

# STILLMAN SCHOOL OF BUSINESS

TRANSFORMING  
CONCEPTS INTO  
PRACTICE

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SHU02124



STILLMAN SCHOOL OF BUSINESS  
SETON HALL UNIVERSITY

**Graduate Business  
Programs**



# CONTENTS

- 2 TOP-RANKED, ACCREDITED M.B.A. PROGRAMS
- 4 GRADUATE DEGREES IN ACCOUNTING
- 6 MASTER OF SCIENCE IN BUSINESS ANALYTICS
- 8 MASTER OF SCIENCE IN FINANCE TECHNOLOGY AND ANALYTICS
- 10 VIBRANT COMMUNITY OF DOERS, INNOVATORS AND LEADERS
- 12 STATE-OF-THE-ART LEARNING CENTERS
- 15 ADMISSION REQUIREMENTS
- 16 GRADUATE AND CERTIFICATE PROGRAMS

# WELCOME

to the  
**STILLMAN SCHOOL OF BUSINESS**

We created graduate business programs that are fundamentally different than the other options you'll see, because we want our graduates to be standout leaders in their workplaces and communities.

At the Stillman School, our mission is to enrich each student's life through an ethics-centered education focusing on transforming concepts into business practice. Ethics are not an afterthought in our curriculum, but rather a constant theme throughout your coursework. Transforming concepts into business practice is a mantra many graduate programs tout, but I hope you will let us show you how Stillman separates itself from the crowd.

We crafted a top-ranked Master of Business Administration program, a Master of Science in Business Analytics and two master's degrees in accounting that are nationally recognized. Our programs are flexible from application to graduation and can be pursued on-campus or online.

While our programs include a number of unique elements, it is the people who make the programs valuable. The professors, practice partners and your future peers make Stillman a vibrant learning community.

Pursuing a graduate degree is a deeply personal experience. Time is the most valuable asset we have, and we are honored that you are considering spending yours with us.

We hope that you will bring your extraordinary skills and join our community.

Go Pirates!

Joyce Strawser, Ph.D.  
Dean, Stillman School of Business

**Study at a business school focused on principled leadership and on transforming concepts into business practice**

# TOP-RANKED ACCREDITED M.B.A. PROGRAMS

Established in 1950, the Stillman School of Business at Seton Hall University provides an education geared toward the complex, practical needs of business leaders. The School was the first private business school in New Jersey to earn accreditation from AACSB International, The Association to Advance Collegiate Schools of Business. More than 70 years later, we are home to a top-ranked M.B.A. program and among the less than 200 schools worldwide – and the only business school in Northern New Jersey – with both business and accounting accreditation.



## MASTER OF BUSINESS ADMINISTRATION (M.B.A.)

The M.B.A. program consists of 25 credits of required core courses and 15 credits of elective/concentration courses. Within these 40 credits, students participate in a “Launch Experience,” complete a 20-hour service project and a semester-long consulting project with a real client. The program has six terms per year (seven-week core courses).

Coursework develops functional business knowledge, analytical thinking and global management skills that you can apply immediately in your career. Moreover, with the introduction of a “Spotlight Company” throughout all core courses, you can better understand the impact of each discipline on a company as a whole, whether it is the balance sheet in an accounting course or the social media strategy in a marketing course.

## M.B.A. Concentrations

Choose a general-learning track or one of our eight concentrations, including an M.B.A.-level concentration in sport management – one of the few in the country.

- Accounting *(on-campus and online)*
- Business Analytics *(on-campus and online)*
- Finance *(on-campus and online)*
- Information Technology Management
- Management
- Marketing *(on-campus and online)*
- Sport Management
- Supply Chain Management

## Pre-Qualification Sequence

For those who do not have a business background, the pre-qualification courses serve as foundation preparation courses to ensure you are prepared to succeed in the core curriculum. The courses are taught online and are non-credit bearing. You can be waived from these courses based on prior coursework if conditions are met. Challenge exams are also available.



# #84

Part-time M.B.A. Program

U.S. News & World Report, 2023

## Sample M.B.A. Student Schedule

### Full-Time Finance Schedule

#### FIRST YEAR

##### FALL (10 CREDITS)

The Launch Experience (2)  
 Quant. Analysis and Decision Making (2)  
 Management Theory and Practice (2)  
 Information Technology (2)  
 Market Decision Making (2)

##### SPRING (10 CREDITS)

Accounting for Decision Makers (2)  
 Economics for Managers (2)  
 Financial Decision Making (2)  
 Legal Environment (2)  
 Corporate Social Responsibility (2)

##### SUMMER (2 CREDITS)

International Perspective (2)

#### SECOND YEAR

##### FALL (9 CREDITS)

Portfolio Analysis (3)  
 Mergers and Acquisitions (3)  
 Fixed Income Analysis (3)

##### SPRING (9 CREDITS)

Futures, Options and Swaps (3)  
 Financial Modeling (3)  
 Business Capstone (3)

### Part-Time Finance Schedule

#### FIRST YEAR

##### FALL (6 CREDITS)

The Launch Experience (2)  
 Quant. Analysis and Decision Making (2)  
 Management Theory and Practice (2)

##### SPRING (6 CREDITS)

Information Technology (2)  
 Market Decision Making (2)  
 Accounting for Decision Makers (2)

##### SUMMER (2 CREDITS)

Corporate Social Responsibility (2)

#### SECOND YEAR

##### FALL (6 CREDITS)

Economics for Managers (2)  
 Financial Decision Making (2)  
 Legal Environment (2)

##### SPRING (6 CREDITS)

Portfolio Analysis (3)  
 Mergers and Acquisitions (3)

##### SUMMER (2 CREDITS)

International Perspective (2)

#### THIRD YEAR

##### FALL (6 CREDITS)

Fixed Income Analysis (3)  
 Futures, Options and Swaps (3)

##### SPRING (6 CREDITS)

Financial Modeling (3)  
 Business Capstone (3)

NOTE: • All two-credit courses are offered during seven-week terms.  
 • If not waived, students must complete all prerequisites (PQs) and co-requisites required for the core courses.

# GRADUATE DEGREES IN ACCOUNTING

## Why Choose Seton Hall?

### HIGH STANDARDS

Dual business and accounting accreditation from AACSB

### CAREER ADVISING

One-on-one coaching to help you interview with top recruiters

### ACADEMIC ADVISING

Personal advising to help you take the right classes to meet your goals

### FLEXIBLE COURSEWORK

Small evening classes offering options to come to campus or view online

### STRATEGIC LOCATION

A short distance from the dynamic opportunities in New York City



### MASTER OF SCIENCE IN PROFESSIONAL ACCOUNTING (M.S.P.A.)

In today's complex accounting environment, advanced technical knowledge in a chosen specialty can facilitate your ongoing career advancement and earning potential. The M.S.P.A. program is 30 credits (approximately 10 classes) with three terms per year, and prepares you for CPA licensure as you continue to increase your accounting skills. Full-time students can typically complete their coursework in just 12 months; part-time students typically finish in 24 months.

- 15 credits of accounting/tax courses
- 9 credits of required business courses, with 6 credits in business analytics
- 6 credits of business electives

In this M.S. program you'll shape your own course list, choosing from a diverse list of accounting and tax electives that include Enterprise-Wide Accounting Information Systems, Auditing, Forensic Accounting and International Accounting. You'll also take five general business classes – one that covers uniform commercial code, two that focus on business analytics and two more on any subject you choose.

\*Offered On-campus and Online

### MASTER OF SCIENCE IN ACCOUNTING (M.S.A.C.)\*

The M.S.A.C. degree, designed specifically for students who do not have a background in accounting, will propel your knowledge and skill development in both business and accounting, while also preparing you for the CPA exam. You will develop the technical proficiency to be effective in accounting roles and the understanding of the functional areas of business required to communicate successfully in the corporate environment.

The program is 30 credits (approximately nine classes) with three terms per year. Full-time students can typically complete their coursework in just 12 months; part-time students typically finish in 24 months.

- 21 credits of required core courses
- 9 credits of accounting/tax electives

Led by our dedicated and experienced faculty, you will study financial accounting, auditing, taxation and management accounting, thus satisfying the state's curriculum requirement. You will take accounting or taxation electives, choosing from specialized courses such as Forensic Accounting, Governmental and Not-for-Profit Accounting, and Tax Problems of Partners and Partnerships.



# #1

Investment Research Challenge Team for the Americas

CFA Institute Research Challenge, 2017 and 2020

option for graduate internships. Full-time students can typically complete their coursework in just 12 months; part-time students typically finish in 24 months.

Ideal candidates for the MS in Professional Accounting and Analytics program are individuals who possess a bachelor's degree in accounting and are seeking to meet the 150-hour educational requirement for the CPA credential. This program is also well-suited for professionals who already have some accounting experience and are seeking to transition into roles that necessitate skills in data analysis, as well as those who are tech-savvy and aspire to be at the forefront of integrating accounting and technology.

### MASTER OF SCIENCE IN PROFESSIONAL ACCOUNTING AND ANALYTICS (M.S.P.A.A.)\*

This STEM-designated program combines traditional accounting education with data analytics. Graduates will have the ability to analyze large sets of financial data and make informed decisions. Subjects covered include auditing, taxation, financial analysis, data mining databases, SQL and predictive analytics.

The program is 30 credits and will provide you with a diverse list of accounting and analytics courses including Big Data and Business Impact, Enterprise-Wide Accounting Information Systems, and Introduction to Data Analytics/Business Intelligence. Students will also take electives of their choice, including an

## Dual-Degree Offerings

Graduate students who wish to enhance their education and deepen their preparation for certain careers can choose to combine their master's degree in Business Administration with a second graduate degree in one of three other programs at Seton Hall: *Juris Doctor (J.D.)*, *Diplomacy and International Relations (M.A.D.I.R.)* or *Nursing Administration and Executive Nurse Leadership (M.S.N.)*. The dual-degree programs typically require three years of full-time study to complete, except for the dual degree with law, which is a four-year program.

# TRANSFORMING CONCEPTS INTO PRACTICE

80%

of Fortune Global 100 companies reported intentions to hire M.S. in Data Analytics talent.

Graduate Management Admissions Council Corporate Recruiters Survey 2018

# MASTER OF SCIENCE IN BUSINESS ANALYTICS

“Our Master’s in Business Analytics offers students a very applied, hands-on approach to learning. They’ll take actual data, perform analyses on it and learn how to communicate findings to management. Graduates of the program will be ready to hit the ground running.”

Viswa Viswanathan, Ph.D.  
Associate Professor

Advanced technology now allows companies to gather and store massive amounts of data more easily than ever before. But businesses are all facing the same dilemma: how to harness that data once they have it. All over the globe, companies are searching for leaders who can use data to solve problems strategically and make effective business decisions. Our M.S. in Business Analytics prepares you to do exactly that.

#### PROGRAM HIGHLIGHTS

- 30 Credit Program (10 Courses)
- Full- or Part-time Study
- Completed in 18–24 Months
- GMAT/GRE Optional

#### AREAS OF STUDY

The program balances courses in business processes with courses in exploratory and predictive analytics and covers everything you need to know – from using R/Python, JSON/XML and SQL, to examining business processes through their data models, to extracting meaning from big, unstructured data.

#### IDEAL CANDIDATES

Applicants with prior work experience in analytics and/or undergraduate degrees in accounting, computer science, economics,

engineering, finance, information technology management, mathematics, natural sciences and supply chain management will prove especially competitive in the admission process.

#### STEM-DESIGNATED PROGRAM

By 2028, it is estimated that there will be more than a million jobs in the STEM field. In preparation, this STEM-designated program will equip you to utilize technology, data and business analytics to make effective business decisions and solve complex business problems. This designation also allows international students to apply to extend their 12-month optional practical training (OPT) by an additional 24 months.



# MASTER OF SCIENCE IN FINANCE TECHNOLOGY AND ANALYTICS

## Shape the future of finance.

This program prepares students for careers in the emerging and rapidly growing area of financial technology and analytics. The MFTA degree provides an interdisciplinary experience across finance, data analytics, and data sciences, preparing quantitatively inclined and tech-savvy students to thrive in the modern financial industry.

### IDEAL CANDIDATES

Applicants with prior experience and/or undergraduate degrees in computer science, mathematics, engineering, data science, information technology, physics, economics, business, finance and other STEM-related majors.

### CURRICULUM OVERVIEW

The 35-credit program consists of 23 credits of required courses, 9 credits in either the data science or business analytics track, and 3 credits of elective course(s).

With its flexible curriculum that nimbly responds to changes in labor market demands, the program will produce graduates who will possess the technological and analytical skills that meet these demands. The program offers both on-line and in-person courses.

Centered on FinTech and financial analytics, the curriculum also hones skills in data analytics, AI, machine learning, algorithmic trading, cloud computing, regulatory compliance, blockchain, robotic process automation and cryptocurrency.

### TITLES FOR MASTER'S-LEVEL PROFESSIONALS

- Actuary
- Blockchain Developer
- Cryptocurrency Analyst
- Financial Analyst, Data Scientist or Software Developer
- FinTech Analyst or Product Manager
- Investment Analyst or Advisor
- Risk Analyst

### INDUSTRIES FOR MFTA GRADUATES

- Banking and Financial Services
- Cryptocurrency and Blockchain
- Financial Consulting or Startups
- Government and Regulatory Bodies
- Insurance
- Investment and Asset Management
- Real Estate
- Wealth Management



# A VIBRANT COMMUNITY OF DOERS, INNOVATORS AND LEADERS

**Experience the benefits of a close-knit community with small class sizes that make for big relationships**

**It's the professors, practice partners, your future peers and a host of others who make our program valuable.**

**PROFESSORS**

Stillman faculty pride themselves on an academic experience characterized by extensive faculty-student engagement. This may take the form of faculty-student research projects, academic and career advising and class “field trips” to company sites such as AT&T’s Global Network Operations Center, Maher Terminals (North America’s largest marine container terminal), Walmart Distribution Centers and Hackensack Medical Center.

**PRACTICE PARTNERS**

In addition, professors also complement course curriculum with “Practice Partner” participation – successful professionals who bring their industry expertise to the classroom experience while exploring the trends and challenges that play a pivotal role in your career.

**PEERS**

Not only do you learn from our incredible faculty, but also from your peers, many of whom are working professionals with very diverse professional experience from leading companies.

**ALUMNI**

You will also connect with the Stillman School’s robust alumni community of 24,000+ – many of whom live and work in the metro area – and remain involved with the Business School.

**DEDICATED CAREER COUNSELOR**

There is also a dedicated career counselor for M.B.A. and M.S. students who provides one-on-one career coaching, as well as access to Career Fairs, networking forums featuring alumni and industry experts, and job postings.

**Peer Profiles**

	M.B.A. PROGRAM	M.S. PROGRAMS
<b>Gender Ratio</b>	Male 64%, Female 36%	Male 56%, Female 44%
<b>Average Years of Work Experience</b>	3.8 Years	6.9 Years
<b>Average Age</b>	28 Years Old	32 Years Old



# STATE-OF-THE-ART LEARNING CENTERS

The Stillman School of Business provides an educational experience that “transforms concepts into practice” and extends learning beyond the four walls of a classroom. Tangible examples of this include our eight applied-learning centers.

The **Center of Innovation and Entrepreneurship** advances hands-on entrepreneurial learning and fosters an entrepreneurial spirit in students. The Center sponsors Pirates Pitch, the University’s annual venture fund competition, in which students compete for prize money and business services to launch a business or expand an existing venture.

Partnering with the Reuters Group and Bloomberg, the **Center for Securities Trading and Business Analytics** provides students up-to-the-second, market-clearing quotes and the latest global market data and news on frequently traded securities. The Trading Room resources were instrumental in helping our students win the 2017 and 2020 CFA Investment Research Challenge for the Americas and in helping them make the CFA New York Regional “Final Four” an impressive 14 times in the last 19 years.

The **Center for Sport Management** offers a cutting-edge approach to sport management education, including an M.B.A.-level concentration in sport management – one of the few in the country. It is also home to the **Seton Hall Sports Poll Conducted by The Sharkey Institute**. The poll is the first and only university-based, ongoing polling service to delve into the multi-billion dollar sports industry. Its findings have been featured in national news outlets such as ESPN, CNN, Yahoo! Finance, Bloomberg, *Sports Illustrated*, *The New York Times*, Yahoo! Sports, *USA Today* and more.

Established in 1964, the **Institute for International Business** promotes a wide variety of international activities and projects. The Institute embraces the challenges of globalization through study-abroad opportunities that have included India, China, Latin America, the European Union, Bermuda and Japan.

The **Market Research Center** is a state-of-the-art facility that provides high-quality market research services to business and nonprofit clients. Students, faculty and clients partner together to address business challenges via market research. Some of the clients have included New Jersey Performing Arts Center, UPS, Goya Foods, Hackensack Meridian Health, Army ROTC, Community FoodBank of NJ and Planet Honda.

**Micah Center for Business Ethics** assists faculty with incorporating consideration of ethical behaviors and decision making into their curricula, all within the context of the Catholic Social Tradition. The Center’s efforts and events expose students to real-world problems and teach how to navigate them in a value-driven manner.





# ADMISSION REQUIREMENTS

When you apply to the Stillman School of Business, general requirements are an undergraduate overall GPA of 3.0 or higher (on a 4.0 scale). However, we do assess your candidacy holistically based on multiple dimensions and all applicants are considered based on individual merit.

## HOW TO APPLY

- Online Application Form
- Official Transcripts
- Standardized Test Score \*Optional (i.e., GMAT, GRE, LSAT)  
*Waivers available for those who qualify*
- Resume
- Personal Statement
- Letter(s) of Recommendation
- Application Fee

## GMAT/GRE Waivers

- Overall undergraduate GPA of 3.4 or higher *or*
- A graduate degree in any discipline, from an accredited academic institution *or*
- Completion of a Stillman School graduate certificate or non-matriculated program within the last 5 years with a cumulative GPA of 3.3 or higher *or*
- Successful completion of a professional certifying exam from the U.S. (CPA, CFA, etc.) *or*
- Five years of significant professional, quantitative or entrepreneurial work experience, also referred to as the Alternate Route Admission Program

\*"Optional" means it is at the discretion of the applicant whether they feel a GMAT or GRE test score submission strengthens their application. Please note: Submission of test scores (GMAT or GRE) is highly recommended for candidates seeking consideration for merit-based scholarship awards and graduate assistantships.

NOTE: The GMAT/GRE "Optional" policy is subject to change at any time at the sole discretion of Seton Hall University.

## PRIORITY APPLICATION DEADLINES

Fall: **May 31** International Student – **April 30**

Spring: **October 31** International Student – **September 30**

Summer: **March 31**

For full admissions requirements and to apply, visit [www.shu.edu/busgrad](http://www.shu.edu/busgrad)



# STILLMAN SCHOOL OF BUSINESS

## GRADUATE PROGRAMS

- Master of Business Administration
  - Accounting<sup>†</sup>
  - Business Analytics<sup>\*†</sup>
  - Finance<sup>†</sup>
  - Information Technology Management<sup>\*</sup>
  - Management
  - Marketing<sup>†</sup>
  - Sport Management
  - Supply Chain Management<sup>\*</sup>
- Master of Science in Accounting<sup>†</sup>
- Master of Science in Business Analytics<sup>†</sup>
- Master of Science in Financial Technology and Analytics<sup>\*</sup>
- Master of Science in Professional Accounting
- Master of Science in Professional Accounting and Analytics<sup>\*</sup>

\* STEM Designated

† On-Campus and Online

## DUAL-DEGREE PROGRAMS

- Master of Business Administration (M.B.A.) / Juris Doctor (J.D.)
- Master of Business Administration (M.B.A.) / M.A. in Diplomacy and International Relations
- Master of Business Administration (M.B.A.) / M.S.N. in Nursing Administration and Executive Nurse Leadership

## CERTIFICATE PROGRAMS

If you want to develop a specific expertise and wish to secure an additional credential, consider one or more of the nine graduate business certificates offered (12-16 credit hours).

**Accounting** — “Bridge” program for non-accountants who wish to sit for the Uniform CPA Examination and want to become educationally qualified to be licensed as a CPA.

**Advanced Study** — Additional graduate education for business professionals who have already completed a graduate degree in business.

**Business Analytics** — It is no exaggeration to state that every business of moderate size is either using business analytics or will have to in order to stay competitive. This certificate prepares students to “find meaning in the data.” Students gain insights into a business based on data and statistics to drive business planning.

**Financial Decision Making** — A certificate focused on fundamental finance issues: how to identify key components and apply analytical techniques to attain company and personal financial goals.

**Graduate Business** — Allows students with a four-year undergraduate degree to obtain a broad-based foundation in business discipline knowledge.

**Graduate Taxation** — Dedicated exclusively to the study of taxation and designed to provide students with both a theoretical basis and practical hands-on skills.

**Market Research** — Focuses on the collection and analysis of data and implementation of market research insights. Qualitative and quantitative research are explored through a mix of projects incorporating the Market Research Center.

**Supply Chain Management** — Enhances data analysis and improves decision making as related to the transformation of raw materials into finished goods, linking together manufacturers, distributors and vendors.

Complete a certificate with a GPA of 3.3 or higher and receive admission into the M.B.A. program or related specialized master’s program — no GMAT required. In addition, all certificate credits will count toward the applicable degree.

# CONTACT

## Stillman School of Business Office of Graduate Admissions

Jubilee Hall, Room 515  
Seton Hall University  
400 South Orange Avenue  
South Orange, NJ 07079  
(973) 761-9262  
[www.shu.edu/busgrad](http://www.shu.edu/busgrad)

## Information Sessions and Webinars

Prospective students are always welcome to visit the Stillman School during an on-campus Information Session or to sign up for a Webinar. You can meet the Director of Graduate Admissions and gain valuable perspective from faculty and current students.

[www.shu.edu/busgrad](http://www.shu.edu/busgrad) for the schedule of upcoming sessions or contact the Office of Graduate Admissions.

