Special Topics in Executive Development (1.0 credit)
MGA 608	Managerial Accounting (1.5 credits)
MGS 606	Introduction to Information Systems (1.5 credits)
MGQ 606	Probability and Statistics for Managers
MGM 625	Marketing Management
MGF 631	Corporate Financial Management

Third Semester (Fall)

MGG 620	Special Topics in Executive Development (1.0 credit)
MGI 601	Workforce Management
MGO 630	Operations and Service Management
MGE 602	The Global Economy and the Business Firm
MGG 640	Theory and Practice of Negotiations

Fourth Semester (Spring)

MGG 620	Special Topics in Executive Development (1.0 credit)
MGT 615	The Government, Law and the Firm (1.5 credits)
MGO 681	International Business (1.5 credits)
MGO 641	Strategic Management
MGM 659	Market Planning
MGB 607	Leadership and Motivation

Important Notes:
Books and materials are provided for students as part of the program tuition fee.
Meals are included as part of the tuition fee
Group tutoring is offered during the first year of the program and is included in the program tuition fee.
Courses CANNOT be waived.
Contact the EMBA Office at (716) 645-3200 for additional information on courses.

International Residency

The one-week international residency takes place in the fourth semester of the EMBA program, and is a focal point of the International Business course.
This distinctive feature of the Executive MBA program includes plant tours and interviews with company officials, and takes students to countries that many of the program's sponsoring organizations do business in.
The international experience is particularly important to Executive MBA students, most of who hold management positions and are likely to assume greater responsibilities in international business in the future.
This experience builds a profound understanding of such diverse topics as economics, the role of government, historical/cultural influences on business practices and emerging trends in the global market.
The residency is required for EMBA program participants. EMBA program participants are responsible for the entire cost of the flight.
The EMBA program will cover costs of ground transportation, lodging, course materials and some meals.

CHAPTER IV M.S. Programs

M.S. in Accounting HEGIS #0502
M.S. in Finance HEGIS # 0504
M.S. in MIS HEGIS #0702
M.S. in SC&OM HEGIS #0599

M.S. in Accounting

The Master of Science in Accounting Program (Hegis #0502) is available to those who have completed an under-graduate business degree containing at least 18 credits in accounting, and who seek to enhance their technical and professional skills through completion of an advanced accounting degree. The curriculum described below assumes a student has had prior courses in U.S. auditing standards, U.S. taxation and advanced financial accounting. If the student's undergraduate degree does not include coursework that is standard for a U.S. accounting degree, additional courses will be required.

The one-year full-time curriculum, together with most undergraduate accounting programs, should satisfy the 150-hour educational requirement for certification and licensure as a certified public accountant (CPA) in many states. This is also the educational standard advocated by the American Institute of Certified Public Accountants (AICPA). This MS Accounting program, together with an undergraduate degree in accounting, is a licensure-qualifying "registered program" with the NYS Education Department. The M.S. in Accounting Program enhances technical training and critical thinking skills while building valuable expertise in a specialized business area.

Curriculum (31 credits)

MGA 612	Taxation of Business Entities and Their Owners
MGA 614	Advanced Auditing
MGA 615	Fraud Prevention and Detection
MGA 617	Advanced Topics in Management Accounting and Control
MGA 618	Seminar in Financial Accounting
MGA 647	Accounting Research Paper (2 credits)
MGA 648	Internship in a Selected Sector (2 credits)+

Four courses within one of the following sectors:
Financial Services
Information Systems and E-Business
International Management
Supply Chains and Operations Management

+Students with relevant work experience may apply for a waiver of MGA 648, but must make up the credits with other coursework.

The Sector Advantage
By providing students with an opportunity to obtain specialized accounting experience in a chosen sector, the UB Master of Science in Accounting Program ensures that employers will be hiring graduates who can immediately apply their expertise within industry-targeted segments of an accounting practice. For the student, sector specialization is an attractive resume credential and provides a distinctive job-market advantage.
Students choose four sector courses from those offered within the School, as listed below. MGA 610, Information Systems Auditing, MGA 635, Global Financial Reporting, or other courses offered by the School or by other University academic units may also be used to satisfy the sector requirement, with the approval of the department.

Financial Services (choose 4)

MGF 633	Investment Management
MGF 636	Complex Financial Instruments

MGF 641 Financial Policies and Strategies
MGF 643 Strategic Financial Management and Value Creation
MGF 685 International Financial Management
MGA 635 Global Financial Reporting

Information Systems & E-Business (choose 4)
MGS 602 Global Information Technology Infrastructure Management
MGS 607 Tech Management and E-Business
MGS 613 Database Management Systems
MGS 614 Systems Analysis and Design
MGS 616 Decision Support Systems

International Management (choose 4)
MGA 635 Global Financial Reporting
MGF 685 International Financial Management
MGO 680 International Business Environment
MGO 685 International Management Practicum
MGM 683 International Marketing

Manufacturing (choose 4)
MGO 634 Project Management
MGO 631 Production and Inventory Planning
MGO 632 Strategic Quality Management
MGO 633 Supply Chains and Global Operations

Each course in the M.S. in Accounting program, including the sector courses, carries 3 credit hours except for MGA 647 and MGA 648, which are each 2 credit hours. The total curriculum is 31 credit hours.

Grading Policy
Courses in the M.S. in Accounting program with an MGA prefix (except MGA 648) must be taken for a letter grade. Students may take one of their sector courses on a Satisfactory/ Unsatisfactory (S/U) basis. However, before doing so they should refer to CPA requirements in the state in which they desire certification in order to avoid restriction violations. Internships in the School of Management are evaluated on an S/F basis. Therefore, MGA 648 will receive a grade of either S or F.

M.S. in Finance

This is a one-year, full-time, 30-credit program with two alternative tracks: Financial Management (MS-FM) or Financial Engineering (MS-FE). The curriculum in either track requires completion of nine specific 3-credit courses plus a 3-credit integrative project supervised by faculty. School of Management faculty teach all courses in the MS-FM track, while courses in the MS-FE track are taught by faculty in the School of Management and the Department of Mathematics.

The MS-FM track provides motivated and talented students with a finance-intensive program that includes both advanced financial theory and practical business applications. Students learn to become better financial strategists and policy-makers by enhancing their theoretical knowledge and analytical skills in the area of finance. By obtaining an M.S. in Finance via the MS-FM track, a graduate can enhance his or her career opportunities in corporate finance, portfolio analysis and management, the management of financial institutions, and investment banking. Specific positions to which a graduate can aspire include, among others: portfolio manager; commercial lending officer; investment banker; corporate treasurer; and chief financial officer.

The MS-FE track provides motivated and talented students with a curriculum that is intensive in mathematics, finance, and statistics. Students will learn to value existing complex securities and also to design new complex securities. The MS-FE track curriculum program differs from the MS-FM track curriculum in that the MS-FE curriculum has an intense focus on advanced mathematics related to finance. Graduates of the program will be able to choose from a wide variety of career opportunities. For instance, a graduate might find a position with a multi-national corporation, managing its foreign-exchange risk or its executive stock option program. Alternatively, a graduate might be hired by a major investment banking firm, designing complex corporate securities such as bonds or bi-lateral contracts involving derivatives. Still another graduate might be hired by a major commercial bank or other financial institution to manage its interest rate risk using derivatives. Another graduate could aspire to manage a mutual or pension fund's portfolio risk using derivatives.

Curriculum
The Financial Management Track (MS-FM)
FALL SEMESTER
MGF 633 Investment Management
MGF 641 Financial Policies and Strategy.
MGF 661 Management of Financial Institutions
MGF 685 International Financial Management
Elective from set 1

ELECTIVE SET 1 (Choose 1):
MGE 602 Global Economics and the Business Firm
MGF 637 Financial Modeling
MGF 656 Acquisitions Transactions (by permission of instructor)
MGF 658 Mergers and Acquisition Strategy and Financing

SPRING SEMESTER
MGF 636 Complex Financial Instruments
Capstone course*
Three (3) electives from set 2

ELECTIVE SET 2 (Choose any 3):
LAW 688 Securities Regulation
MGA 617 Seminar in Management Accounting
MGA 632 Financial Statement Analysis
MGE 602 Global Economics and the Business Firm
MGF 638 Fixed Income Securities
MGF 643 Strategic Financial Management and Value Creation

MGF 696 Portfolio Theory and Strategy

*Capstone Set (Choose one)
MGF 644 Conducting Research: Fixed Income Securities
MGF 645 Conducting Research: Equities
MGF 647 Supervised Research (3 credit hours)

The Financial Engineering Track (MS-FE)
FALL SEMESTER
MGF 633 Investment Management
MGF 637 Financial Modeling

Finance Elective:
MGF 661 Management of Financial Institutions
OR
MGF 685 International Financial Management

MTH 537 Introduction to Numerical Analysis I
MTH 558 Mathematical Finance I

SPRING SEMESTER
MGF 636 Complex Financial Instruments
MGF 638 Fixed Income Securities
Capstone course*
MTH 538 Introduction to Numerical Analysis II
MTH 559 Mathematical Finance II

*Capstone Set (Choose one)
MGF 644 Conducting Research: Fixed Income Securities
MGF 645 Conducting Research: Equities
MGF 647 Supervised Research (3 credit hours)

Student Organizations
The student chapter of the Financial Management Association (FMA) provides a forum for students with a keen interest in the finance field to associate with other students as well as finance professionals, to network, and to learn career-building skills.

M.S in Management Information Systems

The Master of Science in Management Information Systems Program (Hegis #0702) is a one-year, full-time, 31 credit program designed for those who have completed an undergraduate degree in business or a closely related field. Management Information Systems (MIS) is the name given to the application of computer related technology to managerial programs. There is of course a heavy technical component in the course work, but the program also provides students with the broad perspective needed to advance in their managerial careers. The business analyst of the future must be able to identify how technology can be applied to solving existing and new problems, but also how to leverage technology to realize strategic opportunities. Students will explore the application of computerized information systems, including Web technologies, to run a modern technology-based business. The Web, via e-commerce, has created a revolution in consumer-to-business and business-to-business transactions. The business analyst of the future must be able to identify how Web-based technologies can be applied to solving existing and new problems and how to leverage technology to realize strategic opportunities. Students will receive exposure to networking and data communications, database management systems, distributed computing, and to the various systems analysis and design development strategies.

Curriculum:

FALL SEMESTER

MGS 607	Technology Management and E-Business
MGS 613	Database Management Systems
MGS 655	Distributed Computing
	Elective*
	Elective*

SPRING SEMESTER

MGS 614	Systems Analysis and Design
MGS 616	Decision Support Systems
MGS 625	Management of IT Projects
MGS 649	MIS Practicum (1 credit)
	Elective*
	Elective*

*Electives:
Select two from the following list:

MGS 602	Global Information Technology Infrastructure Management
MGS 611	Management of Globally Distributed Services
MGS 647	Supervised Research
MGS 650	Information Assurance
MGS 651	Management of Computer Networks
MGS 659	Seminar in Electronic Commerce
MGA 610	Information Systems Audit
MGA 615	Fraud Examination

Each of the courses, except MGS 649, is three credit hours. The total program is 31 credit hours. ***Students without a business background are required to take MGG 501 and 502, so will take 37 credit hours.***

Grading Policy
Courses in the M.S. in MIS program with an MGS prefix (except MGS 649) must be taken for a letter grade. Internships in the School of Management are evaluated on an S/F basis. Therefore, MGS 649 will receive a grade of either S or F.

M. S. in Supply Chains and Operations Management

This is a one-year, full-time, 30-credit program, requiring nine three-credit courses offered by the School of Management, three-credit integrative project supervised by faculty if this is a conceptual project whether it is of a theoretical or of an applied nature. Alternatively, this project may be pursued under the aegis of a client organization, in which case the thesis will be supervised by a faculty member and an executive within the client organization. Thus there will be ample opportunities for learning theoretical and conceptual materials, which are validated with industry experience.

The objective of the M. S. degree program in Supply Chains and Operations Management (MS-SC&OM) is to develop graduates who intend to assume leadership positions in supply chain management, and manufacturing and service operations management, and contribute to the competitiveness of firms operating in the global, dynamic, 21st century marketplace.

During the last two decades, manufacturing and service industries were preoccupied mainly with firm-level improvement strategies, such as manufacturing resource planning (MRP II), just-in-time (JIT) systems and business process reengineering (BPR). In recent years, however, the need to improve inter-firm communication and coordination along the supply chain has come to be realized as the new frontier in improving operations management.

This has been largely in response to ever-increasing customer demands on product price, quality, lead-time, variety, and the need to pursue mass customization. This has forced companies to focus attention on not only internal operations, but also on ensuring coordinated response on the part of the entire supply chain, including suppliers and distributors.

With the advent of new information systems and technologies (IS and IT), such as EDI, Internet, Intranet and Extranet, inter-organizational coordination mechanisms have become more efficient, creating unprecedented opportunities to improve supply chains. These trends present new imperatives for education programs that are better suited to serve the needs of the 21st century. This M. S. program was developed in response to the views expressed by industry practitioners consistently in recent years.

Curriculum:

FALL SEMESTER

MGO 631	Production and Inventory Planning
MGO 634	Project Management
MGO 636	Supply Chain Design, Modeling and Optimization
MGA 604	Financial Analysis and Planning
OR	
MGA 609	Management Accounting
MGI 601	Principles of Workforce Engagement (Managing Human Resources)
OR	
MGG 640	Theory of Negotiations (by permission only)

SPRING SEMESTER

MGO 632	Strategic Quality Management
MGO 633	Supply Chains and Global Operations
MGO 637	Purchasing and Global Supply Management
MGO 638	Logistics and Global Distribution Management
MGO 647	Integrative Project supervised by faculty (3 credit hrs)

Student Organizations

The SCOM club is specific to the Supply Chains and Operations Management Concentration, as SHRM and FMA are specific to human resources and finance respectively.

The SCOM Club at UB will be unique from any other club of its kind at other universities because the UB SCOM Club aims to correspond with multiple professional organizations from greater Buffalo as an unofficial affiliate of the Buffalo Niagara Professional Alliance (BNPA). Members of the BNPA that the UB SCOM Club will work with include:

APICS: The Association for Operations Management
ASQ: American Society for Quality
NAPM: National Association for Purchasing Management

Each of these organizations has unique qualities as each of our SCOM students at UB has unique interests. The SCOM Club facilitates an interested student's ability to meet professionals, network, possibly join the professional organization, and possibly meet a future employer.

Activities:
- Plant tours
- Guest speakers
- Networking events
- Professional development seminars offered by local chapters of national professional associations
- Group professional organization membership applications

CHAPTER V Course Descriptions

Following are descriptions of all courses currently authorized by the Faculty of the School of Management. A class schedule is issued before each term indicating which courses will be offered.

Prerequisites for specific courses indicate the normal preparation and provide for the proper sequencing of courses in a total program. It is to be understood, however, that students may also be admitted to a course with written consent of the instructor.

MGA 604 FINANCIAL ANALYSIS AND REPORTING (3)
This course provides an introduction to the fundamental concepts and issues of financial accounting with emphasis on the interpretation of financial statements. The course addresses the economic consequences of transactions and their presentation on corporate financial statements. A primary objective is to introduce corporate financial statements as a tool for company valuation and decision-making. Emphasis is on the analysis of effects of decisions on financial performance and use of financial statements to evaluate organizations.

MGA 606 INTERMEDIATE FINANCIAL REPORTING (3)
A rigorous study of the theory and practice of financial accounting, with special emphasis on current problems of income determination, valuation of assets and equities, and preparation, analysis, and interpretation of published financial statements. The focus is on accounting choice in the business environment, providing the context for understanding forces affecting accounting choice, and why these forces might be perceived differently by management, auditors, security analysts, investors, and lenders. Current issues are researched via the Internet and student projects.
Prerequisite: MGA 604.
NORMALLY OFFERED IN SPRING.

MGA 607 ADVANCED FINANCIAL REPORTING (3)
Reporting for combined corporate entities, spin-offs and reorganizations, international operations, financial instruments, governments and not-for-profit organizations. Current reporting issues and business applications are addressed using fact-based case studies and the professional literature.
Prerequisite: MGA 606 or equivalent.
NORMALLY OFFERED IN SPRING.

MGA 609 MANAGEMENT ACCOUNTING (3)
This course focuses on the identification, analysis, and use of costs and other information to improve the competitiveness of business operations. The course takes a user orientation and focuses on issues important to managers for planning and decision making, economic evaluation of business activities, product costing, and performance evaluation and control. Emphasis is placed on the effects of advances in technology on the value of cost system information, the relevance and limitations of accounting data and use of non-financial information for internal decisions.
Prerequisite: MGA 604.
NORMALLY OFFERED IN FALL AND SPRING.

MGA 610 INFORMATION SYSTEMS AUDIT (3)
This course presents information systems audit and control concepts and management practices. As business continues toward a more substantial reliance upon the capabilities of information systems, it becomes increasingly important for auditors to understand information systems and how they relate to financial and general organizational controls. Upon completion of this course, students will be able to conduct audits of information systems.
Prerequisites: MGA 613 and MGS 620, or permission of instructor.
NORMALLY OFFERED IN SPRING.

MGA 611 INCOME TAX DETERMINATION and PLANNING (3)
A study of the concepts of federal income tax law applicable to individuals and business entities, including property transactions and compensation planning; the social, economic and political considerations which underlie the law; and the use of the tax law for the purpose of better business and investment decision making. The course also introduces the use of computer-based tax research tools.
Prerequisite: MGA 604.
NORMALLY OFFERED IN FALL.

MGA 612 TAXATION OF BUSINESS ENTITIES AND THEIR OWNERS (3)
An examination of the tax provisions governing C corporations, S corporations and partnerships, including transactions between the entity and the owner, special concerns and opportunities for the closely held business and tax considerations involved in the choice of entity. Use of computer-based tax research tools is further developed.
Prerequisite: MGA 611 or equivalent.
NORMALLY OFFERED IN SPRING.

MGA 613 AUDITING (3)
Analysis of the structure of a financial statement audit and environmental factors affecting the audit. Topics include professional ethics, litigation, internal control, forms of evidence, statistical sampling, substantive tests, and various types of audit reports. The course integrates important auditing concepts, including key provisions of the Sarbanes-Oxley Act and related Section 404 audits, in a logical manner to aid in the understanding of audit decision making and evidence accumulation in today's complex audit environment. Students apply concepts by preparing a computerized practice case simulating an actual audit. The course makes extensive use of NAARS and Internet information.
Prerequisite: MGA 606 or equiv.
NORMALLY OFFERED IN FALL.

MGA 614 ADVANCED AUDITING (3)
Advanced-level examination of external auditing issues and practice, with major emphasis on the evaluation of audit risk. Emphasis is on case analyses using internet-based and practitioner/faculty-developed resources. Emerging issues in auditing are identified and analyzed using audit concepts learned in MGA 613.
Prerequisite: MGA 613 or equiv.
NORMALLY OFFERED IN SPRING

MGA 615 FRAUD PREVENTION AND DETECTION (3)
A study of common fraudulent activities in business, methods of fraud prevention and detection, and the role of management and internal and external auditors. Consideration is given to asset misappropriations, fraudulent financial reporting, and other types of fraud.
Prerequisites: MGA 604 and MGQ 606
NORMALLY OFFERED IN FALL

MGA 617 ADVANCED TOPICS IN MANAGEMENT ACCOUNTING AND CONTROL (3)
Applications-based analysis of current management accounting topics, including activity-based management, value chain analysis, capacity management, quality control, target costing, benchmarking, and the balanced scorecard. Emphasis is on case analyses demonstrating the role of management accounting information in actual business decisions.
Prerequisites: MGA 609 or equivalent.
NORMALLY OFFERED IN SPRING.

MGA 618 SEMINAR IN FINANCIAL ACCOUNTING (3)
This course examines the supply of and demand for financial and accounting information. Issues covered include the relationship between financial statement information and investors and creditors, the role of security analysts, the incentives of corporate managers, and the roles that auditors and rule-making agencies play in improving the quality and availability of information. Particular emphasis is placed on the prior accounting research on these topics.

Prerequisite: MGA 606 or equivalent.
NORMALLY OFFERED IN FALL

MGA 619-620 SEMINARS: SPECIAL TOPICS IN ACCOUNTING (3-3)
Prerequisite: Permission of instructor.
OFFERED IRREGULARLY.

MGA 632 FINANCIAL STATEMENT ANALYSIS (3)
Development of a framework for the analysis of financial statements: study of the firm's competitive environment and business strategy, critical review of accounting quality, assessment of financial condition, and evaluation of future prospects. Methods for translating forecasts into firm value estimates are studied, as well as the use of the analysis framework in making specific business decisions, such as investing in equity securities and evaluating firms' creditworthiness.
Prerequisites: MGA 604 and, MGF 631.
NORMALLY OFFERED IN SPRING.

MGA 635 GLOBAL FINANCIAL ACCOUNTING
Study of the institutional structure of global capital markets, international reporting standards, and financial reporting practices worldwide. Analysis of financial statements of non-U.S. firms from various regions, with particular attention to reporting and disclosure incentives.
Prerequisite: MGA 604 or equivalent
NORMALLY OFFERED IN SPRING.

MGA 647 SUPERVISED RESEARCH (1-6)
Instructional and practical experience in the skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending upon type and amount of research activity. May be taken for credit more than once.
Prerequisite: Permission of department chairman.

MGA 648 INTERNSHIP (2 - 3)*
NORMALLY OFFERED IN FALL, SPRING, AND SUMMER.
*Two credit hours for the MS in Accounting program, three credit hours for the MBA program.

MGB 601 BEHAVIORAL AND ORGANIZATIONAL CONCEPTS FOR MANAGEMENT (3)
This course introduces students to the basic tools and concepts needed to effectively manage “organizational behavior” (OB). A wide spectrum of contemporary OB Topics is reviewed, including: communication, learning, diversity, multiculturalism, teamwork, motivation, power, innovation, leadership, organizational design, and change. Learning occurs through a variety of activities such as case discussions, self-assessments, group exercises, role-playing, team projects, lectures, and training videos.

MGB 607 LEADERSHIP AND MOTIVATION (3)
This course will help students begin developing leadership skills. Various ideas about what leadership is, how it is practiced, and how it can be evaluated will be covered.
Students will learn about the relevance of leadership to the work motivation of individuals, to the effectiveness of groups, and to overall performance of firms. Opportunities to assess and explore alternatives to their own leadership characteristics and styles will be provided.
OFFERED IN FALL OR SPRING.

MGB 619-620 SEMINAR: SPECIAL TOPICS IN ORGANIZATION (3-3)
Prerequisite: Permission of instructor.

MGB 625 POWER AND INFLUENCE (3)
This course will provide students with an understanding of the nature of power and political processes in complex organizations. The particular focus will be on understanding how power and influence can be

developed and used to get things done when responsibilities exceed formal authority. Cases, critical incidents, and experiential exercises will be used to consider various strategies and tactics. Various moral and ethical issues will also be explored.
NORMALLY OFFERED ONCE PER YEAR.

MGB 647 SUPERVISED RESEARCH (1-6)
Instructional and practical experience in skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours depending upon type and amount of research activities. May be taken for credit more than once.
Prerequisite: Permission of department chairman.

MGB 666 LEADERSHIP PACE (3)
The purpose of this course is to a.) Help students identify areas of improvement in selected core competencies, b.) Provide guidance for improvement, and c.) Establish a personal portfolio defining developmental growth. This course offers person-centered learning with the guidance of multiple professionals.
Prerequisite: Permission of instructor after application process.
NORMALLY OFFERED IN SPRING.

MGB 685 MANAGING ORGANIZATIONAL DIVERSITY (3)
Effective leaders have to contend with the reality that today's workforce is becoming increasingly more heterogeneous. In this course, we will learn about what diversity really means in the modern workplace and how effective leaders can manage diversity to overcome its challenges and leverage its opportunities. We will examine diversity from the perspective of individual differences, international and cross-cultural management, socio-cultural identity, attitudes and perception, work group effectiveness, inter-group relations, communication, as well as some of the pressing legal, social and political aspects of diversity for both employees and employers. Prerequisite: MGB 601.
NORMALLY OFFERED IN SPRING.

MGE 601 ECONOMICS FOR MANAGERS (3)
The fundamental economic principles underlying the operation of modern businesses in market-based economies are investigated. Among the questions addressed are: How does the distinction between costs in the short and long run affect decisions? How do costs, demand, price, and profit relate? What factors determine the degree of competition in an industry? What pricing strategies are available to a firm? How can the use of game theory improve managers' decisions? How do managers use regression analysis? How does market structure determine profitability?
Prerequisite: Calculus for full-time MBA students; none for other MBA students.

MGE 602 THE GLOBAL ECONOMY AND THE BUSINESS FIRM (3)
A study of the patterns and fluctuations of growth of the aggregate level of economic activity in a modern complex society. Among the topics included are: the measurement and determination of national income; the nature and role of money and interest rates; inflation; the role of expectations; the role of trade; macro economic forecasting; alternative fiscal and monetary policies and their role in promoting stability and progress; and macro aspects of legislation.
Prerequisite: MGE 601 or undergraduate economics course NORMALLY OFFERED IN SPRING.

MGE 647 SUPERVISED RESEARCH (1-6)
Instructional and practical experience in skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending upon type and amount of research activities. May be taken for credit more than once.
Prerequisite: Permission of department chairman.

MGE 648 INTERNSHIP
NORMALLY OFFERED IN FALL, SPRING AND SUMMER.

MGE 669 COMMUNITY ECONOMIC DEVELOPMENT CLINIC (3) or (4)

Operating in conjunction with the UB School of Law, this clinical course channels university resources into community-based efforts at urban revitalization concentrating on activity designed to create new employment opportunities, preserve threatened jobs and improve the quality and stability of existing employment opportunities, particularly for members of disadvantaged groups. Students work together and with the instructor to counsel community organizations and enterprises, not-for-profit corporations, worker-owned businesses, labor unions, and government agencies in a wide array of transactional matters.
OFFERED FALL AND SRING. Prerequisites: Permission of Instructor-. See Graduate Programs Office for details.

MGE 690 SEMINAR: SPECIAL TOPICS IN BUSINESS ECONOMICS (3)
NOT OFFERED ON A REGULAR BASIS.

MGE 691 SEMINAR: SPECIAL TOPICS IN ECONOMIC POLICY (3)
NOT OFFERED ON A REGULAR BASIS.

MGF 631 FINANCIAL MANAGEMENT (1.5)/(1.5)
The scope and objectives of corporate financial management are introduced along with the concept of the risk- return trade-off. The various sources of capital are discussed, along with their costs. Financial planning with special emphasis on the evaluation of capital projects is considered. The implications of the efficient market hypothesis are considered throughout the course.
Prerequisites: MGA 604, MGQ 606 or concurrent registration in MGQ 606.

MGF 633 INVESTMENT MANAGEMENT (3)
This course provides students with a general understanding of the operation of capital markets and basic analytical tools of investment management. Specifically, the course covers such topics as principles of valuation, risk analysis, modern portfolio theory, Capital Asset Pricing Model (CAPM), market microstructure, index models, arbitrage pricing models, bonds and common stocks valuation, efficient market hypotheses, investment management, and option pricing models.
Prerequisite: MGF 631. (May be taken concurrently with MGF 631 in the SPRING)
NORMALLY OFFERED IN FALL AND SPRING.

MGF 636 COMPLEX FINANCIAL INSTRUMENTS (3)
This course deals with pricing and market mechanisms of such complex financial instruments as options, futures, and assets with contingent payoff structures. The investment usefulness of the financial instruments as well as applications of the pricing models of options are thoroughly covered.
Prerequisites: MGF 631, MGF 633 or permission of instructor.
NORMALLY OFFERED IN SPRING.

MGF 637 FINANCIAL MODELING (3)
This course covers the models of corporate finance and investments. We will cover how to use spreadsheet programs, such as Microsoft Excel, to build and analyze financial models. The financial models we will review are pro forma financial statement analysis, cost of capital modeling, portfolio management modeling, etc. Also, other empirical models of corporate finance and asset pricing will be introduced, such as time series properties of stock return etc. Although MGF633, MGF 641, and MGF 642 are not prerequisite for this course, taking those courses simultaneously will be plus.
Prerequisite: MGF 631, MGF 633 recommended
NORMALLY OFFERED IN FALL.

MGF 638 FIXED INCOME SECURITIES DESCRIPTION (3)
This is a course about fixed-income securities and markets. It covers topics that are important for any MBA student that anticipates hedging interest rate exposures or otherwise transacting in the fixed-income market. The course reviews basic bond pricing concepts and important features of interest rate futures and options contracts. It also introduces a few (somewhat complicated) models of the term structure. This is a rigorous course that requires students to be familiar with basic investments and calculus concepts. While MGF633 is not a prerequisite for this course, students that are taking MGF633

simultaneously with the course will be better prepared. Like most finance courses, the course focuses more on lasting financial principles than on current institutional details.
Prerequisite: MGF 631, MGF 633 recommended.
NORMALLY OFFERED IN SPRING.

MGF 641 FINANCIAL POLICIES AND STRATEGIES (3)
The course emphasizes financing policies, e.g., capital structure policies, maturity decisions, dividend decisions, and determining financing needs and how to design optimal, long-term financing arrangements, including capital structure planning. The concept of the market for corporate control is introduced as a means of management discipline. Three to six comprehensive cases are used.
Prerequisite: MGF 631.
NORMALLY OFFERED IN FALL AND SPRING.

MGF 643 STRATEGIC FINANCIAL MANAGEMENT AND VALUE CREATION (3)
This course develops an understanding of how financial management decisions help create shareholder value. Many decision problems such as valuation, capital budgeting, and strategic investment decisions are examined. The course emphasizes skills and abilities to apply analytical reasoning to complex, practical problems. It will provide students with valuation skills useful for buy-side analysts as well as financial managers who will deal with restructuring of assets and liabilities, and mergers and acquisitions. Many cases will be used.
Prerequisites: MGF 631, MGF 633.
OFFERED IN FALL 2007.

MGF 644 YIELDBOOK RESEARCH (3)
Students will learn to conduct analysis using Citigroup's Yield Book© (YB) online fixed-income database and analysis facility. The learning process includes lectures on fixed-income pricing theory and models, and formal training on the use of YB.
OFFERED IN FALL FOR MBA, SPRING FOR MS

MGF 647 SUPERVISED RESEARCH (1-6)
Instructional and practical experience in the skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending on the type and amount of research activities.
May be taken for credit more than once.
Prerequisite: Permission of department chairman.

MGF 648 INTERNSHIP (3)
NORMALLY OFFERED FALL, SPRING, AND SUMMER.

MGF 656 ACQUISITIONS TRANSACTIONS (3)
This course is devoted to an in-depth analysis of one or more transactions for the purchase of a business entity. The focus of the course will be the perspectives and concerns of the buyers. We will also review the perspectives and concerns of each of the other major participants in the transaction and identify how these perspectives and concerns are reflected in the ultimate structure of the transaction and the associated documentation. This course is co-taught by School of Law and School of Management faculty, and is cross-listed with LAW856.
Prerequisite: Permission of Instructor
OFFERED IN FALL

MGF 658 MERGERS AND ACQUISITION STRATEGY AND FINANCING (3)
Examines the development of the private equity and venture capital industries over the past 20 years. Students will learn the various aspects of identifying, analyzing, structuring and financing acquisitions. This will provide an in-depth study of the business concepts reflected in the legal documents analyzed in the existing course MGF 656 / LAW 856 Acquisition Transactions.
NORMALLY OFFERED IN FALL

MGF 661 MANAGEMENT OF FINANCIAL INSTITUTIONS (3)
The basic management problems in the loan, investment, and deposit administration functions of financial institutions are thoroughly analyzed. Potential solutions to these problems are discussed as well as the interrelationships between these problems. Both modeling and cases are used to illustrate problem identification and solution.
Prerequisite: MGF 631.
NORMALLY OFFERED IN FALL.

MGF 669 BROKER-DEALER REGULATION (3)
An examination of the existing regulatory scheme of broker-dealers imposed through federal securities laws and regulations and rules adopted by the Securities and Exchange Commission and self-regulatory organizations, including, but not limited to, the role of the National Association of Securities Dealers, Inc. as regulatory entities. The course will also review topical areas tested on the Series 7 Examination ("Series 7") administered by the NASD. The Series 7 is generally the first basic exam that prospective investment professionals must pass in the securities industry. There will be at least one securities industry speaker.
NORMALLY OFFERED IN SPRING.

MGF 685 INTERNATIONAL FINANCIAL MANAGEMENT (3)
This course is designed to familiarize students with several basic areas of international financial management, including foreign exchange markets, international financing and investment decisions, international financial markets, transfer pricing, and selected policy issues. In all these fields, theory, applications, and cases are equally emphasized. Typical topics include international financial accounting; speculating, covering, and hedging activities in foreign exchange markets; translation, economic and political risks; arbitrage operations; capital budgeting; the cost of capital and international capital asset pricing; and the determination of security prices.
Prerequisites: MGF 631, MGQ 606
MAY BE OFFERED FALL OR SPRING.

MGF 696 PORTFOLIO THEORY AND STRATEGY (3)
This course focuses primarily on stock investment strategies for active investors in inefficient markets and secondarily on portfolio strategies in efficient markets. Students will gain an understanding of the technical analysis of price movements, psychology of market participants, and multi-factor expected return models. Typical investment approaches such as value and growth investing are thoroughly examined.
Prerequisites: MGF 633 and permission of instructor.
NORMALLY OFFERED IN SPRING.

MGG 501 - 502 INTRODUCTION TO BUSINESS (3,3)
MGG 501-502, is a foundation sequence of two courses intended to prepare students with little or no background in management for master's-level study in specific business disciplines. At the end of the two semesters, students will: understand the general environment of doing business and the factors that influence its conduct; be generally familiar with the purpose and different ways of doing business; have built the necessary conceptual skills for making business decisions and plans; have enhanced their organizational behavior skills and personal interaction skills as needed in a global business environment; and have attained basic technical knowledge of the different aspects of the business. In MGG 501students learn that strategy drives the functioning of business, and that the economic and legal environments influence both strategic choices and functional decision-making. The semester continues with a broad discussion of the language of business, focusing primarily on accounting and financing principles and fundamentals. In MGG 502, described below, students will learn about the different functions of business and their relationship to the mission, strategies and goals of the organization. The focus is on: marketing products and services; managing human resources; and developing operating systems and information technologies that maximize value for the organization.
May not be taken by MBA students. For MS and non-matriculated students ONLY

MGG 619 BUSINESS FORECASTING (3)
This course is devoted to Forecasting from the viewpoint of Business in the face of uncertainty. The primary objective of this course is to familiarize students with some useful forecasting techniques(models), quantitative and qualitative, and their applications in business. In particular, the forecasting of a wide range of business applications is studied, such as the forecasting of retail sales, revenues, business activity indices, interest rates, foreign exchange rates, inflation rates, a national economy, stock prices, sales-tax revenues, real-estate loans, business inventories, the asset value per share, and many others of interest, at the micro- or macro-level. It involves a number of case studies. In an economy of increasing globalization, business forecasting becomes even more demanding and important. Thus, the course promises to be practically useful.
Prerequisites: MGQ 606 (required) and Applied Econometrics (preferred, but optional); or equivalents.
NORMALLY OFFERED IN FALL

MGG 633 MODELING MANAGERIAL PROCESSES
Historically, managers have considered decision making as an art; something learned by trial and error; something based on creativity, judgment, intuition, and experience. This course gives you a structured way of attacking a wide range of real problems, using data-driven analysis to guide decision-making. We will consider how to think about and manage uncertainty and risk, how to translate data about the business into useful insights, how to put value on various courses of action, and how to generally make informed decisions. The main focus of the course will be on modeling decisions in the spreadsheet environment, illustrated by applications from operations, finance, marketing, and human resources. The approaches and techniques for decision-making are useful throughout the firm, both within functional areas and for the essential management challenge of working across functional boundaries.
MBA Only or PI
NORMALLY OFFERED IN SPRING

MGG 635 BUSINESS COMMUNICATIONS (1.5)
This course will challenge your communications skills, both written
and verbal. For some of you this is scary. Welcome to my world. For others this is a snap. Beware the cotton ball, it scratches.
OFFERED IN SPRING

MGG 636 COMMUNICATION SKILLS (3)
This course will focus on development of practical skills necessary to assess and develop people in the workplace. Included is information on, and practice in development of: interview skills (for selection of new employees and evaluation of continuing employees); presentation skills (both oral and written presentation); general interpersonal skills.
NORMALLY OFFERED IN FALL

MGG 640 THEORY AND PRACTICE OF NEGOTIATIONS (3)
Introduction to the analytical concepts necessary for effective negotiations. Emphasis is on the negotiation and bargaining skills required by general managers. Classroom lectures are supplemented by experiential exercises.
NORMALLY OFFERED IN FALL.
Reserved for second-year students.

MGG 643 TEAM BUILDING (3)
This course focuses on recent approaches to team building that typically occur in most high performing organizations. The course relies on in-class exercises as well as team projects to teach in applied terms how to lead and function as a member of self-directed and cross-functional teams.
NORMALLY OFFERED ONCE PER YEAR.
Prerequisite: MGB 601 or permission of instructor.

MGG 650 CONSULTING PRACTICES (3)
This is a practical, hands-on course that will focus on the concepts, tools, and techniques associated with being a successful consultant and agent of change. The course covers the nuts-and-bolts of the

consulting relationship. Students will learn about contracting, managing the relationship, and alternative deliverable formats. Students will also learn about the dynamics of change in organizations and the processes that create and sustain organizational development. Students will engage in the design and execution of a group consulting project in a local organization.
NORMALLY OFFERED IN SPRING.

MGG 673 AFFORDABLE HOUSING CLINIC (3)
Students work with faculty and other experts to represent nonprofit developers of affordable housing and to assist in financing the creation of low-income and special-needs housing. Over the past decade, the clinic has leveraged close to $50 million in affordable housing finance.
Prerequisites: Permission of Instructor-. See Graduate Programs Office for details.
OFFERED FALL AND SPRING

MGH 631 INTRODUCTION TO HEALTH CARE ORGANIZATION
Broad introduction to health care delivery in the U.S. Examines topics such as health manpower, ambulatory care, hospitals, long-term care, managed care, financing, cost containment, and quality of care.
Prerequisite: None
NORMALLY OFFERED IN FALL.

MGH 632 HEALTH CARE STRATEGY AND OPERATIONS (3)
This course covers the application of management knowledge and skills in the strategic guidance and operational direction of health systems service organizations. Attention is given to unique aspects of the challenge of managing the delivery of health services, particularly to such issues as managing relationships with medical staffs, regulatory bodies, other professional groups, and third party payers. The integration of management functions such as finance and accounting, marketing, human resources, and service production, amidst rapidly changing expectations will also be covered in assigned case analyses.
Prerequisite: MGH 631 or permission of instructor.
NORMALLY OFFERED IN FALL.

MGH 633 - INTRODUCTION TO HEALTH ECONOMICS
Provides the student with the ability to apply economic reasoning to health care markets. Topics include discussion of the organization of the hospital, payment systems, costs and charges, markets for physician services, cost-effectiveness analysis, outcomes research, and health care reform.
Prerequisite: None
NORMALLY OFFERED IN SPRING.

MGH 634 - EPIDEMIOLOGY AND HEALTH POLICY
Examines the potential role and recent use of epidemiological findings in formulating public health policy related to treatment and prevention of diseases, and health manpower issues. Focuses on epidemiological evidence for and against specific policy positions and implementations of public health measures.
Prerequisite: None
NORMALLY OFFERED IN FALL.

MGI 601 PRINCIPLES OF WORKFORCE ENGAGEMENT (3) (Formerly: Managing Human Resources)
This course will examine Human Resources from a strategic perspective, emphasizing the contribution of HR decisions to the development of a high performance organization. HRM will be treated as a dynamic system that enables organizations to cope more quickly and effectively with a rapidly changing environment. The course will emphasize those topics, such as reward systems, performance management and the selection and retention of high performance employees, that confront managers in a variety of organizational roles. Emphasis will be given to the identification, evaluation and solution of specific HR problems facing managers with these responsibilities.
NORMALLY OFFERED FALL AND SPRING.

MGI 602 ADVANCED TOPICS IN WORKFORCE MANAGEMENT (3)
This is a follow up course to MGI 601 that will focus on staffing, compensation and performance management and will provide more in-depth coverage of these subjects than the introductory course. The objective is to give students hands-on practice in developing and using tools for an HR Manager.
Prerequisite: MGI 601
NORMALLY OFFERED IN SPRING.

MGI 647 SUPERVISED RESEARCH (1-6)
Instructional and practical experience in skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending upon type and amount of research activities. May be taken for credit more than once.
Prerequisite: Permission of department chairman.

MGI 648 INTERNSHIP (3)
NORMALLY OFFERED FALL, SPRING, AND SUMMER.

MGI 696: SPECIAL TOPICS IN INDUSTRIAL RELATIONS (3)
Prerequisite: Permission of instructor.

MGM 625 MARKETING MANAGEMENT (3)
An introduction to managerial decisions in the marketing area and approaches to making these decisions. Among the topics considered are the institutional framework of retail and industrial markets; buyer behavior; and product line, promotion, pricing, and distribution decisions and strategies. Impact and relevance of electronic markets are also considered.

MGM 647 SUPERVISED RESEARCH (1-6)
Instructional and practical experience in skills and techniques of research through association with a faculty member actively engaged in research. Credit: up to 6 hours, depending upon type and amount of research activities. May be taken for credit more than once.
Prerequisite: Permission of department chairman.

MGM 648 INTERNSHIP (3)
NORMALLY OFFERED FALL, SPRING, AND SUMMER.

MGM 651 CONSUMER BEHAVIOR (3)
Pertinent theoretical and empirical findings about the behavior of consumers and industrial and institutional buyers are discussed. Topics include motivation, learning, attitude formation, attitude change, and the relation between attitudes and behavior as applied to buyers. The impact of the electronic environment is also discussed as are innovation and market communication and the social and cultural concepts underlying strategies of market segmentation.
Prerequisites: MGM 625, MGQ 606.
NORMALLY OFFERED IN FALL.

MGM 656 DESIGN, MANU-FACTURING, AND MARKETING OF PRODUCTS (3)
The first part of this course focuses on interaction among design, engineering, manufacturing, and marketing to develop successful new products in a short period of time in both traditional and electronic markets. The second half emphasizes issues dealing with the management of product offerings. It uses a combination of lectures, cases, and projects to help students gain mastery of the subject matter.
Prerequisites: MGM 625.
NORMALLY OFFERED IN FALL.

MGM 659 MARKET PLANNING (3)
This course deals with the development and application of marketing strategy. The major pedagogical vehicle is MARKSTRAT 3 — a competitive marketing game. Students manage a company in direct competition with other student teams in a highly dynamic environment.
Prerequisites: MGM 625.

NORMALLY OFFERED IN FALL.

MGM 664 MARKETING PRACTICUM (3)
This course allows students the opportunity to apply the key concepts, tools, and techniques learned in marketing to a corporate setting. Working as a team, students perform a extensive analysis of the company's product line; conduct qualitative and quantitative research; and prepare and present a comprehensive management consulting report.
Prerequisite: MGM 625, MGM 667.
NOT OFFERED ON A REGULAR BASIS.
DOES NOT fulfill internship requirement.

MGM 667 MARKETING RESEARCH (3)
Methods and functions of research in marketing management. Attention given to problems of conceptualization, implementation, and evaluation of research designs and to techniques of analysis of research data.
Prerequisites: One semester of statistics; MGM 625 as a pre-or co-requisite.
NORMALLY OFFERED IN SPRING.

MGM 670 ADVERTISING AND PROMOTION (3)
The purpose of this course is to acquaint students with the best available approaches to managerial decision making in developing an integrated communication strategy involving advertising, promotions, and publicity. Recent analytical approaches will be stressed and the course will show inter-relatedness between these decision areas.
Prerequisite: MGM 625
NORMALLY OFFERED IN SPRING.

MGM 671 DATA ANALYSIS SYSTEMS FOR MARKETING DECISIONS (3)
The purpose of this course is to provide students with a working knowledge of systems employing large databases to support marketing decisions. To the extent possible, this course will feature actual databases and illustrative examples of decisions based on their use. Major types of systems considered will be point-of-sale scanner data, geo-demographic databases, large scale databases on product and media use provided by Simmons and MRI, databases for direct marketing. Decisions to be considered will be category management and retail product strategies, targeting for advertising and direct mail, segmentation, retail location, pricing, and promotion.
Prerequisite: MGM 625.
NORMALLY OFFERED IN SPRING.

MGM 683 INTERNATIONAL MARKETING (3)
The objective of this course is to develop familiarity with the problems and perspectives of marketing across national boundaries and to gain knowledge of tools and approaches to make international marketing decisions.
The influence of e-commerce on international marketing problems such as gray channel and price coordination is also analyzed.
Prerequisite: MGM 625.
NORMALLY OFFERED IN SPRING.

MGO 615 ECONOMETRIC METHODS AND MANAGERIAL APPLICATIONS I (3)
Prerequisites: MGQ 606. MGE 601
NORMALLY OFFERED IN FALL
MGO 616 ECONOMETRIC METHODS AND MANAGERIAL APPLICATIONS II (3)
Prerequisites: MGQ 606, MGE 601, MGO 615
NORMALLY OFFERED IN SPRING
The basic objectives of these two courses are to enable students:
1. To learn many useful econometric methods, from the emerging body of econometric tools and techniques, from a managerial perspective

2. To know how to apply the models properly, in the right context and to solve relevant and significant business problems
3. To understand how econometric models facilitate the undertaking of business research
4. To show how different types of data (e.g., cross-sectional, time-series, panel, etc.) are gathered, and correctly fitted into various econometric models
5. To realize the importance of theory, methodology, and measurement in business practice and research

MGO 617 SERVICE OPERATIONS AND EXTREME EVENTS MANAGEMENT (3)
The service sector is the largest sector of all developed countries and evidence suggests that productivity in the service sector has lagged behind that of its manufacturing counterpart. It is therefore critical in the global market to improve the efficiency and competitiveness of these service processes. This course is designed to apply theory with practice in service business process management. The objective of this course is to provide the student with an understanding of the issues, models and numerical methods particular to service management, with attention to both the strengths and weaknesses of these devices
NORMALLY OFFERED IN FALL

MGO 630 OPERATIONS AND SERVICE MANAGEMENT (3)
The main component of the course is a survey of methods for planning and controlling production and operations management activities including material requirements planning, operations scheduling, production and inventory planning and control, project management, facilities location and layout, and quality management and control. The course makes use of cases to illustrate the processes and problems involved.
Prerequisite: MGA 604, MGF 631 or concurrent, MGM 625 or concurrent.

MGO 631 PRODUCTION AND INVENTORY PLANNING (3)
This course focuses on production and inventory management problems in the entire supply chain, and the application of quantitative models and information systems and technologies for these problems. An enterprise resource planning (ERP) system platform is assumed and the course also covers the implementation aspects of ERP systems. The topics covered include supply chain strategy and coordination mechanisms, forecasting systems, aggregate planning, advanced planning systems (APS), master production scheduling, materials requirements planning (MRP) systems, inventory management for suppliers, manufacturers and distributors, cellular manufacturing, just-in-time (JIT) systems, lean manufacturing, optimized production technology (OPT), and flexible manufacturing systems (FMS) technologies. The completion of this course will enable students to take the certification examinations (CPIM/CFPIM) for American Production and Inventory Control Society (APICS).
Prerequisites: MGO 630
NORMALLY OFFERED IN FALL.

MGO 632 STRATEGIC QUALITY MANAGEMENT (3)
The primary objective for this course is to develop a personal understanding of Strategic Quality Management, based on the business excellence model described in the U.S. Malcolm Baldrige Criteria for Performance Excellence, and ISO 9004:2000, using contemporary applications of management theory that demonstrate “How to” improve business results using quality management tools.
Prerequisite: MGO 630 or concurrent with MGO 630, or permission of instructor.
NORMALLY OFFERED IN SPRING.

MGO 633 SUPPLY CHAINS AND GLOBAL OPERATIONS (3)
This course deals with design, control, and operation of supply chains for competing effectively in the context of global operations management. Both manufacturing and service (such as health care) industry supply chains are covered. The topics covered include: state-of-the-art qualitative and quantitative techniques for optimum configuration of in-bound and outbound logistics, principles of postponement in design, processes and logistics, mass customization, global location factors for offices, plants and distribution centers, collaborative planning, forecasting and replenishment (CPFR) systems, countering bullwhip effects in supply chains, vendor managed inventory (VMI), strategic alliances and partnering, global purchasing and buyer-supplier relationships, and the complexities of the material, information, and

cash flows across international borders. This course supplements MGS 616, which covers e-commerce integration aspects of supply chains.
Prerequisite: MGO 630.
NORMALLY OFFERED IN SPRING.

MGO 634 PROJECT MANAGEMENT (3)
This course deals with defining, organizing, and managing activities associated with complex, multi-disciplinary projects. Such endeavors are critical to raise the level of performance of the organization and enable it to have a competitive edge. Many areas of MBA education when applied in “real world” require extraordinary and coordinated effort by various parts of the organization for implementation. In times of rapidly changing technologies and managerial processes, the need for cross-functional teams to achieve long and short term goals is increasingly imperative.
Prerequisites: MGS 630 or concurrent with MGS 630.
NORMALLY OFFERED IN FALL.

MGO 636 SUPPLY CHAINS: DESIGN, MODELING AND OPTIMIZATION (3)
This course focuses on design, modeling and optimization of global supply chain networks. The course deals with modeling approaches and quantitative tools and techniques for design and optimization of global supply chain networks. The course also covers information systems and technologies for supply chain planning and coordination. The topics covered include: supply chain strategy formulation, performance metrics, new forecasting models applicable for supply chain contexts, newsvendor models for capacity and aggregate planning, models for location and design of supply and distribution entities, inter-organizational planning, advanced planning systems, multi-echelon inventory management techniques, distribution requirements planning (DRP) systems, joint transportation-inventory models, and pricing and revenue management techniques. The course will also be taught in a manner that will enable you to obtain APICS professional certification (CPIM / CFPIM) with minimum preparation after the course.
NORMALLY OFFERED IN FALL

MGO 637 PURCHASING AND GLOBAL SUPPLY MANAGEMENT (3)
This course focuses on purchasing and supply management principles and practices in the context of global supply chains. The importance of purchasing is primarily due to the fact that the value of materials procured in manufacturing, and service supply chains such as retail can be more than 65% of the cost of the goods sold. Given the globalization of supply sources, it has become increasingly necessary to understand the complexities of global supply markets, cross-border legal aspects of purchasing, global vendor development, systematic reduction of supply risk, strategic alliances and supply network building, vendor managed inventory (VMI) contracts, and new forms of negotiation strategies with suppliers. Purchasing practices to support lean organizations to ensure just-in-time delivery on a global basis are also covered. In addition, given the growth of internet technology, e-commerce technologies to support purchasing, and supplier relationship management (SRM) systems are also be covered.
NORMALLY OFFERED IN SPRING

MGO 638 LOGISTICS AND GLOBAL DISTRIBUTION MANAGEMENT (3)
This course covers global logistics and distribution issues, dealing with the management of physical material flows, documentation, and information flows in cross-border supply chains. Logistics issues such as intermodal transportation, e-fulfillment, cross-border trade regulations, reverse logistics, and design of sustainable supply chains are dealt with. The optimum design of distribution systems, inventory positioning in distribution networks, selection of optimal transportation modes, inter-modal transport, etc. are also covered. Emerging technologies such as warehouse management systems (WMS), distribution requirements planning (DRP), radio frequency identification (RFID), geographical information systems (GIS), global positioning systems (GPS) applications are also covered. Both qualitative issues (such as regulatory issues, INCO terms and documentation) as well quantitative tools and techniques such as the use of Route Assist software will be covered.
NORMALLY OFFERED IN SPRING

MGO 641 STRATEGIC MANAGEMENT (3)
The aim of this course is to provide the analytic techniques and tools to help develop an understanding of how competitive advantage can be created and sustained. This is an integrative course that examines the firm as a whole and adopts the perspective of the general manager. It draws together and builds on ideas from courses in functional areas such as marketing, finance and operations. There is extensive use of cases. Specific topics covered include analyzing industries, analyzing firm resources and capabilities, understanding organization structure and management systems, developing competitive strategies and understanding competitive behavior, determining the scope of the firm, developing corporate strategies, managing the multi-business firm, and understanding corporate governance mechanisms.
Prerequisite: MGA 604, MGF 631, MGM 625.

MGO 647 SUPERVISED RESEARCH (1-6)
Instructional and practical experience in skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending upon type and amount of research activities. May be taken for credit more than once.
Prerequisite: Permission of department chairman.

MGO 648 INTERNSHIP (3)
NORMALLY OFFERED FALL, SPRING, AND SUMMER.

MGO 660 INTRODUCTION TO ENTREPRENEURSHIP (3)
The purpose of this course is to help students learn how to start and run a successful business so that they can utilize their gifts and talents, become financially independent, and contribute to society. Four domains associated with the topic of entrepreneurship are examined in detail.
OFFERED IN SPRING

MGO 661 NEW VENTURES (3)
This course is the first of a two-semester sequence in which students conceive, research, develop and launch a new business venture. The class will be open to all students in the university without prerequisites, although students will benefit from having previously taken MGG 660, introduction to Entrepreneurship. Students will have assigned reading and will interact with several successful entrepreneurs in Western New York. From those resources they will, in the first semester, conceive a set of potential business opportunities, from which they will select one for an actual launch. The “deliverable” in this course will be the business plan. The class will culminate in a presentation of the plan to a university audience and a final examination.
OFFERED IN FALL

MGO 662 NEW BUSINESS LAUNCH (3)
This course is the second of a two-semester sequence in which students conceive, research, and develop a new business venture. After the business plan is generated in the first semester of the sequence, it will be launched at the end of the second semester as an actual for-profit business. In this course, students will deal with the various functional issues associated with a business launch, including the legal structure, the organizational structure, hiring, financing, customer generation, operations and publicity.
Prerequisite: MGO 661
OFFERED IN SPRING

MGO 680 INTERNATIONAL BUSINESS ENVIRONMENT (3)
This course discusses the environmental factors that affect the operation of an enterprise in an international setting. Political, economic, legal, and social factors are covered. Specific topics covered are alternative forms of government, political stability, political problems facing business, economic systems, regional markets, economic regulations, legal systems, and cultural factors which affect business operations. Special emphasis: China represents staggering potential business opportunities for firms with its enormous population and expanding economy. Understanding the market as well as developing and implementing a successful business strategy for the Chinese market calls for an accurate, pragmatic understanding of the complexities of Chinese business. This course follows a planned sequence of text

book, cases and articles to develop a framework for understanding the Chinese business environment. As part of the course, groups of students will produce several market studies in key industry sectors. These studies will evaluate the potential for business success in the China. This course is preparatory for the MBA trip to China.
NORMALLY OFFERED IN FALL.

MGO 795 SEMINAR IN STRATEGIC MANAGEMENT / SUPPLY CHAINS AND OPERATIONS MANAGEMENT (3)
This seminar provides a critical review of theory and empirical research in the supply chain and operations management area, along with closely related areas such as e-commerce, and marketing management and logistics. Particular emphasis will be on exposing students to seminal works in modeling and empirical research methods that have been employed to investigate new issues of topical interest in the supply chain – e-commerce areas. We will cover an eclectic collection of state-of-the-art research articles that may be helpful in developing viable research agendas for doctoral students.
Prerequisites: Advanced graduate standing and permission of instructor.
NOT OFFERED ON A REGULAR BASIS.

MGQ 606 PROBABILITY AND STATISTICS FOR MANAGEMENT (3)
Topics to be discussed include probability theory, counting problems, random variables (also known as probability distributions), Central Limit Theorem, estimation, hypothesis testing (including chi-square tests), regression analysis (simple and multiple) and interpretation of regression output on computers. If time available, analysis of variance.

MGQ 647 SUPERVISED RESEARCH (1-6)
Instructional and practical experience in skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending upon type and amount of research. May be taken for credit more than once.
Prerequisite: Permission of department chairman.

MGS 602 GLOBAL INFORMATION TECHNOLOGY INFRASTRUCTURE MANAGEMENT (3)
This course is designed to provide students with a basic understanding of business data communications. The objective of the course is to provide students with a firm foundation for covering more advanced topics in subsequent courses. The student will develop an understanding of networks including the internet and the development of World Wide Web based applications. The course will also cover the basic principles of network operating systems concepts and the role of network operating systems in developing Web applications. The course includes extensive coverage of business telecommunication including voice and data. Coverage is extended to coding and digitizing, modems, protocols, and network architectures as well as management aspects. Cases on telecommunications and electronic commerce, as well as current readings, will also be part of the pedagogy.
NORMALLY OFFERED IN FALL.
For MIS Option – take fall of 1st year or replace with MGS 650 – with permission of instructor.

MGS 607 TECHNOLOGY MANAGEMENT AND E-BUSINESS (3)
The focus of this course will be on technology management and developing an Internet-based business or extension to an existing business. The course will integrate concepts from economics, organizational strategy, entrepreneur-ship, and Web design. Topics to be covered in the course include: aligning technology and strategy; models of diffusion and innovation; characteristics of information and digital goods; identifying potential Web-applications and information products for solving a problem and/or identifying a business opportunity; intellectual property rights; pricing issues related to information goods; developing a business plan for a venture capital proposal; launching the e-business; designing Web-based applications for usability; and strategies for successfully implementing systems. Case studies, lectures, guest speakers, and an integrated E-business project will be used to understand the complexities of the current business environment.
NORMALLY OFFERED FALL AND SPRING.

MGS 611 MANAGEMENT OF GLOBALLY-DISTRIBUTED SERVICES
"This course provides an overview of the growing phenomenon of IT-enabled globally-distributed services (GDS), what has come to be commonly known as IT and business process outsourcing. The course will cover the various phases of the GDS life cycle and discuss how companies can use the GDS paradigm to innovate their various services and processes. Topics to be covered include GDS strategy planning, process distribution analysis, global collaboration and virtual teamwork, knowledge and risk management in GDS, vendor capabilities evaluation, management of contracts and service level agreements, and governance and relationship management with GDS partners. It is also planned to have some virtual collaboration and team work with students in other foreign universities to give a hands-on feel to our students about the issues and dynamics of global collaboration."
NORMALLY OFFERED IN FALL

MGS 613 DATABASE MANAGEMENT SYSTEMS (3)
This course is designed to provide students with a basic understanding of database management systems (DBMS) and the skills needed to design and implement a relational database. Students will be introduced to data modeling concepts, modeling tools, the process of transforming conceptual models into relational database designs, and finally the steps needed to implement those designs. Emphasis is placed on Entity-Relationship diagramming, data normalization, database administration, and data definition, data manipulation and query development using Structured Query Language (SQL). Other topics covered include: object-oriented databases, database security and integrity, web/database integration, application development in a Client/Server environment, distributed databases, data warehousing, data mining and knowledge management via the Internet to support electronic commerce. Readings, lectures, interactive case assignments and a database design project reinforce the role of DBMS in supporting organizational systems, transaction processing and decision support applications.
Prerequisite: MGS 602 or concurrent, or permission of instructor.
NORMALLY OFFERED IN FALL

MGS 614 SYSTEMS ANALYSIS AND DESIGN (3)
This course provides an introduction to the systems development life cycle (SDLC) emphasizing the recent adaptive approaches to SDLC, such as the unified process life cycle and agile methods. The course focuses on the disciplines of business modeling, requirements analysis, and logical design and utilizes the Unified Modeling Language (UML) for analysis, modeling, and design of business-oriented information systems. Information assurance issues of system controls and security are covered with respect to their impact on system requirements and design models.
Prerequisites: Graduate standing or permission of instructor
NORMALLY OFFERED IN SPRING.

MGS 616 DECISION SUPPORT SYSTEMS (3)
B2B e-commerce and supply chain management are critically important areas that are dominating the e-business landscape and which will most likely determine the nature of most integrated supply transactions in the future. B2B application integration deals with the economic and technological mechanisms that allow organizations to partner, share information and collaborate in a joint value creation process. Accordingly, our goal is to prepare students for exciting careers in supply chain management, such as consultants, in-house supply chain specialists in business organizations, and even entrepreneurs. The objectives of this course are to cover the high level supply chain strategy and concepts and develop the conceptual foundations of e-business systems, technologies and practices in the B2B environment. In particular, we will address the strategic role of the supply chain in inter-organizational systems, key drivers of supply chain performance, IT infrastructures and B2B technologies and tools and techniques for supply chain analysis.
Prerequisite: MGS 602.
NORMALLY OFFERED IN SPRING.

MGS 620 MANAGEMENT OF IT-ENABLED GLOBALLY-DISTRIBUTED WORK (3)
This course provides a comprehensive overview of the growing phenomenon of IT-enabled globally-distributed services (GDS) from the perspective of a firm that is planning to or is currently engaged in distributing its various services processes globally using IT platforms and systems in various functional

areas. It examines various issues related to the GDS phenomenon focusing on those GDS ventures that involve IT and IT-enabled services. The course examines the various drivers and inhibitors of the GDS phenomenon, the current business models of GDS, and the technologies, processes, and structures that enable the GDS phenomenon. It covers the various phases of the GDS life cycle and discusses how companies can use the GDS paradigm to innovate and transform their various services processes. The course also examines the issues of knowledge management across globally-distributed services teams as well as the social impacts of GDS within the firm and on local communities.
NORMALLY OFFERED IN FALL

MGS 625 MANAGEMENT OF IT PROJECTS (3)
This course will introduce students to the concepts and practices of project management in an IT context. The challenges and issues that are specific to IT projects will be the focus of this course. IT Project Methodology and the concept of measurable organizational value will provide a foundation for this course. Several techniques and metrics for IT project scope, time and cost estimation such as function point analysis will be introduced. The class will also enable students to understand the integrative nature of risks associated with IT projects as a part of the risk assessment and risk management component of the course. Quality systems, such as ITIL, CMM, etc, that support IT project quality will be discussed. The students will be introduced to change management issues including human resources and communication issues which arise as a result of a new IT project. Real world business cases will be used to further emphasize the above topics. The course will provide some basic body of knowledge that may help the students prepare for the PMI certification exams.
Prerequisite: MGS 614 or permission of instructor
NORMALLY OFFERED IN SPRING

MGS 647 SUPERVISED RESEARCH (1-6)
Instructional and practical experience in skills and techniques of research through association with a faculty member actively engaged in research.
Credit up to 6 hours, depending upon type and amount of research activities. May be taken for credit more than once.
Prerequisite: Permission of dept chairman.

MGS 648 INTERNSHIP (3)
NORMALLY OFFERED FALL, SPRING, AND SUMMER.

MGS 649 MIS PRACTICUM (1)
The MIS practicum course is the capstone course for the MS-MIS program. This course is geared towards providing the student with practical experience in the MIS area through an MIS internship with an external organization or an MIS project within the university under the academic supervision of a faculty mentor in the MSS department. The course will allow the student to integrate knowledge and skills acquired in the MS-MIS program through their application in a practical setting.
AVAILABLE <u>ONLY</u> FOR MS MIS STUDENTS
OFFERED SPRING OR SUMMER

MGS 650 INFORMATION ASSURANCE (3)
This is an interdisciplinary course in Information Assurance that has two primary objectives: 1) to introduce students to fundamental concepts, terminologies, IA models and practices. 2) to view how different fields of disciplines interact in this area. The course will familiarize students with the technical, legal, socio-political, and managerial issues of IA. Broadly, the issues that we will cover in this course include:
Security investigation and analysis
Ethical, legal, and professional aspects of Information assurance
Risk management and
Implementation and maintenance of information assurance.
Prerequisite: MGS 602 or permission of instructor.
NORMALLY OFFERED IN FALL.

MGS 651 MANAGEMENT OF COMPUTER NETWORKS (3)
The area of computer networks is currently the fastest growing part of the MIS world. This course will discuss concepts in the management of computer networks. It is an introductory course which will discuss issues in designing computer networks, administration, network operating systems and network interconnection alternatives. A hardware lab on networking will provide a "hands-on" part of the course. The course will provide the MBA (MIS concentration) student with the foundation skills to develop a career in the field of networks through their exposure to network administration, design, pricing, etc. In addition, the hardware lab for hands on network administration is unique and is not available for student use anywhere else on campus. Course topics will be drawn from: introduction to microcomputers and Local Area Networks; LAN hardware, systems software, and installation; LAN administration; Wide Area Networks; and emerging technologies.
Prerequisite: MGS 602.
NORMALLY OFFERED IN SPRING.

MGS 655 DISTRIBUTED COMPUTING (3)
A Distributed Computing System (DCS) interconnects many autonomous computers to satisfy the information processing needs of modern enterprises. The objectives of this course are twofold: (1) gain a solid understanding of the technical issues, concepts and systems in the rapidly advancing technologies in distributed computing, and (2) acquire a substantial level of skills in designing, programming and implementing web based systems. The course is organized into two parts: study of DCS technologies, and study of object-oriented systems.
We will address communication and networking services, application support services, distribute object management, interoperability/open systems, and distributed system design. We will overview the art of object oriented programming and follow it up by a detailed study of Java.
Prerequisite: MGS 602 or concurrent with MGS 602.
NORMALLY OFFERED IN FALL.
THIS IS A FOLLOW-UP COURSE TO MGS 602

MGS 659 SEMINAR IN ELECTRONIC COMMERCE (3)
The main objective of this course is to introduce students to the theory and practice of doing business via the Internet. Topics include: elements of the infrastructure of electronic commerce; technologies and applications in electronic commerce; using electronic commerce for the creation of competitive advantages; planning technology-based strategies to achieve business goals. The course will rely heavily on research and peer learning with the instructor serving as catalyst, facilitator, and evaluator in a collaborative environment.
NORMALLY OFFERED IN SPRING

MGS 695 SEMINAR IN MANAGEMENT INFORMATION SYSTEMS (3)
This seminar provides a critical review of theory and empirical research in the information systems area. One objective of the seminar is to acquaint participants with the research approaches and procedures used in management systems and to encourage them to formulate research proposals suitable for dissertation purposes.
Prerequisites: Advanced graduate standing and permission of instructor.
NOT OFFERED ON A REGULAR BASIS.

MGT 601 ETHICS AND CORPORATE GOVERNANCE (1.5)
The class is designed to introduce students to the legal and ethical environment in which businesses operate. It will examine the role of ethics in business decision-making and the distinction between ethical and legal constraints. The course will discuss basic corporate law concepts, with a particular focus on governance issues, including analysis of the Sarbanes-Oxley legislation of 2002. There will be a heavy emphasis on case analysis of ethical issues found in the corporate environment.
OFFERED IN FALL

MGT 617 THE GOVERNMENT, THE LAW, AND THE FIRM (3)
An analysis of the business sector's relation to the principal forces operating in the legal, political, and social environment. Particular attention given to constraints and freedoms offered under common, corporate, and regulation. Also examined are contemporary problems in corporate governance such as business and professional standards, code of ethics, and corporate social responsibility.
NORMALLY OFFERED SPRING. (PMBA PROGRAM ONLY)

MGT 640 LEGAL ASPECTS OF BUSINESS MANAGEMENT (4)
Coverage of contracts, business organizations, government regulations, and various areas of commercial law. Fundamental issues in jurisprudence, procedure and legal reasoning, and related global, ethical, and public policy issues are addressed. This in-depth survey of the law is appropriate for all management students.
NORMALLY OFFERED IN FALL.

MGT 647 SUPERVISED RESEARCH (1-6)
Instructional and practical experience in skills and techniques of research through association with a faculty member actively engaged in research. Credit up to 6 hours, depending upon type and amount of research activities. May be taken for credit more than once.
Prerequisite: Permission of department chairman.

MGT 648 INTERNSHIP (3)
NORMALLY OFFERED FALL, SPRING, AND SUMMER.

CHAPTER VI Waiver Policies

Full-time Students

Full-time students may not waive core courses regardless of previous education or experience. These courses are an integral part of the cohort system.

See internship waiver policy in the CBIP section of this Handbook.

Electives cannot be waived except in the case where a student petitions the department to waive an option elective for satisfaction of an option requirement. No credit will be given if waived and substitution of another elective is required. Ten electives must be completed for the full-time program.

Exception: Students in the full-time program who have completed a graduate degree in another area, prior to entrance into the full-time program, may obtain a waiver of up to 6 hours of graduate elective credit based on this alternate area of graduate specialization. This policy does not apply to the evening program. No electives may be waived in the PMBA program.

BS/MBA Program Courses

Students who are in the BS/MBA program are expected to complete core courses at the graduate level. Advanced planning is necessary to ensure that the required undergraduate coursework has been completed before beginning the MBA program.

PMBA Students

The MBA Admissions and Retention Committee will review requests for waivers on a case-by-case basis. For example, up to 9 transfer credits may be accepted if the student earned B grades or better and if the courses were completed at an equivalent AACSB-International accredited institution within the last five years.

Students wishing to petition for waivers must present supporting documentation (syllabi, transcripts, course descriptions) before a waiver will be considered.

PMBA students who wish to take specific electives and have work schedule flexibility may choose to replace PMBA electives with electives offered in the day program. Arrangements to do so must be made through the PMBA Program Office.

EMBA Students

There are no waivers for the EMBA Program.

CHAPTER VII Prerequisites

All prerequisites must be completed prior to attending courses. If a student registers for a course without completing the prerequisites, the School may exception drop the registration.

Calculus Prerequisite for Full-time MBA Students:
One semester of calculus with a grade of “B” or better; or two semesters of calculus with a grade of “C” or better in both; Calculus is primarily a prerequisite for MGQ 606 and MGE 601.

Accounting

MGA 604
MGA 606: MGA 604
MGA 607: MGA 606 or equivalent
MGA 609: MGA 604
MGA 610: MGA 613, MGS 620 PI
MGA 611: MGA 604
MGA 612: MGA 611 or equivalent
MGA 613: MGA 606 or equivalent
MGA 614: MGA 613 or equivalent
MGA 615: MGA 604, MGQ 606
MGA 617: MGA 609
MGA 618: MGA 606 or equivalent
MGA 619-620: PI
MGA 632: MGA 604, MGF 631
MGA 635: MGA 604
MGA 647: PI
MGA 648: P of CBIP coordinator

Organization

MGB 601
MGB 607
MGB 619-620: PI
MGB 625
MGB 647: PI
MGB 666: PI (by application)
MGB 685: MGB 601

Economics

MGE 601
MGE 602: MGE 601 or undergrad
MGE 647: PI
MGE 648: P of CBIP coordinator
MGE 669: PI
MGE 690
MGE 691

Finance

MGF 631: MGA 604, MGQ 606, or concurrent MGQ 606
MGF 633: MGF 631
MGF 636: MGF 631, MGF 633, or PI
MGF 637: MGF 631, MGF 633 recommended
MGF 638: MGF 631, MGF 633 recommended
MGF 641: MGF 631
MGF 643: MGF 631, MGF 633
MGF 644
MGF 647: PI
MGF 648: P of CBIP coordinator
MGF 656: PI
MGF 658
MGF 661: MGF 631
MGF 667: PI
MGF 669
MGF 685: MGF 631, MGQ 606
MGF 696: MGF 633 or PI

General Management

MGG 501-502: MS Students only
MGG 619: MGQ 606
MGG 633: MBA ONLY OR PI
MGG 635
MGG 636
MGG 640
MGG 643: MGB 601 or PI
MGG 650
MGG 655
MGG 665: MGT 617 or PI
MGG 673: PI

Health Systems

MGH 631
MGH 632: MGH 631 or PI
MGH 633
MGH 634

Human Resources

MGI 601
MGI 602: MGI 601
MGI 647: PI
MGI 648: P of CBIP coordinator
MGI 696: PI

Marketing

MGM 625
MGM 647: PI
MGM 648: P of CBIP coordinator
MGM 651: MGM 625, MGQ 606
MGM 656: MGM 625
MGM 659: MGM 625
MGM 664: MGM 625, MGM 667
MGM 667: MGM 625 or concurrent
MGM 670: MGM 625
MGM 671: MGM 625
MGM 683: MGM 625

Operations

MGO 615: MGQ 606, MGE 601
MGO 616: MGO 615
MGO 617
MGO 630: MGA 604, MGF 631 or concurrent, MGM 625 or concurrent
MGO 631: MGO 630 or concurrent
MGO 632: MGO 630 or concurrent, PI
MGO 633: MGO 630
MGO 634: MGO 630 or concurrent
MGO 636
MGO 637
MGO 638
MGO 641: MGA 604, MGF 631, MGM 625
MGO 647: PI
MGO 648: P of CBIP coordinator
MGO 660
MGO 661
MGO 662: MGO 661
MGO 680
MGO 685
MGO 695

Quantitative Methods

MGQ 606
MGQ 647: PI

Systems

MGS 602
MGS 607
MGS 613: MGS 602 or PI
MGS 614
MGS 616: MGS 602
MGS 620
MGS 625: MGS 614 or PI
MGS 647: PI
MGS 648: P of CBIP coordinator
MGS 649: PI
MGS 650: MGS 602 or PI
MGS 651: MGS 602
MGS 655: MGS 602
MGS 659
MGS 695: PI

Management and Policy

MGT 601
MGT 617: (PMBA ONLY)
MGT 640
MGT 647: PI
MGT 648: P of CBIP coordinator

PI — Permission of Instructor

CHAPTER VIII Disciplinary Procedures for Academic Infractions

Academic Integrity:

Code of Ethics

It is the conviction and a guiding principle of the School of Management that education is concerned with the development of personal character as well as the acquisition of knowledge and skills. It is further the belief of the School that each individual bears the primary responsibility for his or her own ethical behavior. Because of these beliefs, it is the intent of the School to encourage and to do all that is possible to support a high standard of ethical behavior. It is incumbent upon all faculty, students, and staff of the School of Management to maintain the fullest commitment to academic integrity. Faculty, students, and staff all have an obligation to each other to maintain high personal standards of integrity and to expect high standards of integrity from each other, for the reputation of the School of Management is derived from the performance of all its members.

Faculty, students, and staff all have an obligation to be aware of their own and one another's rights and responsibilities with respect to matters involving academic integrity and to insist on the observance of these rights and responsibilities.

Standards of Academic Integrity

Although it is difficult to define academic dishonesty precisely, the general understanding of that term by students and faculty, and the meaning established by tradition, will serve as guidelines in reviewing each case of academic dishonesty. Furthermore, because honesty is such a fundamental requirement within the academic community, the faculty jointly with students assumes full responsibility for identifying and dealing with dishonest practices.

To meet this responsibility, the faculty must:

- promulgate rules to guide the student;
- supervise students during those periods when there would be an opportunity or a temptation to cheat;
- be explicit about whether students should be working together or alone on homework and bring questionable cases to the attention of the student.

For its part, the student body must assume its share of responsibility by:

- understanding and following the guidelines set forth by the instructor for the course;
- bringing to the attention of the faculty member any evidence of academic dishonesty or any conditions which have a potential of creating academic dishonesty; and
- assisting faculty committees in preparing the rules and/or adjudicating questionable cases.

Academic Integrity Policy and Procedures

Graduate School

Preamble

Academic integrity is a fundamental university value. Through the honest completion of academic work, students sustain the integrity of the university while facilitating the university's imperative for the transmission of knowledge and culture based upon the generation of new and innovative ideas.

When an instance of suspected or alleged academic dishonesty by a student arises, it shall be resolved according to the procedures set forth herein. These procedures assume that many questions of academic dishonesty will be resolved through consultative resolution between the student and the instructor.

It is recommended that the instructor and student each consult with the department chair, School or College dean, or the Graduate School if there are any questions regarding these procedures.

Examples of Academic Dishonesty. Academic dishonesty includes, but is not limited to, the following:

(a) Previously submitted work. Submitting academically required material that has been previously submitted -- in whole or in substantial part -- in another course, without prior and expressed consent of the instructor.

(b) Plagiarism. Copying or receiving material from any source and submitting that material as one's own, without acknowledging and citing the particular debts to the source (quotations, paraphrases, basic ideas), or in any other manner representing the work of another as one's own.

(c) Cheating. Soliciting and/or receiving information from, or providing information to, another student or any other unauthorized source (including electronic sources such as cellular phones and PDAs), with the intent to deceive while completing an examination or individual assignment.

(d) Falsification of academic materials. Fabricating laboratory materials, notes, reports, or any forms of computer data; forging an instructor's name or initials; resubmitting an examination or assignment for reevaluation which has been altered without the instructor's authorization; or submitting a report, paper, materials, computer data, or examination (or any considerable part thereof) prepared by any person other than the student responsible for the assignment.

(e) Misrepresentation of documents. Forgery, alteration, or misuse of any University or Official document, record, or instrument of identification.

(f) Confidential academic materials. Procurement, distribution or acceptance of examinations or laboratory results without prior and expressed consent of the instructor.

(g) Selling academic assignments. No person shall sell or offer for sale to any person enrolled at the University at Buffalo any academic assignment, or any inappropriate assistance in the preparation, research, or writing of any assignment, which the seller knows, or has reason to believe, is intended for submission in fulfillment of any course or academic program requirement.

(h) Purchasing academic assignments. No person shall purchase an academic assignment intended for submission in fulfillment of any course or academic program requirement.

CONSULTATIVE RESOLUTION

Step 1. If an instructor has reason to believe that a student may have committed an act of academic dishonesty, the instructor shall notify the student suspected of academic dishonesty by e-mail to the student's UB IT address with receipt requested, by certified mail return receipt requested, or by written notice delivered in person with a copy countersigned by the student and retained by the instructor within 10 academic days* of discovery of the alleged incident.

Once the alleged incident has occurred, the student may not resign from the course without permission of the instructor.

The instructor shall meet and consult with the student within 10 academic days* of the date of notification. If the student fails to attend the consultative meeting, the instructor has the authority to reach a decision and to impose a sanction (if appropriate) without the student consultation.

At consultation, the instructor shall inform the student of the allegations relating to the specific infringement, and the student shall be given a copy of the Academic Integrity Policy and Procedures. At the request of either or both parties, the consultation may be recorded. A departmental note-taker (a staff or faculty member, but not a teaching assistant) may record consultation proceedings. The student must agree to the presence of the note-taker, and the student may also have a note-taker in attendance.

Step 2. If, after consultation with the student, the instructor believes the student did not commit an act of academic dishonesty, no sanctions may be imposed. The instructor will orally inform the student of that

finding and, if the student so requests, will provide the student with a written statement confirming that finding. Procedures end.

If, after consultation with the student, the instructor believes the student did commit an act of academic dishonesty, the instructor has the authority to impose one or more of the following sanctions:

1. Warning. Written notice to the student that he/she has violated a University academic integrity standard and that the repetition of the wrongful conduct may be cause for more severe sanctions.

2. Revision of Work. Requiring the student to replace or revise the work in which dishonesty occurred. (The instructor may choose to assign a grade of “I” [Incomplete] pending replacement or revision of the work.)

3. Reduction in Grade. With respect to the particular assignment/exam or final grade in the course.

4. Failure in the Course. To be indicated on the transcript by a grade of “F” without comment.

5. Such other reasonable and appropriate sanction(s) as may be determined by the instructor (or Committee at later levels of review) with the exception of those subsequently described under #6.

6. Recommendation of any of the following University sanctions (these require approval at the department, College/School, and Graduate School levels).

a. Failure in the Course with Citation of Academic Dishonesty: To be indicated by an “F” on the transcript with the notation that the grade of “F” was assigned for reason of academic dishonesty. Only the Dean of the Graduate School or his or her designee may impose this sanction.

b. Suspension from the University: For a definite term upon stated conditions. Only the University President or his/her designee may suspend a student from the University.

c. Expulsion from the University: With comment on the transcript. Only the University President or his/her designee may expel a student from the University.

Step 3. The instructor shall provide the student with a copy of the decision, sanction(s) imposed, and the student’s right to appeal that decision. The instructor’s decision letter shall be sent to the student (via certified, return receipt mail), the department chair, and the Dean of the Graduate School within 10 academic days* of the date of the consultation meeting. This statement of decision shall be included in the student’s confidential file maintained in the Graduate School. The student shall have access to this file.

University Sanctions. If the sanctions imposed at the instructor level include recommendation of University sanctions (as listed in Step 2.6), departmental level procedures are required, and shall be initiated within 10 academic days* of the department chair’s receipt of the statement of decision.

Right to Appeal. The student may appeal the instructor’s findings. The student’s request for an appeal, including specification of the grounds for appeal, must be submitted in writing to the instructor and to the department chair no later than 10 academic days* after the instructor has notified the student of his or her decision.

DEPARTMENTAL LEVEL PROCEDURES

Step 1. The instructor and student have no more than 10 academic days* following the filing of the request for the initiation of departmental proceedings to deliver evidentiary materials to the department chair. The instructor and student shall each provide the department chair with a written statement of

evidence supporting his or her position, any relevant documentation, and the names of potential witnesses.

If the department chair is the faculty member who has brought the academic dishonesty charge against the student, or if a department is unable to assemble a committee because of a limited number of faculty or students, direct consideration at the college or school level may be requested.

Pending resolution, the instructor shall temporarily assign a grade of “I” (Incomplete). This “I” grade can only be adjusted by resolution of the case.

Step 2. Upon review of relevant materials (including all evidence and statements communicated during consultation), if the department chair does not deem it necessary to consider further the circumstances of the case, the department chair will notify the student (via certified, return receipt mail), the instructor, the cognizant academic dean, and the Dean of the Graduate School of his or her decision within 20 academic days* of receipt of the student’s appeal or instructor’s recommendation. If the sanctions imposed at this stage include recommendation of University sanctions (as listed in Consultative Resolution Step 2.6), decanal level procedures are required (see “Decanal Level Procedures”).

Alternatively, if the department chair deems it necessary to consider further the circumstances of the case, he or she shall convene the Departmental Adjudication Committee within 20 academic days* of the date the department office received the request for initiation of departmental proceedings (see Appendix A).

The department office shall convey all evidentiary materials to the Departmental Adjudication Committee, the student, and the instructor at the time the notice of the hearing is delivered. The student and the instructor shall be given at least 72 hours notice of the hearing.

At hearing(s), the Departmental Adjudication Committee shall provide sufficient opportunity for both principals to present their positions and shall allow each principal the right to question the presentation(s), written or verbal, of those who contribute information to the committee.

The hearing(s) shall be conducted in a fair and expeditious manner, but shall not be subject to the rules governing a legal proceeding. Each principal shall have the right to be present (under unusual circumstances, if either party is considered to pose a physical threat to the other or to the committee, the chair of the committee may request that either the student or instructor participate by phone) and to have one advisor present at all hearings.

The technical and formal rules of evidence applicable in a court of law are not controlling, and the committee may hear all relevant and reliable evidence that will contribute to an informed result. The Departmental Adjudication Committee shall only consider evidence presented at hearing(s). Discussion of a student’s formerly alleged or documented academic misconduct shall not be admissible as evidence to determine whether the student is responsible for breaching the university’s academic integrity code in the current case, although such history may be introduced and considered during the sanctioning phase. Hearings shall be confidential (see Appendix B).

The Departmental Adjudication Committee shall provide the department chair with a written statement of recommendations and reasons for recommendations within 10 academic days* after the final meeting of the committee. Recommendations may include:

1. Findings Overturned. Finding that no academic dishonesty took place and that no sanctions should be imposed.

2. Findings Sustained. Finding that academic dishonesty occurred, and the committee is in agreement with the sanction(s) previously imposed or recommended.

3. Finding of Different Sanction. Finding that academic dishonesty occurred, but that the sanction(s) previously imposed or recommended are inappropriate and that greater or lesser sanction(s) should be imposed.

Step 3. The department chair considers the Committee's findings and recommendations and renders a final decision. The department chair's decision and the student's right to appeal that decision shall be submitted in writing from the department chair to the student (via certified, return receipt mail), the instructor, the cognizant academic dean, and the Dean of the Graduate School within 10 academic days* from receiving the Departmental Adjudication Committee's statement of recommendations.

The department chair shall forward the record of the matter consisting of all written communications, all written evidence, an audiotape or other record of the hearing, and its statement of recommendations to the Dean of the Graduate School, where a confidential file will be maintained. The student shall have access to this file.

University Sanctions. If the sanction(s) imposed at the departmental level include recommendation of University sanctions (as listed in Consultative Resolution Step 2.6), decanal level procedures are required, and shall be initiated within 10 academic days* of the dean's receipt of the statement of decision.

Right to Appeal. The student or the instructor may appeal the department chair's findings. The request for an appeal, including specification of the grounds for appeal, must be submitted in writing to the department chair and to the cognizant academic dean no later than 10 academic days* after the department chair has notified the student of his or her decision.

DECANAL LEVEL PROCEDURES

Step 1. The instructor and student have no more than 10 academic days* following the filing of the request for the initiation of decanal level proceedings to deliver evidentiary materials to the cognizant academic dean. The instructor and student shall each provide the academic dean with a written statement of evidence supporting his or her position, any relevant documentation, and the names of potential witnesses.

Pending resolution, the temporarily assigned grade of "I" (Incomplete) will continue in place. This "I" grade can only be adjusted by final resolution of the pending case.

Step 2. Upon review of relevant materials (including all evidence and statements communicated during consultation), if the academic dean does not deem it necessary to consider further the circumstances of the case, the academic dean will notify the student (via certified, return receipt mail), the instructor, the department chair, and the Dean of the Graduate School of his or her decision within 20 academic days* of receipt of the student's appeal or instructor's recommendation. If the sanctions imposed at this stage include recommendation of University sanctions (as listed in Consultative Resolution Step 2.6), a hearing at the decanal level is required, and procedures below shall be initiated within 20 academic days* of the academic dean's receipt of the department chair's statement of decision.

Alternatively, if the academic dean deems it necessary to consider further the circumstances of the case, he or she shall convene the Decanal Adjudication Committee within 20 academic days* of the date which the academic dean received the request for initiation of decanal level proceedings (see Appendix C). The academic dean's office shall convey all evidentiary materials to the Decanal Adjudication Committee, the student, and the instructor at the time the notice of the hearing is delivered. The student and the instructor shall be given at least 72 hours notice of the hearing.

At hearing(s), the Decanal Adjudication Committee shall provide sufficient opportunity for both principals to present their positions and shall allow each principal the right to question the presentation(s), written or verbal, of those who contribute information to the committee.

The hearing(s) shall be conducted in a fair and expeditious manner, but shall not be subject to the rules governing a legal proceeding. Each principal shall have the right to be present (under unusual circumstances, if either party is considered to pose a physical threat to the other or to the committee, the chair of the committee may request that either the student or instructor participate by phone) and to have one advisor present at all hearings.

The technical and formal rules of evidence applicable in a court of law are not controlling, and the committee may hear all relevant and reliable evidence that will contribute to an informed result. The Decanal Adjudication Committee shall only consider evidence presented at hearing(s). Discussion of a student's formerly alleged or documented academic misconduct shall not be admissible as evidence to determine whether the student is responsible for breaching the university's academic integrity code in the current case, although such history may be introduced and considered during the sanctioning phase. Hearings shall be confidential (see Appendix B).

The Decanal Adjudication Committee shall provide the academic dean with a written statement of recommendations and reasons for recommendations within 10 academic days* after the final meeting of the committee. Recommendations may include:

1. Findings Overturned. Finding that no academic dishonesty took place and that no sanctions should be imposed.

2. Findings Sustained. Finding that academic dishonesty occurred, and the committee is in agreement with the sanction(s) previously imposed or recommended.

3. Finding of Different Sanction. Finding that academic dishonesty occurred, but that the sanction(s) previously imposed or recommended are inappropriate and that greater or lesser sanction(s) should be imposed.

Step 3. The academic dean considers the Committee's findings and recommendations and renders a final decision. The academic dean's decision and the student's right to appeal that decision shall be submitted in writing from the academic dean to the student (via certified, return receipt mail), the instructor, the department chair, and the Dean of the Graduate School within 10 academic days* from receiving the Decanal Adjudication Committee's statement of recommendations.
The academic dean shall forward the record of the matter consisting of all written communications, all written evidence, an audiotape or other record of the hearing, and its statement of recommendations to the Dean of the Graduate School, where a confidential file will be maintained. The student shall have access to this file.

University Sanctions. If the sanction(s) imposed at the decanal level include recommendation of University sanctions (as listed in Consultative Resolution Step 2.6), Graduate School level procedures are required, and shall be initiated within 10 academic days* of the Dean of the Graduate School's receipt of the statement of decision.

Right to Appeal. The student or the instructor may appeal the academic dean's findings, but only based on claims of limitations on, or violations of, applicable due process. Any such appeal request must describe the specific due process violation(s) claimed and must be submitted in writing to the academic dean and to the Dean of the Graduate School no later than 10 academic days* after the academic dean has notified the student of his or her decision.

GRADUATE SCHOOL LEVEL PROCEDURES

Step 1. The instructor and student have no more than 10 academic days1. following the filing of the request for the initiation of Graduate School level proceedings to deliver evidentiary materials to the Dean of the Graduate School. The instructor and student shall each provide the Dean of the Graduate School with a written statement of evidence supporting his or her position, any relevant documentation, and the names of potential witnesses.

Pending resolution, the temporarily assigned grade of “I” (Incomplete) will continue in place. This “I” grade can only be adjusted by final resolution of the pending case.

Step 2. Upon review of relevant materials (including all evidence and statements communicated during consultation), if the Dean of the Graduate School does not deem it necessary to consider further the circumstances of the case, the Dean of the Graduate School will notify the student (via certified, return receipt mail), the instructor, the department chair, and the cognizant academic dean of his or her decision within 20 academic days* of receipt of the student’s appeal or instructor’s recommendation. If the sanctions imposed at this stage include recommendation of University sanctions (as listed in Consultative Resolution Step 2.6), the Dean of the Graduate School will pursue appropriate steps to implement or seek implementation of such sanction(s).Alternatively, if the Dean of the Graduate School deems it necessary to consider further the circumstances of the case, he or she shall convene the Graduate School Adjudication Committee within 20 academic days* of the date on which the Dean of the Graduate School received the request for initiation of Graduate School level proceedings (see Appendix D).

The Graduate School shall convey all evidentiary materials to the Graduate School Adjudication Committee, the student, and the instructor at the time the notice of the hearing is delivered. The student and the instructor shall be given at least 72 hours notice of the hearing.

At hearing(s), the Graduate School Adjudication Committee shall provide sufficient opportunity for both principals to present their positions and shall allow each principal the right to question the presentation(s), written or verbal, of those who contribute information to the committee.

The hearing(s) shall be conducted in a fair and expeditious manner, but shall not be subject to the rules governing a legal proceeding. Each principal shall have the right to be present (under unusual circumstances, if either party is considered to pose a physical threat to the other or to the committee, the chair of the committee may request that either the student or instructor participate by phone) and to have one advisor present at all hearings.

The technical and formal rules of evidence applicable in a court of law are not controlling, and the committee may hear all relevant and reliable evidence that will contribute to an informed result. The Graduate School Adjudication Committee shall only consider evidence presented at hearing(s). Discussion of a student’s formerly alleged or documented academic misconduct shall not be admissible as evidence to determine whether the student is responsible for breaching the university’s academic integrity code in the current case, although such history may be introduced and considered during the sanctioning phase. Hearings shall be confidential (see Appendix B).

The Graduate School Adjudication Committee shall provide the Dean of the Graduate School with a written statement of recommendations and reasons for recommendations within 10 academic days* after the final meeting of the committee. Recommendations may include:

1. Findings Overturned. Finding that no academic dishonesty took place and that no sanctions should be imposed.

2. Findings Sustained. Finding that academic dishonesty occurred, and the committee is in agreement with the sanction(s) previously imposed or recommended.

3. Finding of Different Sanction. Finding that academic dishonesty occurred, but that the sanction(s) previously imposed or recommended are inappropriate and that greater or lesser sanction(s) should be imposed.

Step 3. The Dean of the Graduate School considers the committee’s findings and recommendations and renders a final decision. The Dean of the Graduate School’s decision shall be submitted in writing to the student (via certified, return receipt mail), the instructor, the department chair, and the cognizant

academic dean within 10 academic days* from receiving the Graduate School Adjudication Committee's statement of recommendations.

The Dean of the Graduate School shall file the record of the matter consisting of all written communications, all written evidence, an audiotape or other record of the hearing, and statements of recommendations to the Dean of the Graduate School, in the confidential file located in and maintained by the Graduate School. The student shall have access to this file.

University Sanctions. If the sanction(s) imposed at the Graduate School level include implementation or recommended implementation of University sanctions (as listed in Consultative Resolution Step 2.6), implementation or recommended implementation of those sanctions shall be initiated within 10 academic days* following the Dean of the Graduate School's decision in the matter.

No Right to Further Appeal. The decision of the Dean of the Graduate School is final, and no further appeal is available.

Note: *Academic days are defined as weekdays when classes are in session, not including the summer sessions.

Appendix A

Departmental Adjudication Committee Membership.

The department chair or the chair of the departmental adjudication committee shall assemble, from a pool of individuals comprising the departmental Academic Integrity Pool, a Departmental Adjudication Committee comprised of no fewer than two faculty members and two graduate students or a larger number of participants maintaining this same ratio. The departmental Academic Integrity Pool shall be selected by the respective faculty and student constituencies in an appropriate democratic fashion, and in no case shall these representatives be appointed by the departmental or decanal administration. If deemed appropriate, the Departmental Academic Integrity Pool may also serve as the Departmental Grievance Pool.

The members of the Academic Integrity Pool and the Adjudication Committee shall be selected so that no member is involved in a disproportionate number of cases. Each principal to the dispute shall have the option of requesting, without stipulating a reason, the replacement of one member of the Committee appointed to hear the case. If any principal finds the replacement member inappropriate, the party shall transmit, within five academic days* of the naming of the committee, a written statement of the grounds for this "challenge for cause" to the cognizant department chair who shall rule on the merits and either retain or replace the committee member so challenged. Each committee member selected shall have the option of disqualifying him/herself from the Committee by stipulating reasons why he or she feels unable to deal with the case in an unbiased fashion.

Appendix B

Confidentiality of Proceedings.

Once the department chair, college or school dean or the Dean of the Graduate School initiates an academic integrity hearing, principals and committee members shall have the obligation to maintain the confidentiality of the proceedings and of all materials or testimony presented in hearing proceedings, until a decision is formally transmitted to the principals involved in the case.

If a breach of confidentiality by either principal (as defined above) is formally brought to the attention of the Adjudication Committee, upon a majority vote of the committee, it may choose to consider this breach a case of possible misconduct. If a committee member is charged with a possible misconduct, such charge will be heard at the next highest level Adjudication Committee. Such consideration shall take precedence over the pending case, and a misconduct hearing shall be conducted, and findings shall be transmitted, in writing, to the principals and committee members, and shall be placed in a supplemental file of the case proceedings. Such findings may then be considered in the subsequent review of the case.

Appendix C
Decanal Adjudication Committee Membership.
The cognizant college or school dean, or the chair of the school or college Adjudication Committee, shall assemble, from a pool of individuals comprising the college or school Academic Integrity Pool, a Decanal Adjudication Committee comprised of no fewer than two faculty members and two graduate students or a larger number of participants maintaining this same ratio. In those college/schools comprised of multiple academic departments, the Decanal Adjudication Committee shall not include representatives from the department(s) involved in the case. The college or school Academic Integrity Pool shall include two representatives, as appropriate, from each department: one faculty member and one graduate student. The departmental representatives in the Academic Integrity Pool shall be selected by the respective faculty and student constituencies in an appropriate democratic fashion, and in no case shall these representatives be appointed by the departmental or decanal administration. If deemed appropriate, the Decanal Academic Integrity Pool may also serve as the Decanal Grievance Pool.

The members of the Academic Integrity Pool and the Adjudication Committee shall be selected so that no member is involved in a disproportionate number of cases. Each principal to the dispute shall have the option of requesting, without stipulating a reason, the replacement of one member of the Committee appointed to hear the case. If any principal finds the replacement member inappropriate, the party shall transmit, within five academic days* of the naming of the committee, a written statement of the grounds for this “challenge for cause” to the cognizant academic dean who shall rule on its merits and either retain or replace the committee member so challenged. Each committee member selected shall have the option of disqualifying him/herself from the Committee by stipulating reasons why he or she feels unable to deal with the case in an unbiased fashion.

Appendix D
Graduate School Adjudication Committee Membership.
The Graduate School Adjudication Committee shall be comprised of no fewer than two faculty members and two graduate students (all from outside the cognizant academic department[s]) or a larger number of participants maintaining this same ratio. The departmental representatives comprising the Graduate School Academic Integrity Pool shall be selected by the respective faculty and student constituencies in an appropriate democratic fashion, and in no case shall these representatives be appointed by the departmental or decanal administration. If deemed appropriate, the Graduate School Academic Integrity Pool may also serve as the Graduate School Grievance Pool.

The members of the Graduate School Academic Integrity Pool and the Graduate School Adjudication Committee shall be selected so that no member is involved in a disproportionate number of cases. Each principal to the dispute shall have the option of requesting, without stipulating a reason, the replacement of one member of the committee appointed to hear the case. If any principal finds the replacement member inappropriate, the party shall transmit, within five academic days1 of the naming of the committee, a written statement of the grounds for this “challenge for cause” to the Dean of the Graduate School who shall rule on its merits and either retain or replace the committee member so challenged. Each committee member selected shall have the option of disqualifying him/herself from the committee by stipulating reasons why he or she feels unable to deal with the case in an unbiased fashion.

Panel Development
The Dean of the Graduate School shall encourage departments to nominate faculty and student representatives for the departmental and decanal pools and to encourage departments to facilitate development of faculty and student representatives in order to ensure a suitable pool of personnel for departmental, decanal, and Graduate School academic integrity hearings.

Adopted by the University at Buffalo Faculty Senate, 6 December 2005
Promulgated by President John B. Simpson, 16 December 2005

CHAPTER IX Grievance Procedures for Students

Academic Grievance Policy and Procedures
Graduate School

Preamble
It is an objective of the University at Buffalo and its Graduate School to encourage the prompt consultative resolution of grievances of graduate students as they arise, and to provide orderly procedures for the formal consideration and resolution of complaints that cannot be resolved through consultation.
This set of procedures is designed to provide a well-defined, yet appropriately flexible structure that recognizes and reflects the issues unique to graduate education as well as academic areas common to all faculty-student or administrator-student relationships.

The following procedures provide a sequence of steps for the orderly and expeditious resolution of grievances initiated by graduate students. While recognizing and affirming the established principle that academic judgments and determinations are to be reached solely by academic professionals, it is the Graduate School's intention to secure, to the maximum extent feasible, equitable treatment of every party to a dispute. To that end, those who oversee the grievance process are charged to pay heed not only to issues of procedural integrity, but also to considerations of substantive fairness.

Grievance Definitions and Limits

1. Definition. A grievance shall include, but is not restricted to, a complaint by a graduate student:
   (a) that he or she has been subjected to a violation, misinterpretation, or inequitable application of any of the regulations of the University, the Graduate School, a College or School, or Department; or
   (b) that he or she has been treated unfairly or inequitably by reason of any act or condition that is contrary to established policy or practice governing or affecting graduate students at the University at Buffalo.

2. Time Limit. A grievance must be filed within one calendar year from the date of the alleged offense. The cognizant department chair, college or school dean, or the Dean of the Graduate School may extend this time limit upon demonstration of good cause.

CONSULTATIVE RESOLUTION
Virtually all disputes originate in the department or comparable administrative unit and should, if feasible, be resolved through consultation between the disputants. The parties should meet and exert a good faith effort to resolve the dispute amicably.

At the request of either or both parties, the consultation may be recorded by a departmental note-taker (a staff or faculty member, but not a student). If a departmental note-taker is present during the consultation, the student may have an additional note-taker of his/her choosing also in attendance.

Neither note-taker may actively participate in the consultation between the parties to the grievance other than to request repetition or clarification of statements made by either party during the consultation session.

It may be useful for the student to seek first the assistance of his or her advisor, department chair, or director of graduate studies acting as a mediator to aid in evenhandedly resolving the dispute.

FORMAL RESOLUTION

I. DEPARTMENTAL LEVEL REVIEW

Step 1. The student who believes that the grievance is severe or has been unable to obtain an acceptable consultative resolution should submit in writing to the cognizant department chair a description of his or her complaint, including any evidentiary or supporting materials, and a request for a hearing. (If the department chair is a party against whom the grievance is brought, either as a teaching faculty member or as chair, or where the chair can demonstrate that it will best serve the interests of the parties, direct petition to the school or college level may be pursued.)

Step 2. The cognizant department chair shall give the Department Grievance Committee (see Appendix A) and each principal a copy of the written grievance, including any evidentiary or supporting materials, and a copy of the Academic Grievance Policy and Procedures for graduate students.

Upon initial review of the materials and statements presented by the grievant, if the Department Grievance Committee finds the grievance does not have reasonable supporting grounds, the Committee shall conclude the grievance is without merit. In this initial review the Committee may also consider materials or statements submitted by the teaching faculty member(s) against whom the grievance is lodged. If the grievance is found without merit, the Committee shall report this denial to the cognizant department chair. The Committee shall complete this initial review within 15 academic days* of its receipt of the grievance. The cognizant department chair shall then submit a Statement of Decision to the principals (via certified, return receipt mail), the cognizant college or school dean, and the Dean of the Graduate School within 10 academic days* of receipt of the Committee decision.

If the Department Grievance Committee finds the statement of grievance has reasonable supporting grounds, the Committee shall proceed with hearings as provided below.

Step 3. The Departmental Grievance Committee shall convene hearing(s) as necessary to allow both principals the opportunity to present their positions and shall allow each principal the right to question the presentation(s), written and verbal, of each principal and of others who contribute information to the Committee.

The hearing shall convene within 20 academic days* of the department's receipt of the written grievance. The cognizant department will notify principals at least 72 hours prior to the hearing.

The hearing(s) shall be conducted in a fair and expeditious manner, but shall not be subject to the rules governing a legal proceeding. Each principal shall have the right to be present (under unusual circumstances, if either party is considered to pose a physical threat to the other or to the committee, the chair of the committee may request that either the student or instructor participate by phone) and to have one advisor present at all hearings. Hearing(s) shall be conducted in confidence (see Appendix B).

Step 4. The Departmental Grievance Committee shall submit its recommendation(s) in writing, including findings and reasons for the recommendations, to the cognizant department chair within 10 academic days* of the final meeting of the committee.

Step 5. The cognizant department chair shall consider the committee's findings and recommendations and render a final decision. This Statement of Decision and an indication of the student's right to appeal the department chair's decision (including time limit) shall be submitted, in writing, from the department chair to the principals (via certified, return receipt mail), the cognizant college or school dean, and the Dean of the Graduate School within 10 academic days* from receiving the Department Grievance Committee's written recommendations. Files shall be maintained in the offices of the cognizant dean and the Office of the Dean of the Graduate School.

II. SCHOOL OR COLLEGE LEVEL APPEAL

Step 1. If either principal wishes to appeal the departmental ruling, a written statement of the appeal, including any additional evidentiary or supporting materials, shall be filed within 10 academic days* of receipt of the department chair's Statement of Decision. The appeal shall be filed with the cognizant college or school dean. (If the dean is a party against whom the grievance is brought, either as a teaching faculty member or as dean, or where the dean can demonstrate that it will best serve the interests of the parties, a direct petition to the Graduate School level may be pursued.)

Step 2. Upon review of relevant materials, including all materials and statements presented during prior hearings, and materials and statements subsequently presented, if the cognizant college or school dean does not find that the statement of appeal provides reasonable grounds to appeal nor raises doubt concerning the adequacy of prior review, the dean may issue a formal decision regarding the appeal. In such a case, the dean shall submit a Statement of Decision to the principals (via certified, return receipt mail), the department chair, and the Dean of the Graduate School within 20 academic days* of receipt of the appeal.

Alternatively, if the dean deems it necessary or appropriate to consider further the circumstances of the appeal, he or she shall convene a Decanal Grievance Committee within 20 academic days* of receipt of the appeal. The Decanal Grievance Committee shall include two faculty members and two graduate students. In those college/schools comprised of multiple academic departments, the Decanal Grievance Committee shall not include representatives from the department(s) involved in the grievance (see Appendix C).

Step 3. The cognizant dean shall give the Decanal Grievance Committee and each principal a copy of the Academic Grievance Policy and Procedures for graduate students, the original written grievance, the written appeal to the school or college level, any supplemental materials and statements, and all documentation and recommendations from the departmental proceedings.

Step 4. The Decanal Grievance Committee shall convene hearing(s) necessary to allow both principals the opportunity to present their positions and shall allow each principal the right to question the presentation(s), written or verbal, of the principals as well as others who contribute information to the committee. The principals must be given at least a 72-hour prior notice of the hearing.

The hearing(s) shall be conducted in a fair and expeditious manner, but shall not be subject to the rules governing a legal proceeding. Each principal shall have the right to be present (under unusual circumstances, if either party is considered to pose a physical threat to the other or to the committee, the chair of the committee may request that either the student or instructor participate by phone) and to have one advisor present at all hearings. Hearing(s) shall be conducted in confidence (see Appendix B).

Step 5. The Decanal Grievance Committee shall submit its recommendation(s) in writing, including findings and reasons for the recommendations, to the cognizant college or school dean within 10 academic days* of the final meeting of the committee.

Step 6. The cognizant dean shall consider the committee's findings and recommendations and render a final decision. This Statement of Decision and a statement of the student's right to appeal the dean's decision (including time limit) shall be submitted in writing from the dean to the principals (via certified, return receipt mail), the department chair, and the Dean of the Graduate School within 10 academic days* from receiving the Decanal Grievance Committee's written recommendations.

Files shall be maintained in the offices of the cognizant dean and the Office of the Dean of the Graduate School.

III. GRADUATE SCHOOL LEVEL APPEAL

On rare occasions, when all established procedures within a college or school have been exhausted, it may be appropriate for the Dean of the Graduate School to consider a final University appeal. In general,

the Dean of the Graduate School will consider only those appeals that document violations of applicable due process in prior proceedings or which establish sound cause to believe that prior proceedings have resulted in a decision contrary to law, the Polices of the SUNY Board of Trustees, or policies of the University at Buffalo. In general, the Dean of the Graduate School will not consider appeals that merely challenge the appropriateness of a judgment reached following a full and fair review of a matter by the department and the dean of the college or school.

Step 1. If either principal wishes to appeal the decision(s) of the college or school dean, the written statement of appeal, including any additional evidentiary or supporting materials, shall be filed within 10 academic days* of receipt of the Statement of Decision. The appeal shall be filed with the Dean of the Graduate School.

Step 2. Upon review of relevant materials, including all materials and statements presented during prior hearings, and any materials and statements subsequently presented, if the Dean of the Graduate School does not find that the statement of appeal provides reasonable grounds to appeal nor raises doubt concerning the adequacy of prior review, the Dean of the Graduate School may issue a formal decision regarding the appeal. In such a case, the Dean of the Graduate School will submit a Statement of Decision to the principals (via certified, return receipt mail), the department chair, and cognizant dean within 20 academic days* of receipt of the appeal.

Alternatively, if the Dean of the Graduate School deems it necessary or appropriate to consider further the circumstances of the appeal, he or she shall convene a Graduate School Grievance Committee within 20 academic days* of receipt of the appeal (see Appendix D).

Step 3. The Graduate School shall give the Graduate School Grievance Committee and each principal a copy of the Academic Grievance Policy and Procedures, the original written grievance, the written appeals to both the school/college and the Graduate School levels, any supplemental materials and statements, and all documentation and recommendations from the departmental and decanal proceedings. The Graduate School will notify principals at least 72 hours prior to the hearing.

Step 4. The Graduate School Grievance Committee shall convene hearing(s) as necessary to allow both principals the opportunity to present their positions and shall allow each principal the right to question the presentation(s), written or verbal, of the principals as well as others who contribute information to the Committee.

The hearing(s) shall be conducted in a fair and expeditious manner, but shall not be subject to the rules governing a legal proceeding. Each principal shall have the right to be present (under unusual circumstances, if either party is considered to pose a physical threat to the other or to the chair, the chair of the committee may request that either the student or instructor participate by phone) and to have one advisor present at all hearings. Hearing(s) shall be conducted in confidence (see Appendix B).

Step 5. The Graduate School Grievance Committee shall submit its letter of recommendations, including findings and reasons for recommendations, to the Dean of the Graduate School within 10 academic days* after the final meeting of the committee.

Step 6. The Dean of the Graduate School shall consider the Committee’s findings and recommendations and render a final University decision/determination. The Dean of the Graduate School's Statement of Decision shall be submitted in writing to the principals (via certified, return receipt mail), the department chair, and the cognizant academic dean within 10 academic days* from receiving the Graduate School Grievance Committee’s written recommendations.

The determination/decision of the Dean of the Graduate School constitutes the final step in the University review process and may not be further appealed.

Files shall be maintained in the office of the cognizant dean and the Graduate School.

Appendix A
Departmental Grievance Committee Membership

The cognizant department chair, or the chair of the departmental Grievance Committee, shall assemble, from a pool of individuals comprising the Departmental Grievance Pool, a Departmental Grievance Committee comprised of no fewer than two faculty members and two graduate students or a larger number of participants maintaining this same ratio. The departmental representatives in the Grievance Pool shall be selected by the respective faculty and student constituencies in an appropriate democratic fashion, and in no case shall these representatives be appointed by the departmental or decanal administration. If deemed appropriate, the Departmental Grievance Pool may also serve as the Departmental Academic Integrity Pool.

The members of the Grievance Pool and the Grievance Committee shall be selected so that no member is involved in a disproportionate number of grievances. Each principal to the dispute shall have the option of requesting, without stipulating a reason, the replacement of one member of the Committee appointed to hear the grievance. If any principal finds the replacement member inappropriate, the party shall transmit, within five academic days* of the naming of the committee, a written statement of the grounds for this “challenge for cause” to the cognizant department chair who shall rule on its merits and either retain or replace the committee member so challenged. Each committee member selected shall have the option of disqualifying him/herself from the Committee by stipulating reasons why he or she feels unable to deal with the grievance in an unbiased fashion.

Appendix B
Confidentiality of Proceedings.

Once the department chair, college or school dean or the Dean of the Graduate School initiates a grievance hearing, principals and committee members shall have the obligation to maintain the confidentiality of the proceedings and of all materials or testimony presented in hearing proceedings, until a decision is formally transmitted to the principals involved in the grievance.

If a breach of confidentiality by either principal (as defined above) is formally brought to the attention of the Grievance Committee, upon a majority vote of the committee, it may choose to consider this breach a case of possible misconduct. If a committee member is charged with a possible misconduct, such charge will be heard at the next highest level Grievance Committee. Such consideration shall take precedence over the pending grievance, and a misconduct hearing shall be conducted, and findings shall be transmitted, in writing, to the principals and committee members, and shall be placed in a supplemental file of the grievance proceedings. Such findings may then be considered in the subsequent review of the grievance.

Appendix C
Decanal Grievance Committee Membership

The cognizant college or school dean, or the chair of the school or college Grievance Committee, shall assemble, from a pool of individuals comprising the college or school Grievance Pool, a Decanal Grievance Committee comprised of no fewer than two faculty members and two graduate students or a larger number of participants maintaining this same ratio. In those college/schools comprised of multiple academic departments, the Decanal Grievance Committee shall not include representatives from the department(s) involved in the grievance. The college or school Grievance Pool shall include two representatives, as appropriate, from each department: one faculty member and one graduate student. The departmental representatives in the Grievance Pool shall be selected by the respective faculty and student constituencies in an appropriate democratic fashion, and in no case shall these representatives be appointed by the departmental or decanal administration. If deemed appropriate, the Decanal Grievance Pool may also serve as the Decanal Academic Integrity Pool.

The members of the Grievance Pool and the Grievance Committee shall be selected so that no member is involved in a disproportionate number of grievances. Each principal to the dispute shall have the option of requesting, without stipulating a reason, the replacement of one member of the Committee appointed to hear the grievance. If any principal finds the replacement member inappropriate, the party shall transmit, within five academic days* of the naming of the committee, a written statement of the grounds for this “challenge for cause” to the cognizant academic dean who shall rule on its merits and either retain or replace the committee member so challenged. Each committee member selected shall have the option of disqualifying him/herself from the Committee by stipulating reasons why he or she feels unable to deal with the grievance in an unbiased fashion.

Appendix D
Graduate School Grievance Committee Membership

The Graduate School Grievance Committee shall be comprised of no fewer than two faculty members and two graduate students (all from outside the cognizant academic department[s]) or a larger number of participants maintaining this same ratio. The departmental representatives comprising the Graduate School Grievance Pool shall be selected by the respective faculty and student constituencies in an appropriate democratic fashion, and in no case shall these representatives be appointed by the departmental or decanal administration. If deemed appropriate, the Graduate School Grievance Pool may also serve as the Graduate School Academic Integrity Pool.

The members of the Graduate School Grievance Pool and the Graduate School Grievance Committee shall be selected so that no member is involved in a disproportionate number of grievances. Each principal to the dispute shall have the option of requesting, without stipulating a reason, the replacement of one member of the committee appointed to hear the grievance. If any principal finds the replacement member inappropriate, the party shall transmit, within five academic days* of the naming of the committee, a written statement of the grounds for this “challenge for cause” to the Dean of the Graduate School who shall rule on its merits and either retain or replace the committee member so challenged.

Each committee member selected shall have the option of disqualifying him/herself from the committee by stipulating reasons why he or she feels unable to deal with the grievance in an unbiased fashion.

Panel Development
The Dean of the Graduate School shall encourage departments to nominate faculty and student representatives for the departmental and decanal pools and to encourage departments to facilitate development of faculty and student representatives in order to ensure a suitable pool of personnel for departmental, decanal, and Graduate School grievance hearings.

Notes:
*Academic days are defined as weekdays when classes are in session, not including the summer sessions.

Adopted by the University at Buffalo Faculty Senate, 6 December 2005
Promulgated by President John B. Simpson, 16 December 2005

CHAPTER X Policies and Procedures

Student's Responsibility

All students enrolled in the School of Management are subject to University and School regulations concerning student affairs, conduct, and discipline.

It is the student's responsibility to know the regulations in effect and to keep informed on matters relating to registration, prerequisites, degree requirements, calendar dates, etc.

This handbook is current as of July, 2008. The School of Management reserves the right to make changes in program, policy, and regulations as circumstances dictate, subsequent to publication. Each student is expected to have knowledge of the information contained in this handbook and in other University publications.

School's Right to Amend Rules and Procedures

The School reserves the right to amend its rules and procedures when necessary. The School grants students the right to petition for relief from its rules and procedures in individual cases. The School, however, does not have the authority to waive requirements set by the State University of New York.

Degree Course Requirements

All students must fulfill all core requirements. All electives are to be completed at the graduate level. Two electives may be taken outside of the School of Management at the University at Buffalo (full-time students only.) Non-MBA courses must be relevant to the student's career plans in order to qualify for elective credit. "C" grade is the minimum acceptable grade outside the School of Management.

EXCEPTION: Electives cannot be taken outside of the School if a student has already been conferred an advanced degree.

UBCATS On-line (SOM Course Evaluations)

The School of Management Course Evaluation (UBCATS) is now available on-line. Towards the end of each semester a reminder will be sent out to you via your active e-mail -preferably the buffalo.edu account. The evaluation window is usually a month and all SOM students are expected to complete course evaluations during this time. Help your department and the school by participating in this important exercise. It will only take ten minutes of your time to give us feedback on the courses you have taken during the semester. These evaluations are completely anonymous and your instructors will only see aggregate results after all grades have been submitted. You will also be eligible for a drawing for various kinds of gifts such as an IPOD, gift certificates, etc. just for completing all your course evaluation on time. This is another important way of participating in the decision making process for the school and all graduate students are expected to do so.

Visit the evaluation web site from the link: http://ubcats.buffalo.edu/
Enter - University at Buffalo for the school
Username: UBIT name
Password: last 4 digits of your UB Person Number

If you have any questions, please do not hesitate to contact either

Laura Amo: lccasey@buffalo.edu
or
Dr. Frank Krzystofiak: fk@buffalo.edu

Exam Policies

Given the special circumstances of part-time evening students, examinations for PMBA classes are generally scheduled during the regular class period.

For day classes, the timing of any examination to be held outside the class should be announced (e.g., in the course outline) within the first or second week of classes. Students can expect core course exams to be scheduled outside of regular class time to permit block scheduling of exams.

Final exam schedules are established and published by the University. If a student should find that he or she has three or more exams scheduled for one day, an informal arrangement should be discussed with all faculty involved. If no changes can be effected from this procedure, the student should discuss the matter with the department chairperson who will arrange accommodations for the student.

Extra Coursework

All students in good standing may take graduate-level elective courses in excess of the number of courses required in their program. Those students who have received their MBA degrees may be granted permission to register for additional graduate courses as non-matriculating students.

If a PMBA program student wishes to register for substantially more than the standard curriculum, he or she should petition for a transfer to the full-time day program.

Financial Obligations

When a student registers, it is specifically understood that he or she will pay in full all charges assumed at registration. Simply failing to attend class does not change the payment due or entitle the student to a refund. To cancel the liability for registration, a student must officially resign by published dates. If a student withdraws from the program, he or she is still responsible for resigning from registered courses.

Full-time Program

The day MBA program is a full-time program. To complete the 60-hour program in two years, the normal course load is 15 hours per semester. A day student must successfully complete at least 9 hours of new coursework per semester to remain in good standing. A student making application for financial aid (TAP, loans, etc.) should contact the Student Response Center. “Full time” is interpreted to mean 12 hours of credit-bearing registration per semester for financial aid and immigration requirements. Day MBA students may register for up to 19 hours per regular semester. Permission must be requested in writing from the Graduate Programs Office (203 Alfiero) to register for more than 19 hours and will only be granted under exceptional circumstances.

Full-time Status - International Students

All international students having F-1 visa status are required to maintain full-time status throughout their studies in the U.S. Full-time is defined as 12 credit hours per semester, or 9 credit hours for those students holding a graduate, research, or teaching assistantship.

Graduate international students registering less than full-time in any semester must be sure to complete a Certification of Full-time Status Form, available at the Graduate School, 408 Capen Hall or online. Only the Graduate School may certify full-time status. Forms may be completed for previous semesters if proof of full-time status is presented to the Graduate School.

Less than full-time registration may occur during the final semester of study if fewer than 12 credit hours are required for completion of the program. Students in their first semester of study, or those on a medical leave of absence, must document their exceptional circumstances and obtain ISSS approval to register for less than a full course of study.

Students who are authorized for Curricular Practical Training and are registered less than full-time should speak to an International Student Advisor to ensure that they are maintaining full-time status.

Grading Procedures/Requirements

The minimum overall grade point average necessary for completion of the MBA or MS degrees is a 3.00 (“B”) in all coursework counted toward the particular degree.

Grade	Quality Points	
A	4.0	
A-	3.67	
B+	3.33	
B	3.0	
B-	2.67	
C+	2.33	
C	2.0	
D	1.0	
F	0.0	Failing Grade
I	Incomplete	
J	Reporting Error	
L	Continuing course	
R	Resigned officially by deadline date	
S/U	Satisfactory/Unsatisfactory grade is not computed in GPA.	
S/F	Satisfactory/Failed is used for internships.	

"F" Grade
Grades of "F" receive no credit (neither quality points nor hours earned). If a student received an "F" in a required course, he or she must retake the course. If the "F" is received in an elective, he or she can retake the course or substitute an additional course. "F" grades are computed in overall transcript GPA but will be replaced in calculating the minimum 3.0 GPA graduation requirement. Note: ONLY a course in which an F grade is received is eligible to be retaken.

"Incomplete" Grade
"Incompletes" may be given only in those instances where the student has not been able to complete all of the assigned projects and/or examinations due to illness or other unforeseeable and compelling circumstances. "Incompletes" are not available to students who are not passing or who have not satisfactorily completed the other academic requirements of the course.

The current "Incomplete" grade policy allows a student two semesters plus an intervening summer to complete an "I" grade before it reverts to an "Unsatisfactory" ("U") grade.

"I" Grades Received In	Supplementary Grade Reports To Records/ Registration By
Summer 2008	August 31, 2009
Fall 2008	December 31, 2009
Spring 2009	May 31, 2010
Summer 2009	August 31, 2010
Fall 2009	December 31, 2010
Spring 2010	May 31, 2011

Individual instructors may set their own conditions for removing "Incompletes" as long as the time limit is not longer than the time limit specified above. Furthermore, the instructors must clearly state their policy so that all students in their classes are fully aware of such a policy.

Once an "Incomplete" is changed to a "U" grade, the course, if offered again, may be repeated for credit. A student may not re-register for a course in which he or she holds an "Incomplete." Students may not be conferred the MBA degree with an "Incomplete" on the record.

"J" Grade

1. Any error or misread grade form shall result in a grade of “J”, and all grade report forms and transcripts shall note that the meaning of this grade is “reporting error;”

2. Blank or unrecorded grades shall appear as “J”; and

3. Every “J” will automatically change to “F” either at the end of the semester following its recording or at the time of graduation, whichever occurs first, unless corrected by the instructor or department in charge of the course before that deadline.

Sub-marginal Grades
Students who accumulate an excessive number of sub-marginal grades (below B) will be subject to termination from the MBA programs. The Retention Committee reviews sub-marginal records each semester.

“R” Grade (“Resignation”)
If a student resigns a course during the official period published by the Office of Records and Registration, the notation “R” will be indicated as an officially resigned course on all grade reports, transcripts, and other official University documents. There are no quality points attached to an “R” designation.

Repeating Courses
A student may not repeat a course for which he or she has received a passing grade. (D or better)

Requesting “S/U” Grading
Day students may elect to be graded on an “S/U” basis for one-half of their elective courses (five). However, option requirements require letter grades.

PMBA students may elect to be graded on an “S/U” basis for one of their two electives. All three mini courses will be graded on an S/U basis; the project course must be taken for a grade.

Faculty members may indicate on their syllabi that “S/U” cannot be elected or that a student must earn a “B” or better to receive an “S.”

A student is required to make his or her intentions to take the “S/U” option known by the deadline date, which is interpreted by the Graduate School Office to mean by the end of the fourth week of classes.

“S” = “Satisfactory” (A, A-, B+, B, B-, C+ or C work) earns no quality points but earns credit towards degree requirement.

“U” = “Unsatisfactory” (D and F work) earns no quality points and earns no credit toward degree requirements.

“S” and “U” grades are not figured in computing a grade point average.

“UW” = “Unsatisfactory with Written Evaluation.” In certain instances of academic dishonesty, a faculty member, after consultation with his or her chairman, may award a “UW” in lieu of an “F” grade.

Graduation
MBA:
All students should make sure that their records and degree requirements maintained in the Graduate Programs Office are up to date by periodic scheduled appointments with the academic advisor. Students must file an APPLICATION FOR DEGREE CARD in the Graduate Programs Office (***not Student Response Center***). Failure to submit the application for degree by the deadline date will delay the official conferral of degree until the subsequent date of conferral.

Conferral Date	Degree Card Due
September	July 1
February	October 1
June	February 1

MS Programs:
Check with the Graduate Programs Administrative Assistant or Academic Advisor for instructions and deadlines. (203 Alfiero)

Independent Study

Independent studies (supervised research) are usually limited to 3 hours, and normally no more than 9 semester hours in total are allowed except when a student takes more than the required electives. Independent study forms are available in the Graduate Programs Office. The form must be completed and returned to 203 Alfiero for registration of the independent study.

International Students

International students must register for at least 12 credit hours each semester to maintain visa status.

International students who request an official leave of absence must provide documentation from the University Health Office or a physician in support of this leave of absence. This documentation should include the beginning date of illness.

Students who have questions other than those which pertain to the MBA/MS Programs should contact the Office of International Student and Scholar Services in 210 Talbert Hall.

International Exchange Program Policy

MBA students who participate in international exchange programs may take either 9 or 12 credit hours, depending on the student's preference. The student will normally pay tuition charges to UB for the number of credit hours chosen. In addition, the student may have to pay non-academic fees levied by the host institution.

Leave of Absence

If in good standing, a student may petition for up to a two-semester leave of absence from the MBA Program. Students who would like to take a leave of absence should obtain a Leave of Absence form from the Graduate Programs Office, 203 Alfiero.

He or she can return to complete requirements without any further petition at the conclusion of the approved period. A leave of absence does not accrue time towards the maximum time limit of any program. If there are unusual circumstances, a student may request an extension of the leave.

A student should advise his/her Program Office if he or she wishes to return earlier than the expiration date of the approved leave. A student data form will then be processed.

PMBA Program

Approval can be obtained (by a written petition) to register for day courses in order to complete an option or take specific electives. No more than 12 hours may be taken in a single semester.

Prerequisites

The prerequisites listed in this handbook for each course provide for proper sequencing of courses in the program. Students may be admitted to a class without the proper prerequisite only upon written consent of the instructor. Each student is responsible for making his or her program conform to prerequisite requirements.

Probation

A student is automatically placed on probation following any semester in which he or she develops one or more of the following indications of unsatisfactory progress:

- Day Students: Less than 9 hours of new coursework completed during the past semester.
- Evening Students: Less than 3 hours of new course work completed during the past semester.

EXCEPTIONS:
a) Students needing fewer than specified number in their last semester need only complete the credits necessary for graduation.
b) International students must register for 12 hours of coursework in each semester in order to maintain satisfactory visa status.

- Cumulative quality point average less than 3.00.
- Accumulated grades of "Incomplete" for 12 or more credit hours.
- Other academic infractions as described in this handbook.

A student placed on probation shall receive written notice of this fact. Such notice shall inform the student that termination may occur at the end of the following semester if he or she remains on probation at that time.

Termination may occur after only one semester if the academic performance is determined by the Retention Committee to be so poor that the committee feels the chances of succeeding in the program are minimal.

Students who have been terminated from the graduate programs by the Retention Committee will receive written notice of termination. In most cases, a student is given a period of 10 days to respond to the termination if he or she feels that there are extenuating circumstances of which the committee is unaware.

Students on probation may be permitted to take graduate-level courses in excess of the number required in their programs provided that the Retention Committee certifies that

- the student has a reasonable chance of completing the degree, and that
- (2) the student is making progress towards the completion of the degree.

Registration Procedures

Full-time MBA students should check the registration dates and procedures published by the Student Response Center. Courses may be added and dropped by registered students until the end of the drop/add period. Both initial registration and drop/add are conducted through BIRD, the University's touch-tone registration system, by calling (716) 645-7800. In addition, both initial registration and drop/add can be conducted on-line at http://wings.buffalo.edu/services/rec-reg/soarintro.html.

Full-time students are advised to check with 203 Alfiero staff or online for a revised schedule sheet before registering for courses. Changes are often made after the Student Response Center publishes the University schedule.

Day MBA students may only register for PMBA sections if permission is received from the Graduate Programs Office.

PMBA students will be alerted via email of registration dates and procedures. To take courses with the Full-time MBAs, PMBA students should speak with an advisor for more information. Students are advised

to bookmark and periodically check the PMBA web page that can be found at:
http://mgt.buffalo.edu/programs/pmba

Note: All PMBA courses (including mini-courses) adhere to the university's drop/add schedule, regardless of when they are held during the semester (i.e. mid-semester, spring break.)

Release of Student Information

The University will release certain information about a student if he or she has answered "Yes" to the question, "Do you wish to be listed in the Student Directory?" This authorizes the University to release current address, telephone number, major field of study, dates of attendance, and degrees awarded. A student may check the status of his or her information release indicator at any time by inquiring at the Student Response Center.

Residency Requirements

A minimum of 30 credit hours must be completed in the MBA programs at the State University of New York at Buffalo in order to earn a degree.

Student Records

Student records are confidential and are released only to appropriate faculty and administrative offices. Release of such records to any other college, prospective employer, or agency will occur only with written permission of the student or upon subpoena. Neither the Student Response Center nor the Graduate Programs Office gives student addresses or phone numbers unless the student has indicated that the University has permission to release information. The Family Educational Rights and Privacy Act of 1974 has been amended to give a student the right, under certain conditions, to inspect and review certain records placed in his or her file after January 1, 1975. For more information, a student may contact the Office of Student Affairs.

Summer Coursework

Summer coursework is not required for the full-time MBA. However, full-time students may register for summer sessions as follows:
Any six-week session—8 credit hours maximum;
Session I and III—16 credit hours maximum.
Since graduate courses generally carry 3 hours credit, a 1-hour override may be requested in 203 Alfiero.
Few if any graduate courses are normally offered in the School of Management during the summer.

Time Limit

A period of four years is allowed for completion of the day MBA degree. PMBA students are generally allowed three years to complete the program but may petition for an extension.

Transcripts

Official transcripts of records are sent directly to employers and other institutions by the Student Response Center. Transcripts cannot be sent for any student whose financial obligations to the University have not been met.

See: http://src.buffalo.edu/record/transcripts.shtml
for official university policies on student records. There are no charges for transcript services.

Transfer Between Programs

MBA day program students wishing to transfer to the evening program:
must have at least one year of relevant full-time work experience;
must have completed not more than 30 credit hours in the day program;
must have five years of relevant full-time experience at the time of completion of the evening program;
may take a maximum of 10 hours per semester.

Evening students transferring to the day program are required to complete 60 hours in order to graduate.

Tuition and Fees

Consult the Student Response Center or department for current information including billing and payment schedules. http://src.buffalo.edu/studentaccount/index.shtml

Financial Liability

When a student registers, it is specifically understood that he or she will pay in full all charges assumed at registration. Simply failing to attend class does not change the payment due or entitle the student to a refund. To cancel the liability for a registration, a student must drop the course(s) via BIRD or SOAR before the last day to drop courses without financial penalty.

Tuition Payment Procedures

Invoicing System

The University has a student invoicing system, which provides specific and complete information about all charges, payments, and authorized deferments. It also displays the various student status information used to determine the bill. Highlights of the system are outlined below:

1. Students will receive statements of account each semester until the account is paid in full. The first statement will be mailed to the permanent address before the beginning of the fall semester. Tuition, fees, and other University charges assessed on the first account statement will be due upon receipt and are considered late if not received by the penalty date appearing on the statement. Payment is expected by the due date even though a student may not have attained full-time status during registration.

2. Each account statement will list the amount due the University. Any unpaid charges from the previous statement will be brought forward, and additional charges, payment, and credits will be shown. The statement will also include in the calculation of the amount due any authorized deferment. These include TAP and tuition waivers. Students must provide the Office of Student Accounts with proof of the receipt of such an award prior to the statement penalty date in order to deduct the award from their amount due. All charges not covered by deferments must be paid by the due date.

Continuing students who do not pre-register and therefore do not receive the first bill of any semester will be charged a late fee. This fee is nonnegotiable and must be paid.

A late processing fee will be charged to any student attempting to register for the first time on or after the FIRST DAY OF CLASS. This fee will apply to all students including those who receive late admission to the University.

Failure to pay the amount due by the penalty date will result in the automatic assessment of a late-payment fee of $30 per billing. This fee is nonnegotiable and must be paid.

Students should apply early for any financial aid that they expect to use to pay their University bills. Students who submit completed applications for student loans by the deadline date will not be subject to the late fees if the loan amount meets or exceeds the current balance due.

University bills are sent to the permanent address that is on file with the Records and Registration Office. **It is the student's responsibility to keep the address correct.** FAILURE TO RECEIVE A BILL WILL NOT BE ACCEPTED AS A REASON TO WAIVE THE LATE PAYMENT FEE.

Students who pay their bill in full (resulting in a zero balance) will not receive any further communication from the Office of Student Accounts in the next billing pass.
See: http://src.buffalo.edu/studentaccount/index.shtml

Check-stops

Administrative areas of the university, including bursar, parking, International Student and Scholar Services, etc. may place “check-stops” on student accounts that prevent any account activity until the student addresses the issue involved. It is critical that students clear these issues a quickly as possible as the account is locked to all parties for registration, forced registration or other activities that may be time sensitive.

Withdrawal from Program

Students who wish to withdraw should send a letter indicating this intention to the Graduate Programs Office, 203 Alfiero Center, for FT MBA and MS Programs or Jacobs 108 for PMBA and EMBA programs. It is the student’s responsibility to withdraw from any classes for which he or she may have registered for subsequent semesters.

If a student withdraws from a master's program and wishes to complete the curriculum requirements at a later date, he or she must petition the Admissions Committee for re-entry.

CHAPTER XI Services

Advisement

Students seeking advice, assistance, and information concerning the full-time graduate programs should visit the Graduate Programs Office, 203 Alfiero. Office hours are 9:00 a.m.- 5:00 p.m. daily. The office phone number is 716-645-3204.

Career Resource Center

The Career Resource Center (CRC), located on the third floor of the Alfiero Center, serves as the primary career exploration and job search resource for MBA students. The Center offers many programs that bring students and employers together, such as the Realistic Job Previews sessions of MBA Advantage, Alumni Telementor Program, Network Buffalo and Network New York, the School of Management Career Fair, Entrepreneurship Expo, internships, campus recruiting, and career development workshops and seminars.

The mission of the CRC is to create an environment that enables and motivates students to be successful in reaching their career goals. Therefore, a full range of services and resources to help students connect with the job market is provided by CRC. Programs range from career strategy seminars to “practice” interviewing. Through the CRC, students have access to multiple career assessment and exploration tools, computers with Internet access, fax machine services and a private telephone for contacting prospective employers and telementors.

The CRC is also dedicated to serving employers effectively and efficiently by providing them with qualified candidates who are able to make immediate contributions to business goals. The CRC partners with School of Management faculty and staff to match qualified students with each job opportunity. Our Web-based job postings, online résumé search, and our national award-winning Student Information System database are used to complement traditional methods of on- and off-campus recruiting.

Computer Resources

The School of Management's computer lab is located in Jacobs 210. This facility houses thirty-five networked personal computers that are linked to the Internet and are configured to access the UB Mail System. Each computer is configured with the most current versions of the Microsoft Office suite of products and software specific to School of Management curricula. Within the consultant's office, Jacobs 210A, two special configurations have been created for student access. One computer has been connected to an optical scanner and color laser. The second computer is designated for working strictly on resumes; this computer is connected to a laser printer where students can use their own personalized resume paper.

Additional computer facilities are located throughout the campus, such as those in Baldy Hall, Bell Hall, Clemens Hall and the Undergraduate Library in Capen Hall. Several of the facilities are open 24 hours a day.

Students with personal laptops may access the network through UB’s Wireless Internet Zones on campus. The wireless network access is available on all three floors of the Jacobs Management Center and the Alfiero Center. Students should consult with the "UB Wireless Network Access" Web site maintained by CIT for current standards and information. This is located at http://ubit.buffalo.edu/ubwireless/index.php

To ensure all traffic through the wireless open ports is secure and encrypted, students should install the VPN (virtual private network) client made available by CIT. The VPN client is available on the CIT "downloads" Web site at http://wings.buffalo.edu/computing/software/download/win/Security.htm

Failure to install the VPN client could allow traffic (passwords, etc.) to be intercepted and read.

Students also have access to 14 team breakout rooms in the Alfiero Center for group study and project activities. Information regarding the scheduling of a room is available at http://mgt.buffalo.edu/home/students/facilities/breakout

Full-time MBA students are covered by the University's Microsoft License Campus Agreement. For a minimal cost, students can obtain a personal copy of the current Microsoft Office Suite available for the Windows© and/or MacIntosh © platforms from the UB Micro Computer Store. UB Micro is located in the Commons on the North Campus In addition, full-time MBA students are covered by the Symantec Campus license agreement that provides Norton Anti-virus software and access to update the virus definitions. Other software available on campus, as well as other computing services, can be found at http://cit.buffalo.edu/students/.

E-Mail

Each student is expected to have an e-mail address on the University's UNIX system for communication with faculty, administrators, and fellow students. Listservs are established early each semester to provide program administrators a convenient communication channel with students.

Full-time MBA/MS students, if you are not on a listserv, please send a message to the Administrative Director of Graduate Programs (davidf@buffalo.edu) and request that your name be added to the list.

EMBA AND PMBA students should send a message to the E/PMBA Office (mgt-pmba@buffalo.edu).

This is a critical form of communication in the School of Management.

Financial Aid

There are a number of ways to finance the cost of graduate education. You may receive more detailed information by contacting the Student Response Center, State University of New York at Buffalo, Hayes Annex B, 3435 Main Street Buffalo, New York 14214, (716) 645-2450. There is also a Financial Aid satellite office at 232 Capen Hall, North Campus.

Announcements and Mail

Communication is critical for every successful relationship and we, the graduate programs staff desire an open dialogue with all the MBA, MS AND Ph.D. students. An important way to stay informed of current news and events is by visiting the announcement board on a regular basis:
http://mgt.buffalo.edu/home/programs/mba/announcements
Information about GA and TA positions available across the university will be posted as well as up to date information regarding events, dates and times. Make the time to periodically visit the site and let us know if you have any questions and/or suggestions.

A mail file for each day student is located in the Jacobs 206 student club suite and should be checked at least once each week.

Parking

Students need to obtain a parking hang-tag to park on campus between the hours of 7:00 a.m. and 3:00 p.m. They may park in lots that are not specifically designated for faculty/staff use. Parking is permitted only in designated spaces and is prohibited on all roadways, sidewalks, grassed areas, service areas, and special-permit parking spaces. From November 15 to April 15 overnight parking is permitted only in designated lots.
Information about online registration for parking permits is located at:
http://www.ub-parking.buffalo.edu/permits.shtml

Events

The School of Management graduate office is constantly striving to offer opportunities for students to interact with the Dean and the business community as well as educate each other on the richness of the different countries/cultures represented in our program. In addition to “Cookies and Conversation with the Dean” sessions which have been ongoing for a couple of years the Graduate Programs Office also sponsor Conversations with an Executive and Country Forums. The Conversations with an Executive series is cosponsored by the School of Management Alumni Association which provides financial support and guest referrals.

Cookies and Conversation with the Dean

In an effort to keep in touch with current students, the Dean periodically meets with at least a dozen students from each class to discuss various topics of interest or concern.. Watch for the session announcements and make every effort to attend a session. Registration is required to attend.

Conversations with an Executive

Executive alumni and friends of the school are invited to share their experiences with current students in an informal setting. The School of Management Alumni Association in conjunction with the graduate programs office has welcomed numerous executives over the last several academic years. These executives take time out of their busy schedules to visit with us. Students have a round-table informal conversation with executives once a month on topics ranging from career options to life experiences, etc. We look forward to your active participation.

Country Forums

These forums provide an opportunity for student representatives from any country within the graduate program to enlighten the rest of the SOM student body on economic, social, political and other aspects of their respective countries. These events are a highlight of the semester with active participation from students, faculty and staff.

Information Sessions

In conjunction with other departments within the University, the graduate office continues to arrange events which we believe will be beneficial to the overall graduate school experience. Information sessions for the NYC Levin Program (a semester of real life exposure working with top financial institutions in New York City), Study Abroad, Fulbright Fellowship, the China trip, etc. are among a few sessions which will be made available as needed.

It is important that you plan on attending these events. Your participation and feedback encourages us to pursue other opportunities of a similar nature

If you are interested in being a future presenter of your country or have any other suggestions, please contact Jill Phinney in the graduate programs office today!

Case Competitions

Academic year 2007-08 marked the second round of the Steven C. Verney MBA Case Competition for first year MBAs and the 11th round of the UB MBA Case Competition, now involving second year MBAs only. Each competition provides substantial monetary awards for top teams. The second year competition includes sponsorship to a national case competition. All first year students will be included in the competition as an integral part of Strategic Management, and second year students are strongly encouraged to participate in their competition.

The Steven C. Verney grant also provides limited funding for sponsorships to national competitions as requested by students.

CHAPTER XII Associations and Student Organizations

American Marketing Association (AMA)
This club is the collegiate chapter of the American Marketing Association. AMA's goal is to provide students with an opportunity to interact with marketing practitioners. Activities include: presentations by speakers from diverse areas concerning marketing applications in their field; field visits to different marketing organizations; participation in marketing research and data collection projects; and providing job counseling information to members.

American Production and Inventory Control Society (APICS)
APICS is an international organization, with more than 70,000 members, devoted to education and improvements in practice in the area of manufacturing and operations management. This field has undergone major changes lately with the advent of global competition, new manufacturing philosophies, and new technologies.
APICS provides students with: access to the world of practitioners, plant tours, seminars, guest lectures, and also, a placement service aimed at bringing companies and students together. APICS also conducts education programs geared towards the CPIM and CIRM examinations.

Delta Sigma Pi
Delta Sigma Pi, Alpha Kappa Chapter, is a professional business fraternity organized to help students prepare for the real work field. The activities of the fraternity include regular business meetings, seminars, guest speakers, tours of special interest, and other learning experiences. Besides these activities, the organization sponsors social gatherings.

Financial Management Association (FMA)
The Financial Management Association offers an opportunity for graduate students interested in finance to join with fellow students and faculty in order to broaden their exposure to the various aspects of nonacademic finance. This is accomplished through guest speakers and formal meetings. A typical yearly schedule includes speakers from the fields of banking, investment analysis, and corporate finance.

Graduate Management Association (GMA)
All full-time students enrolled in School of Management graduate programs are members of the Graduate Management Association. Funded by student fees, the GMA plays several roles in graduate student life. The GMA represents students via participation in the School of Management's ongoing policy making and planning process. It meets the professional development needs of students through sponsorship of various student organization events.
The GMA also provides the medium for interaction and communication between students, faculty, and the administration. Social activities include an annual dinner-dance and frequent get-togethers.

International Business Association (IBA)
The International Business Association was established for students interested in pursuing a career in international management. The club sponsors speakers and social events that provide insight into both the practical issues of operating a global business and the many cultural differences that exist between countries.

Management Information Systems Association (MISA)
The Management Information Systems Association was established for students interested in pursuing a career in MIS. The club sponsors speakers, facility tours, and career strategy meetings to provide MIS students with more information about this career path. MISA also co-sponsors professional events with other School of Management clubs.

Pi Sigma Epsilon
Pi Sigma Epsilon, Omicron Chapter, is a professional sales and marketing fraternity. The organization provides its members with social as well as practical programs to help expand upon their marketing background as a rallying point and direction of movement in today's academic and business world.

Society for Human Resources Management (SHRM)
The Niagara Frontier Student Chapter of the Society for Human Resources Management is an organization dedicated to fostering the professional growth of students interested in management of human resources. SHRM is a world-wide professional organization of personnel and industrial relations practitioners in business, industry, government, and education which sponsors many services for its student chapters.
Some of the services available to SHRM student members are: current publications of pertinent human resources material; conferences and workshops; dissemination of student resumes to companies and other SHRM chapters in the US; career counseling within the human resources area; and student-sponsored seminars with guest speakers from industry and government.

Students in Free Enterprise (SIFE)
Students in Free Enterprise was established during the spring semester of 2004 – please consult the website for details.

University at Buffalo Accounting Association (UBAA)
The University at Buffalo Accounting Association is a student affiliate of the Institute of Management Accountants (IMA), a national organization supporting professional management accounting. Activities include: speaker seminars on career choices and professional issues, plant tours and office visits, community service, and a variety of social and fund-raising events. UBAA has received the Award of Excellence from the IMA each year of its existence, and has three times earned top honors as one of three outstanding student chapters nationwide. The organization works to develop a cohesive relationship among the students, faculty, and the business community. Because UBAA is a student affiliate of the IMA, members may participate in all IMA functions and receive IMA publications.

UB Supply Chains and Operations Management Club
The mission of the SCOM Club is to fulfill a gap in the School of Management SCOM Concentration by facilitating the synergy generated when many students work together toward a common goal. By creating a venue for numerous students interested in SCOM to come together, the SCOM Club creates more opportunities for UB SOM students to attract speakers to campus from related professional organizations, carpool, receive invitations to plant tours, network, earn scholarship monies, etc.

Women in Management (WIM)
“Women in Management” is composed of students and faculty members who share a common interest in the issues regarding women in the fields of management. The organization seeks to establish an information network between women of the University and professionals in the community and to confront the problems faced by women in the areas of job placement and career advancement by presenting workshops, seminars, and discussions.

Additional Information
For additional information about student organizations and newly formed clubs, consult the following web site: http://mgt.buffalo.edu/home/about/contact/studentclubs

Note on Offices:
Student organizations complying with school regulations will be assigned office space in the Jacobs 206 suite located on the second floor between Jacobs Management Center and the Alfiero Center. Most clubs will be in shared offices. Since space is limited, newly formed clubs may not be allocated space.

CHAPTER XIII Student Honors and Awards

Beta Alpha Psi
Beta Alpha Psi, the national accounting fraternity, is a scholastic and professional organization, which encourages and recognizes scholastic and professional excellence in the field of accounting. By promoting the study and practice of accounting and providing opportunities for interaction with practicing accountants, the organization hopes to encourage in students a sense of ethical, social, and public responsibilities. Those students who have attained the appropriate cumulative grade point average in accounting courses and are in the upper 35 percent of their class in all University courses are eligible for membership.

Beta Gamma Sigma
Beta Gamma Sigma is the national honor society honoring outstanding students in management. Membership is based on character and high scholarship, and for MBA graduates is restricted to those graduating in the upper 15 to 20 percent of their class. Membership is by election by a committee of faculty and staff. Information concerning Beta Gamma Sigma is available in 203 Alfiero.

Graduation Awards
Center for International Leadership William H. Wendel Award for MBA Student Excellence in Leadership
Charles H. Diefendorf Award in Finance
Sidney N. Kahn Memorial Award for MBA Student Excellence in Sales and Marketing
MBA Student Achievement Award
MS Student Achievement Award
Dr. Marcel and Mrs. Kathryn Vinokur Award to Promote Global Understanding
Wall Street Journal Award for Academic Excellence by an MBA Student
Dr. Jerry and Mrs. Dina Wind Award to Promote Global Understanding

School of Management Honors
For outstanding performance in the completion of graduate programs leading to the MBA degree, the School of Management awards the degree “With Distinction” to graduates with overall grade point averages of 3.75 and above in all MBA courses. About 10 percent of those receiving the MBA degree receive these honors. Recipients receive a letter from the dean of the School of Management, and the honor is recorded on the final transcript.

The UB School of Management Alumni Association (SOMAA) is comprised of School of Management graduates who are actively involved in helping you achieve success throughout your academic careers and into the business world after graduation.

What can the Alumni Association do for you? For MBA students like *you* the School of Management Alumni Association is about access to key business resources!

We Open Doors: Through us you gain valuable access to an important resource: our alumni network, spanning the world and in many diverse industries. What that means for you is a direct link into the business community--with alumni right at your side ready to help. Access into this business network can help put you ahead of the competition for the job you have your sights set on.

We Jump-start Careers: Take advantage of the vast network of alumni, and tap into the many resources it affords you. Many of our alumni volunteer their time to communicate directly with students and recent graduates. They offer guidance and support, from improving your leadership skills, to connecting you with job opportunities. You can see that having an open door to this type of support can help you differentiate yourself from other potential job candidates. It's the edge that has helped many past graduates stay one step ahead of the competition. You can have it too!

Scholarship: Each year, the SOMAA awards a full-tuition two-year scholarship to an incoming MBA student.

The School of Management Alumni are wonderful! School of Management alumni support the school and you, current MBA students, in so many ways. As an MBA student in the UB School of Management, you have access to the wealth of experience of thousands of UB graduates throughout the world – nearly 30,000 School of Management and more than 195,000 UB!

Student Benefits & Opportunities:

We love when students contact us. Through the CRC, students have access to our alumni all over the world including alumni volunteers in the Telementor program. Alumni are there to help, guide, and offer advice while you are in school.

In-class presentations by alumni. Alumni share their experiences and successes with MBA students.

Network Buffalo and Network New York: Worthwhile student-alumni networking events geared towards preparing and connecting students with alumni for internships and employment opportunities. The CRC will notify you of these great student-alumni networking events sponsored by the SOMAA.

Job postings/campus recruiting: Many, many alumni recruit our graduates for jobs after graduation.

Student Champion Program: Free tickets, for a limited number of students, to attend certain SOMAA events. These tickets are paid for by individual SOMAA Board of Director members. (The CRC posts these opportunities for us.)

Annual Awards Banquet
Smart Business Practices Seminar
Wine Tasting/Dinner
"Salute to Summer" Miss Buffalo Cruise

SOMAA Annual Meeting during MBA Advantage – network with members of our Board of Directors during your January MBA Advantage program

In addition, the SOMAA supports students through contributions to: personalized student business cards, MBA Preview Day, GMA Spring Soiree & Leadership Award, Conversations with an Executive Series. The SOMAA has also partnered with CareerBeam LLC to help our graduates meet career management needs. CareerBeam offers the best company and industry research tools, international databases and lead-generation technology available in the market and it is offered free of charge to all management students and members of the alumni association.

Becoming a Member of the SOMAA
Once you graduate it's time to join and become a member of the joint UB and School of Management Alumni Associations. Membership offers a lifelong connection with UB, provides you with valuable benefits, and supports the School of Management. Your joint membership in the UBAA allows you to enjoy all of the benefits of the university alumni association. New graduates received a special reduced membership rate for the first three years after graduation...Well worth it!

For more information: School of Management Alumni Office 150 Jacobs, phone 716.645.3224, email at mgt-alumni@buffalo.edu , and fax at 645-3226. Our website address is: http://mgt.buffalo.edu/alumni/

State University of New York At Buffalo Policies Governing Non-Discrimination

The following University policy statements are reissued in accordance with the requirements of various federal and state laws and regulations and executive orders.

General Policy
In accordance with federal and state laws, no person, in whatever relationship with the State University of New York at Buffalo, shall be subject to discrimination on the basis of age, creed, color, disability, national origin, race, ethnicity, sex, sexual orientation, marital or veteran status.

Additionally, Governor's Executive Order 28, as amended, prohibits discrimination on the basis of sexual orientation in the provision of any services or benefits or in any matter relating to employment. The policy of the Board of Trustees of the State University of New York also requires that personal preferences of employees and students which are unrelated to performance, such as private expression or sexual orientation, shall provide no basis for judgment relating to such individuals.

Sexual Harassment
Sexual harassment of employees and students, as defined below, is contrary to University policy and is a violation of federal and state laws and regulations.

Unwelcome sexual advances, requests for sexual favors, and other verbal or physical conduct of a sexual nature constitute sexual harassment when: (1) submission to such conduct is made either explicitly or implicitly a term or condition of an individual's employment or academic advancement; (2) submission to or rejection of such conduct by an individual is used as the basis for employment or academic decisions affecting such individual; (3) such conduct has the purpose or effect of unreasonably interfering with an individual's work or academic performance, or creating an intimidating, hostile, or offensive environment.

No University employee of either sex shall impose a requirement of sexual cooperation as a condition of employment or academic advancement, or in any way contribute to or support unwelcomed physical or verbal sexual behavior.

Adapted from "Guidelines on Discrimination Because of Sex, 29 CFR Part 1604.11, 45FR74676."

Right of Persons with Disabilities to Identify Themselves

Title 28 of the Code of Federal Regulations, implementing Title II of the Americans with Disabilities Act of 1990, defines a disabled person as one who has (1) a physical or mental impairment which substantially limits one or more major life activities, (2) a record of such an impairment, or (3) is regarded as having such an impairment, who can, with or without reasonable accommodation perform the essential functions of a job, or meet the essential requirements for receipt of a service or participation in a program.

Under section 60-741.4 of the regulations implementing Section 503 of the Rehabilitation Act of 1973, all employees with disabilities who would like to be considered under the University affirmative action program are invited to identify themselves by letter or telephone call.

Information will be handled on a confidential basis, and persons may call for further information without having to identify themselves by name or department.

Any member of the University community who requires additional information, wishes to make a complaint or to receive a copy of the University procedures to be followed for complaints arising from matters related to the policies outlined above should contact: Affirmative Action Officer, 517 Capen Hall, Phone (716) 645-2266.