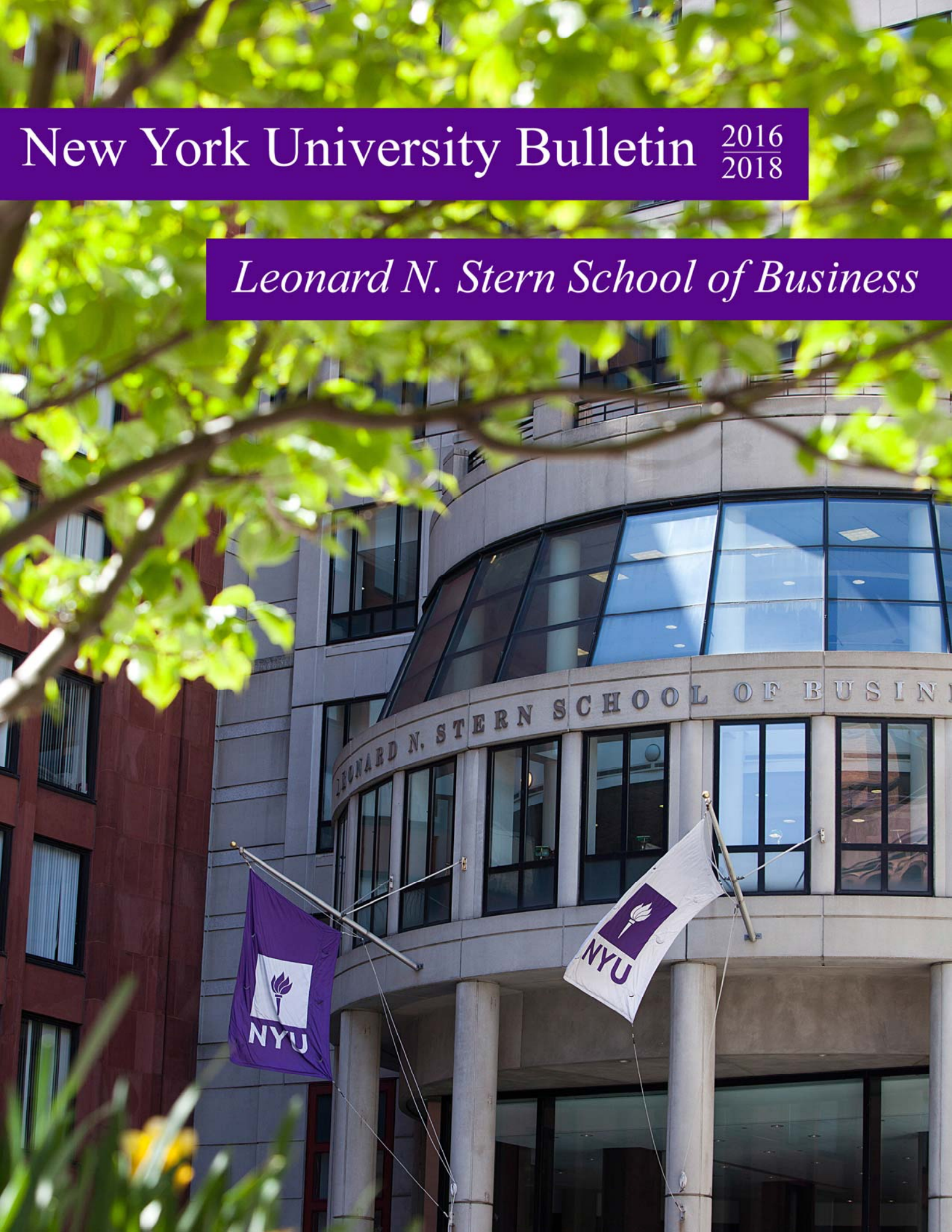


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*Leonard N. Stern School of Business*



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The Leonard N. Stern School of Business  
*The Graduate Division*

Announcement for the 101st Session and 102nd Session  
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New York, NY 10012-1126  
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Notice. The policies, requirements, course offerings, schedules, activities, tuition, fees, and calendar of the school and its departments and programs set forth in this bulletin are subject to change without notice at any time at the sole discretion of the administration. Such changes may be of any nature, including, but not limited to, the elimination of the school, programs, classes, or activities; the relocation of or modification of the content of any of the foregoing; and the cancellation of scheduled classes or other academic activities.

Payment of tuition or attendance at any classes shall constitute a student's acceptance of the administration's rights as set forth in the above paragraph.

Effective September 1, 2016

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## DEGREE PROGRAMS

All of the Stern School's academic programs require students to make a significant commitment to scholarship and enterprise. Stern's distinctive programs and extensive course offerings make it one of the most exciting and enriching business schools in the world.

<b>Program<sup>1</sup></b>	<b>Hegis<sup>2</sup> Code(s)</b>
Master of Business Administration (M.B.A.), General Management Full-time Program Langone Program	0506
Dual Degree Programs:	
B.S.-M.S. in Certified Public Accounting <sup>3</sup>	0502/0502
J.D.-M.B.A.	1401/0506
M.B.A.-M.B.A. HEC (France)	0506
M.B.A.-M.A. (French Studies)	0506/0312
M.B.A.-M.F.A. (Film & Television)	0506/1010
M.B.A.-M.P.A.	0506/1202/2102
M.D.-M.B.A.	1206/0506
M.S. (Biology)-M.B.A.	0401/0506
M.S. (Mathematics in Finance)-M.B.A.	1799/0506
Executive Programs:	
Executive M.B.A.	0506
TRIUM Global Executive M.B.A. (joint degree)	0506
Executive M.S. in Business Analytics	0599
Executive M.S. in Global Finance <sup>4</sup>	0504
Executive M.S. in Risk Management <sup>5</sup>	0599
Master of Science (M.S.) in Accounting	0502
Master of Philosophy (M.Phil.), Doctor of Philosophy (Ph.D.)	
Accounting	0502
Economics	0517
Finance	0504
Information Systems	0701
Management and Organizational Behavior	0506
Marketing	0509
Operations Management	0599
Statistics	0507
Advanced Professional Certificates	
Marketing	0509
General Business	0501
Finance	0504

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<sup>1</sup> As registered by the New York State Education Department.

<sup>2</sup> HEGIS: Higher Education General Information Survey

<sup>3</sup> Admission is via the Stern Undergraduate College and is restricted to enrolled undergraduates in that College.

<sup>4</sup> Offered jointly with Hong Kong University of Science and Technology (HKUST)

<sup>5</sup> Offered in partnership with the Amsterdam Institute of Finance (AIF)

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

The M.B.A. Program at New York University's Leonard N. Stern School of Business represents the best in graduate business education, where the pursuit of success for our students—educational, professional, and personal—is the driving force behind everything we do. Stern students develop the skills they need to succeed in any business environment, anywhere in the world.

Balancing theory and conceptual frameworks with practical applications, the M.B.A. curriculum first develops a solid base of management skills through required core courses and then builds on that knowledge through specialized electives. Within this structure, students choose from a wide range of courses and plan their programs according to their own needs and interests.

The core curriculum introduces students to the functional activities of organizations and the analytical and conceptual frameworks for managerial decision-making. Collectively, the core courses provide both the fundamental knowledge that a manager must have to be effective and the foundation for advanced specialization in different functional and interdisciplinary areas.

Stern's M.B.A. Program provides depth as well as breadth. After completing the core curriculum, a student obtains in-depth knowledge in academic program areas by completing advanced level elective course work. Students choose from a wide array of elective courses offered at Stern and from approved courses offered by other NYU graduate programs. A list of Stern elective courses can be found in the course descriptions for each academic department. Students may choose to focus their electives in one or more of over 20 academic specializations.

### ***FULL-TIME M.B.A. PROGRAM***

Two years of living, studying, and playing at an intense pace mean that by graduation, new M.B.A.'s are eager to take on the most demanding positions. Stern provides students with the theoretical background, practical applications, and the career support they need for lifelong success in their careers.

Students who matriculate in the Full-time M.B.A. Program are assigned to Blocks – the cohorts of students with whom they take most core courses in the first year. Each Block elects three Block Leaders to organize Block activities, represent the Block to the Stern Student Government (SGov), and administer the Block budget.

Students in the Full-time Program generally take 15 credits per semester. In their first year of study, Full-time students must take or establish proficiency in the Statistics and Accounting core courses and a minimum of 5 of the 7 remaining menu core courses. The capstone Professional Responsibility course is offered in an intensive format as detailed by the faculty.

Students in the Full-time Program attend classes during fall and spring semesters, complete a summer internship, and graduate at the end of their second spring semester.

Students in the Full-time Program have access to Office of Career Development services for the purposes of securing a summer internship and employment after graduation. (See *CAREER SERVICES* for details.)

The following outlines the full-time two-year program of study leading to the M.B.A. degree:

	Course #	Semester	# of Courses	Credits
Year 1				
Financial Accounting & Reporting	COR1-GB.1306	1	1	3
Statistics & Data Analysis	COR1-GB.1305	1	1	3
Operations Management	COR1-GB.2314	1 or 2	5 – 7	15 - 21
Firms & Markets	COR1-GB.1303	1		
Foundations of Finance	COR1-GB.2311	1 or 2		
Leadership in Organizations	COR1-GB.1302	2		
The Global Economy	COR1-GB.2303	2		
Marketing	COR1-GB.2310	1 or 2		
Strategy	COR1-GB.2301	1		
Summer				
Internship				
Year 2				
Electives		3 or 4 (After Prerequisites)	12.5 – 18.5	37.5 – 43.5
Professional Responsibility (capstone)	COR2-GB.3101	3 or 4 (After Prerequisites)	0.5	1.5
Degree Total				60

- All courses must be taken in the fall and spring semesters. Courses offered in the summer and during the intensive modules are not part of the Full-time program sequence and are not open to student in the Full-time Program.
- Students must take at least 12 credits a semester to maintain their full-time status.
- Any course work taken over the 60 credits\* necessary to complete the program, including courses in which the student has received a “W”, “N” or “F”, will be charged at an additional per-credit rate in the final semester. (\* Not including the free course).
- Part-time employment for students in the Full-time Program is strongly discouraged in the first year, is considered secondary to academic work in the second year, and in no case should exceed 10 to 15 hours per week.

Academic advisers help enrolled students understand the program requirements and options. For more information or to contact an adviser, please visit or contact: Academic Affairs and Advising, NYU Stern School of Business, 44 West Fourth Street, Suite 6-120, New York, NY 10012-1126, 212-998-0585; 212-995-4606 (fax); [academic\\_affairs@stern.nyu.edu](mailto:academic_affairs@stern.nyu.edu), <http://www.stern.nyu.edu/AcademicAffairs/>.



### **THE LANGONE M.B.A. FOR WORKING PROFESSIONALS**

The Stern School of Business was founded in 1900 with a curriculum designed specifically for part-time students who worked during the day. More than 100 years later, part-time students, with their substantial work backgrounds and perspective, continue to help define the Stern Langone M.B.A. experience and sustain its position among the top-ranked part-time M.B.A. programs in the nation.

In response to the evolving needs of our students, we continually update and refine our offerings. Recent innovations include increasing the flexibility of the program and the speed with which the degree can be earned by students whose workweeks are longer than ever before. An increasing number of intensive classes are offered via our innovative modular calendar, more faculty are incorporating distance-learning elements into their courses, and more classes are being offered on weekends. As a result, students can complete their degrees in as few as two years and those who specialize in finance or management and choose to attend only on weekends, can complete their degrees in 2.5 years.

Langone students have access to the Career Center for Working Professionals for assistance with career planning and job development. (See *CAREER SERVICES* for details.)

When Langone students register for their first semester at Stern, they become part of a Block - the group of students with whom they take one or two sections of core in the first semester. In subsequent semesters through the first year, they have the option of remaining with their Blocks to take additional core courses. In the first week of classes, students elect Block Leaders, and, during the semester, have the opportunity to socialize, study, network, and plan events with their Blocks. Students must enroll in a Block section of Firms & Markets or Leadership in Organizations in their first semester. (These course options may change if a student enrolls in the Westchester Program location.) They may take electives beginning in the third semester of enrollment if they have completed the four basic core courses (Firms & Markets, Leadership in Organizations, Financial Accounting & Reporting, and Statistics & Data Analysis) and the core course prerequisite for the elective area.

Students in the Langone Program typically take six credits per semester (two modules), in the evening and on weekends, and additional courses during intensive modules. Most students graduate in three to four years. Core courses should be completed within the first two years in the program. The four basic core and all prerequisites must be completed before students take elective courses.

The following is an example of a three-year program:

	Course #	Module	Credits
<b>Year 1</b>			
Leadership in Organizations	COR1-GB.1302	Fall	3
Financial Accounting & Reporting	COR1-GB.1306	Fall	3
Strategy I	COR1-GB.2103	Winter	1.5
Strategy II	COR1-GB.2104	Winter	1.5
Firms & Markets	COR1-GB.1303	Spring	3
Statistics & Data Analysis	COR1-GB.1305	Spring	3
Foundations of Finance	COR1-GB.2311	Summer 1	3
Marketing	COR1-GB.2310	Summer 2	3
Business Communication	MCOM-GB.2105	Late Summer	1.5
<b>Year 2</b>			
The Global Economy	COR1-GB.2303	Fall	3
Operations Management	COR1-GB.2314	Fall	3
Collaboration, Conflict & Negotiation	MGMT-GB.2159	Winter	1.5
Global Perspectives on Enterprise Systems	ECON-GB.2190	Winter	1.5
Elective		Spring	6
Elective		Summer 1 or 2	3
Professional Responsibility	COR2-GB.3101	Late Summer	1.5

<b>Year 3</b>			
Electives		Fall, Spring, Summer	18
<b>Degree Total</b>			<b>60</b>

Academic advisers help enrolled students understand the program requirements and options. For more information or to contact an adviser, please visit or contact: Academic Affairs and Advising, NYU Stern School of Business, 44 West Fourth Street, Suite 6-120, New York, NY 10012-1126, 212-998-0585; 212-995-4336 (fax); [academicaffairs@stern.nyu.edu](mailto:academicaffairs@stern.nyu.edu), <http://www.stern.nyu.edu/AcademicAffairs/>.

### ***PREREQUISITES***

Core course faculty members assume that all M.B.A. students are proficient in:

- Quantitative skills, including calculus,
- Business writing, and
- The use of word processing and spreadsheet programs.

Students should refer to the online registration and advising materials for details regarding how to satisfy these requirements and ensure that they are prepared.

### ***REQUIRED COURSES***

All students in the Full-time Program must complete the 22.5-credit Stern Full-time Core. Langone students must complete the 28.5-credit Stern Core. In addition, Langone students must complete 4.5 Langone Core credits. A student may apply to substitute elective credits for selected core courses in which they are already proficient. To view the requirements for establishing proficiency in core courses, please go to <http://www.stern.nyu.edu/AcademicAffairs>. For course descriptions see: <http://www.stern.nyu.edu/Registrar/CourseInfo/CourseDescriptionsPrerequisites>

### **Non-Credit Requirements**

Langone Lab, NOCR-GB.2050 (Langone Program only)

LAUNCH, NOCR-GB.2000 (Full-time only)

Management Communication Forum, NOCR-GB.2045 (Full-time only)

### **Stern Full-time Core**

#### **1. 1<sup>st</sup> Year required courses (6 credits):**

Financial Accounting & Reporting, COR1-GB.1306

Statistics & Data Analysis, COR1-GB.1305

#### **2. Menu; at least 5 courses (15 credits) of remaining 7 current core courses (21 credits):**

Operations Management, COR1-GB.2314

Marketing, COR1-GB.2310

Foundations of Finance, COR1-GB.2311

Leadership in Organizations, COR1-GB.1302

Firms & Markets, COR1-GB.1303

The Global Economy, COR1-GB.2303

Strategy, COR1-GB.2301

### 3. Other required course (1.5 credits):

Professional Responsibility, COR2-GB.3101

#### Langone Program Only

##### *Stern Core*

Financial Accounting & Reporting, COR1-GB.1306

Operations Management, COR1-GB.2314

Marketing, COR1-GB.2310

Foundations of Finance, COR1-GB.2311

Leadership in Organizations, COR1-GB.1302

Firms & Markets, COR1-GB.1303

Statistics & Data Analysis, COR1-GB.1305

The Global Economy, COR1-GB.2303

Strategy I, COR1-GB.2103

Strategy II, COR1-GB.2104

Professional Responsibility, COR2-GB.3101

##### *Langone Core:*

Collaboration, Conflict &  
Negotiation, MGMT-GB.2159

Global Perspectives on Enterprise  
Systems, ECON-GB.2190

Business Communication, MCOM-  
GB.2105

#### Electives & Specializations

All M.B.A. students earn a general management major by completing the core and elective requirements. After completing the core, students may elect to specialize by completing nine elective credits in a specific area. (Some specializations have specific course requirements.) Students are not required to specialize their choice of electives, but may declare as many as three specializations from the list below. Students declare specializations using the Stern Web Information System (<http://ais.stern.nyu.edu>) Remaining Requirements page, under “Change Specialization.” Students may change their specializations at any time until they submit the application for graduation in their last semester of study.

Accounting

Banking

Business Analytics (formerly Data, Models &  
Decisions)

Corporate Finance

Digital Marketing

Economics

Entertainment, Media & Technology

Entrepreneurship & Innovation

Finance

Financial Instruments & Markets

Financial Systems & Analytics

FinTech

Global Business

Law & Business

Leadership & Change Management

Luxury Marketing

Management

Management of Technology & Operations

Marketing

Product Management

Quantitative Finance

Real Estate

Sustainable Business & Innovation

Strategy

Supply Chain Management & Global Sourcing

The 4.5 credits of Langone Core may be applied to specializations. (The Stern Core may not.)

Students may take a maximum of 24 credits in any one academic course designator. Three (3) credits of Langone Program Core are included in this maximum. If a student earns more than 24 credits in a single course

designator, those above 24 will not be considered among the 60 credits required for the M.B.A. degree. However, they will be included in the cumulative grade point average.

Please consult the Academic Affairs Web site at <http://www.stern.nyu.edu/AcademicAffairs/Specializations> for a listing of courses that apply to each specialization.

## **ADMISSIONS**

NYU Stern's admissions process is holistic and highly selective. The Admissions Committee evaluates each candidate's academic profile, professional achievements and aspirations, and personal characteristics.

**Academic Profile:** NYU Stern seeks students who will flourish in our academic program. We assess academic potential through the quality of and performance in prior academic program(s), as seen from academic transcripts, and general aptitude as measured by the Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE).

**Professional Achievements and Aspirations:** Stern seeks students with a proven track record of success, a high potential for future leadership, and a well-articulated plan to achieve their short- and long-term goals. Professional achievements and aspirations are primarily assessed by a candidate's essays, résumé, employment history, professional recommendations, and interview (by invitation only).

**Personal Characteristics:** NYU Stern values students with both intellectual and interpersonal strengths. We seek students who embody Stern's values of mutual support and collaboration and who will be passionate, engaged participants in the Stern community. These personal characteristics are often evidenced in a candidate's essays, professional recommendations, activities and achievements, and interview (by invitation only).

Please visit <http://www.stern.nyu.edu/programs-admissions> for detailed information on the application process.

## **FINANCIAL AID**

While a graduate business degree affords students the opportunity for significant personal growth and career advancement, obtaining that degree requires a considerable investment of resources. Many students will need assistance in meeting the costs of business school.

Please direct all correspondence and inquiries about financial aid to Graduate Financial Aid, NYU Stern School of Business, 44 West Fourth Street, Suite 6-140, New York, NY 10012-1126 [fin-aid@stern.nyu.edu](mailto:fin-aid@stern.nyu.edu), [www.stern.nyu.edu/finaid](http://www.stern.nyu.edu/finaid)

## **Scholarships and Fellowships**

The Stern School of Business automatically considers all students admitted to the Full-time Program for merit-based scholarships ranging from partial to full tuition. The selection process is highly competitive. The Admissions Committee makes awards based solely on merit. There is no separate application process for merit-based scholarships. Stern and private donors provide the funds for these awards, and individual awards vary. All second year students are also considered for donor awards. (See *SCHOLARSHIPS AND FELLOWSHIPS* for a list of awards.)

## **Graduate Fellowships and Teaching Fellowships**

The Stern School of Business offers graduate fellowships and teaching fellowships to qualified M.B.A. students who have completed at least 9 credits at Stern as M.B.A. students, are enrolled in the semester of appointment, have an average GPA of at least 3.0, and have previously taken the course or its equivalent (for teaching fellowships only). These positions are limited in number and competitive. A full fellowship position involves

10 hours of work per week for one full term or 15 weeks and provides partial tuition credit, applied directly to the student's tuition during the semester in which the student is employed. Students who wish to serve as graduate or teaching fellows are responsible for securing these positions by contacting the departments that have approved positions. (Note: Graduate and teaching fellows must pay any portion of tuition and fees not covered by tuition remission by the payment deadline, and their loan eligibility may be affected.) For a complete set of policies and guidelines, please visit: <http://www.stern.nyu.edu/portal-partners/current-students/student-jobs>.

### **Campus Housing Resident Assistantships**

Resident assistants (RAs) live in dormitories and are responsible for organizing, implementing, and evaluating social and educational activities. Assistants also serve as peer counselors and sources of information for dormitory residents. Candidates must be single, Full-time students with a current cumulative grade point average of at least 2.5. They should also possess qualities that support the social and intellectual development of students and should be willing to assume responsibility for managing crises. Compensation includes room and board for two semesters. For applications and further information, contact the Office of Residential Education, New York University, 726 Broadway, 7<sup>th</sup> Floor, New York, NY 10003, 212-998-4311.

### **Student Loans**

Student loans are the primary source of assistance for most students. New York University participates in the Federal Direct Unsubsidized Stafford Loan Program and the Federal Direct Graduate PLUS Loan program. In addition, private educational loans are available to assist with school expenses. Part-time students are eligible to apply for loans and must enroll in at least 6 credits (half-time) per semester to be eligible.

***Direct Unsubsidized Stafford Loan Program.*** This is a long-term federal loan with an interest rate updated annually based on the 10-year Treasury bond yield plus 3.60%. An origination fee is reassessed each year and deducted at disbursement. The funds are issued by the U.S. Federal Government as supplied by the U.S. Treasury. Eligibility is not based on financial need and interest accrues while in school and during the deferment period. Interest begins accruing as soon as the loan funds are disbursed. Students may choose to have the accrued interest capitalized (added to the principal balance) or make periodic payments while in school. The total Federal Unsubsidized Stafford Student Loan limit is \$10,250 per semester. The standard repayment period is 10 years.

***Direct Graduate PLUS Loans.*** Most students may find it necessary to borrow through the Direct Graduate PLUS Loan program to meet the full cost of attendance. Note that Graduate PLUS Loan approval is contingent upon a credit check. One may also elect to use a creditworthy cosigner. This is a long-term federal loan with an interest rate updated annually based on the 10-year Treasury bond yield plus 4.60%. An origination fee is reassessed each year and deducted at disbursement. The standard repayment period is 10 years.

***Private Educational Loans.*** Students may choose to borrow through private loan programs to meet their educational expenses. Note that all programs require applicants to have a good credit history and may require a creditworthy cosigner.

International students may borrow private educational loans with a U.S. citizen cosigner. International student loans, which do not require U.S. citizen cosigners, may also be available. Please check the website for current information on the availability of these loans.

## **REGISTRATION<sup>6</sup>**

### **Class Meeting Times**

M=Monday; T=Tuesday; W=Wednesday; R=Thursday; F=Friday; S=Saturday; U=Sunday

Weekday Classes, Fall and Spring

3-credits: 80 minutes, twice a week, 13 weeks

1.5-credits: 80 minutes, twice a week, 6 weeks

Meeting times: 9-10:20 a.m., 10:30-11:50 a.m., 1:30-2:50 p.m., 3-4:20 p.m.

Evening and Weekend Classes, Fall and Spring

3-credits: 3 hours, once a week, 12 weeks

1.5-credits: 3 hours, once a week, 6 weeks

Weeknight meeting times: 6-9 p.m. (M-R)

Weekend meeting times: 9 a.m.-12 noon or 1-4 p.m.

Evening and Weekend Classes, Summer

3-credits: 3 hours, twice a week, 6 weeks

1.5-credits: 3 hours, once a week, 6 weeks

Weeknight meeting times: 6-9 p.m. (M-R),

Weekend meeting times: 9 a.m.-noon *and* 1-4 p.m. (S-U)

Any change in the schedule or the assigned instructor will be posted online at [www.stern.nyu.edu/Registrar](http://www.stern.nyu.edu/Registrar). Students who have registered for a class in which there is an instructor change will be notified by e-mail.

The daytime sections of core courses are reserved for students in the Full-time M.B.A. Program, and the evening and weekend sections of these courses are reserved for Langone Program students. Electives are open to Stern M.B.A. students, regardless of meeting time, when space is available and prerequisites are met. Generally, students in the Full-time M.B.A. Program have priority for weekday classes, and Langone Program students have priority for evening and weekend classes within a graduation cohort. Note that summer and intensive module courses are not part of the Full-time Program sequence and Full-time Program students may not register for them.

### **New M.B.A. Students**

All new M.B.A. students must indicate their intention to enroll by paying an enrollment deposit.

New students receive all registration information online. Full-time Program registration information is located on the Admitted Students' Website at

[http://w4.stern.nyu.edu/admissions/admittedstudents/asw\\_wcm/wcm\\_asw\\_login.cfm](http://w4.stern.nyu.edu/admissions/admittedstudents/asw_wcm/wcm_asw_login.cfm). The Langone Program registration information is located on the Admitted Students' Website at <http://www.stern.nyu.edu/AcademicAffairs/Langone/Incoming/index.htm>.

New students are required to submit their registration and payment no later than the dates indicated for their programs. There is no option to register later. Tuition payment is required at the time of registration.

Participation in the 50/50 Payment Plan and financial aid funds are taken into consideration at time of payment.

See also **IMMUNIZATION REQUIREMENTS**.

### **Continuing M.B.A. Students**

The Office of Records and Registration provides online registration information to all continuing degree candidates. Continuing M.B.A. students are expected to register using the Web registration system (<http://ais.stern.nyu.edu>), prior to the beginning of each term according to the calendar specified in the registration instructions. If they miss the deadline, continuing students may also register in person or online during the add/drop registration period. (Dates are announced in the registration e-mail.)

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<sup>6</sup> The Stern School of Business may at any time record its classes for educational and/or administrative purposes.



## **ACADEMIC REQUIREMENTS**

### **NYU Stern Code of Conduct**

Stern students, faculty, and administrators are committed to promoting principles of honesty, integrity, and trust among Stern students. Therefore, prior to beginning the program, each student commits to the principles of the Code of Conduct by signing a copy of it. For a copy of the Code of Conduct, please visit

<http://www.stern.nyu.edu/portal-partners/student-engagement/navigating-the-essentials/code-conduct>

### **Program Progress**

M.B.A. students must complete the following:

- At least one course in the semester for which they are admitted; those who do not must reapply for admission in a subsequent semester.
- At least 6 credits each academic year.
- At least 24 credits within the first three years.
- All requirements for the degree within the maximum of six years from initial enrollment in the program.

Students who are unable to maintain this pace are not permitted to continue in their degree program. Note that, although students are required to meet only these minimums to remain in the program, it is not possible to complete the M.B.A. degree requirements within the six-year limit at the minimum rates of progress.

### **Scholastic Requirements**

Students must maintain a minimum grade point average while matriculated in degree programs. (For information on computing the grade point average, see the Grades section.)

All degree and certificate candidates (except for Ph.D. students) must have a minimum grade point average of 2.5000 in order to graduate. Ph.D. candidates must have a minimum grade point average of 3.0000.

**Students who began the M.B.A. program after January 1, 2006 are subject to the following conditions:**

### **DISMISSAL**

6-29 credits attempted: if GPA is less than 2.1, student is dismissed from the program.

30 or more credits attempted: if GPA is less than 2.3, student is dismissed from the program.

60 credits completed: if GPA is less than 2.5, student is not eligible to graduate and is dismissed from the program.

### **PROBATION**

6-29 credits attempted

Student is placed on academic probation if one or more of the following occur:

- GPA is less than 2.3
- Student fails one or more courses
- Student accumulates more than one incomplete grade

30 or more credits attempted

Student is placed on academic probation if one or more of the following occur:

- GPA is less than 2.5
- Student fails one or more courses
- Student accumulates more than one incomplete grade

Academic probation is a period of time given to a student to redeem poor or unsatisfactory academic performance as prescribed by the requirements for minimum program progress.

While on academic probation, students will not be considered in “good academic standing” and the Academic Policy Board will have the discretion to limit eligibility and services based on this condition. Program restrictions may include all or any part of the following, but are not limited to: credit limits, eligibility for course registration, GPA requirement, student activities (clubs, treks, conferences, etc.), Study Abroad.

### **Satisfactory Academic Progress**

To maintain satisfactory academic progress, students must maintain minimum grade point average standards. Specifically, students must earn cumulative GPAs according to the criteria outlined below:

For graduation eligibility: 2.5000 and above

To avoid Academic Probation: 2.3000 and above

To avoid dismissal from NYU Stern: 2.1000 and above

Grade point averages include all coursework that appears on the Graduate Stern transcript, whether or not it actually fulfills program requirements.

A 2.5000 grade point average is required of all MBA program students to meet eligibility requirements for graduation.

If a student's GPA falls below 2.3000 at any point while matriculated in a degree program, he or she will be placed on Academic Probation. Academic Probation signals that a student is not in good academic standing and that he or she is at risk of falling below the minimum program GPA requirements.

While a student is on Academic Probation, the Academic Policy Board will have the discretion to enforce program restrictions including: credit limits, eligibility for course registration, GPA requirement, student activities (clubs, treks, conferences, etc.), Study Abroad.

Regardless of GPA, students may also be placed on academic probation for earning a grade of “Incomplete” for multiple courses and/or failing to satisfactorily complete agreed upon program completion requirements.

If a student's GPA falls below a 2.1000, he or she will be dismissed from the program.

When grades are available after each semester, students who do not meet the minimum requirements are notified by their program's advising office, on behalf of the Academic Policy Board, that they are on academic probation or that they may not continue in the program. Students placed on probation must make an appointment with an academic adviser to discuss their situation and plans for improvement. Students who are dismissed from the program and who have registered prior to receiving these letters are withdrawn from their courses and given a full tuition refund. (Students who have low averages are urged not to register for the next term if there is any chance their grade point average will fall below these minimums when all the current semester's grades are reported and recorded.)

## Leaves of Absence

Degree candidates must maintain continuous matriculation throughout the duration of the program. Students are required to maintain matriculation each fall and spring, whether or not they are taking courses. For Langone students, summer enrollment is optional and matriculation is, therefore, not required.

After successful completion of their first semester at Stern, students are eligible to apply for a leave of absence. M.B.A. students must submit their request for a Leave of Absence to the M.B.A. Academic Policy Board using the online application. The application must include:

- The reason a Leave of Absence is necessary.
- The term in which enrollment is expected to resume.
- A detailed academic action plan for degree completion upon return from the Leave of Absence.

If a leave of absence is granted, students must pay a fee to maintain matriculation. (See Tuition and Fees section.) The fee is calculated on a per-semester basis and must be paid at the time the leave is granted. Leaves of absence are included in the time limit for completion of all degree programs. Students are not eligible to continue in their degree programs unless a leave of absence has been granted and the matriculation fee has been paid.

Maintaining continuous matriculation (a) reserves a student's place in the degree program as a continuing student; (b) ensures that the student will continue to receive registration materials and any other mailings or information for enrolled students; (c) allows access to certain University facilities and services, such as the library and health services; and (d) enables application for student health insurance, if needed.

Note: Newly admitted students who find they cannot begin the program in the semester for which they were admitted, or who are unable to complete their first semester of study, are not eligible to apply for a leave of absence. Newly admitted M.B.A. students who wish to defer their first enrollment must contact the M.B.A. Admissions Office for information on an abbreviated reapplication process for a subsequent semester. Students in other degree programs should consult their respective program offices.

## Minimum Residency Requirement

Students are expected to complete the full M.B.A. Program at Stern. Under certain circumstances (study abroad, taking courses at other NYU divisions, relocation 200 miles from Stern, etc.), students may take up to 15 pre-approved elective credits outside of Stern. To be eligible to graduate, M.B.A. candidates must complete a minimum of 45 credits (75 percent of their degree), including all core requirements, at the Stern School. Classes taken in other NYU divisions or in an international program are not considered part of the 45 minimum credits.

## ACADEMIC POLICIES

### M.B.A. Core Course Waivers

Students may demonstrate proficiency in certain core course areas by taking a proficiency examination or by virtue of an undergraduate major, a master's degree, or a CPA license. M.B.A. students who demonstrate proficiency in a core course within their first year of study through one of the methods indicated below, may waive the course and replace the required credits with electives. In all cases, a student must complete 60 credits for the M.B.A. Core course topic lists are available on the advising web sites. Proficiency examinations must be taken within the first year and may be taken only once. Grades may not be appealed. Proficiency exams are offered for all core courses.

#### Core Course

COR1-GB.1302 Leadership in  
Organizations

COR1-GB.1303 Firms & Markets

#### Undergraduate Major Or Master's Degree

Management

Economics

COR1-GB.1305 Statistics & Data Analysis	Statistics
COR1-GB.1306 Financial Accounting & Reporting	U.S. Accounting Majors, U.S. CPAs, Chartered Accountants (Students who have a CFA designation are required to take the Proficiency Exam, per the Accounting Department's policy)
COR1-GB.2310 Marketing	Marketing
COR1-GB.2311 Foundations of Finance	Finance (Students who have a CFA designation are required to take the Proficiency Exam, per the Finance Department's policy)
COR1-GB.2314 Operations Management	Industrial Engineering or Operations Management
COR1-GB.2303 The Global Economy	Economics
FINC-GB.2302 Corporate Finance (Elective)	Finance (Students who have a CFA designation are required to take the Proficiency Exam, per the Finance Department's policy)

### Credit Loads

**Full-time Students.** The minimum credit load to qualify for full-time study is 12 credits per semester. Students in the Full-time M.B.A. Program generally carry a course load of 15 credits per semester for the four consecutive semesters (fall and spring only) to complete the 60 credits to meet the degree requirements. The maximum credit load per semester is 15 credits. In exceptional cases, students may want to take more than 15 credits in one semester. Students who wish to take credits beyond the semester maximum must complete a Credit Overload Request form available on the Academic Affairs and Advising web site and meet with an academic adviser. Students may be approved to take a maximum overload of three (3) credits during their program of study, distributed either as three (3) credits in one semester or 1.5 credits in each of two semesters.

**Langone Program Students.** Langone Program students may register for a maximum of nine (9) credits in each Fall and Spring semester and a maximum of six (6) credits in each of the Summer 1 and Summer 2 modules. In addition, up to 4.5 credits may be taken in each of the Winter and Late Summer Intensive modules. On occasion, Langone students face unusual personal or professional circumstances that may justify accelerating the pace of course completion. Students who feel they are in such a position should consult with an academic adviser and may then petition to accelerate their programs for one term. In exceptional cases, they will be granted permission to take more than nine credits in one Fall or Spring semester. In rare circumstances, students may be permitted to accelerate during the Summer 1 or Summer 2 modules. To be considered for acceleration, a student must have completed all core courses (except Professional Responsibility and the Langone Core), be in good academic standing and submit a formal "Application to Accelerate the Langone M.B.A. Program," which contains the following:

- A statement of the circumstances prompting the request.
- The current GPA and why it will not be compromised by acceleration.
- An explanation as to how you will be able to devote the appropriate amount of time needed to accomplish the additional credit load.

- A detailed plan of study for completion of the remainder of the program, including the number of credits requested.
- A career development plan that includes short- and long-term career goals and a detailed plan for achieving them.
- A statement of understanding that if the acceleration is approved:
  - The school is making an exception due to a change in circumstances.
  - Your student status does not change (Langone students remain in the Langone program despite taking a full credit load for one semester).
  - The standard tuition refund and scholastic standing policies continue to apply.
  - Tuition will be charged at the per credit rate indicated on the Tuition & Fee Schedule.

The application must be submitted online to the Academic Policy Board, <http://www.stern.nyu.edu/AcademicAffairs/Policies/index.htm>, no later than one month prior to the beginning of the term for which an accelerated course load is requested.

### **Maximum Credits in a Course Designator (Academic Area)**

The maximum number of credits an M.B.A. student is permitted to take within any departmental course designator is 24, regardless of substitutions and whether or not the courses count toward different specializations. (Core courses do not count toward this maximum.) If more than 24 credits are earned in a single course designator, they will not be considered among the 60 credits required for the M.B.A. degree, but will be counted in the cumulative grade point average.

### **Student Status**

***Certification of Full-time and Half-Time Status.*** Certification of full-time or half-time status may be necessary for students for reasons including (a) calculation of tuition and fees; (b) eligibility for financial aid; (c) deferral of student loan repayment; (d) renewal of a student visa; or (e) eligibility for University-sponsored medical insurance. To be certified as full time for these purposes in a given semester, a student must register for at least 12 credits of course work. For origination of a visa, a student must be registered for 12 credits and be enrolled in the Full-time Program. To be certified as half time, a student must register for at least 6 (but fewer than 12) credits of course work in a semester. Ph.D. candidates registered for at least 9 credits will be certified as full-time.

***Designation of Program Status.*** Student status is determined by the program into which the student was admitted and matriculated, for purposes of program structure, time and credit loads, some program policies and procedures and access to certain classes and services.

***Change in M.B.A. Program Status Prior to First Enrollment.*** Prior to enrolling for the first time, students who wish to change programs must petition the chairperson of the Admissions Committee in writing. Petitions are reviewed after all regular applications to the program that were received by the application deadline are evaluated. Permission to change status is not guaranteed, is rarely granted, and requires forfeiting the original offer of admission (i.e., students are not guaranteed places in the program to which they were originally admitted).

***Change in Program Status After First Enrollment.*** Because there is no way to incorporate them into the Full-time Program once the first semester in the program has begun, Langone Program students cannot change to the Full-time Program once they have enrolled.

Students in the Full-time Program may petition the Academic Policy Board for a change to the Langone Program for any semester after their first in the M.B.A. Program. The petition must include (1) a statement of the circumstances prompting this request; (2) a proposed plan of study for completion of the remainder of the program; (3) a detailed career management plan; and (4) for international students, confirmation of either an H-1 or other applicable visa to replace the F-1 visa status (an F-1 visa is granted to only Full-time students). The Academic Policy Board will review the petition and the student's academic record, and the student will be

notified of the decision in writing. If the request is granted, the student becomes a Langone Program student with all attendant privileges, responsibilities, and restrictions. Once transferred, the student may not revert to the Full-time Program. For additional information, please visit <http://www.stern.nyu.edu/AcademicAffairs>.

**Withdrawing from Stern.** Students considering withdrawing from the M.B.A. program for any reason are encouraged to discuss their circumstances and options with an academic program adviser. Stern is anxious to do all it can to assist students having difficulty and to facilitate their continuing in the program.

Students who have begun to take courses and then decide to withdraw from their program should send formal notification of their intent, in writing, to their program's advising office. This will result in appropriate adjustments to the student's records and will eliminate future mailings.

### **Transfer Credits**

The Stern School M.B.A. Program does not accept transfer credits earned before matriculation in the M.B.A. Program at Stern. Students who were enrolled in another NYU division or a Stern master's degree program prior to admission to the Stern M.B.A. Program, must complete all 60 credits of the Stern M.B.A. Program after matriculation. Students who pass proficiency exams or have an undergraduate major in the course subject area may substitute electives for those core courses.

### **Taking Courses at Other Schools**

**Other Divisions of NYU.** After completing their Stern Core requirements, students may take up to 15 Stern credits of elective courses in other NYU divisions. These non-Stern courses cannot count toward a specialization unless specifically indicated on the Academic Affairs and Advising website. To be eligible to graduate, M.B.A. candidates must complete a minimum of 75 percent of the program in residency, which means 45 credits toward the M.B.A. at the Stern School.

Non-Stern courses must be at the master's degree level or higher, cover material specifically related to business and management, and fit clearly into an M.B.A. program (e.g., language courses do not qualify). The Stern faculty has reviewed and approved courses at other NYU divisions for Stern students; this list is available on the Stern Academic Affairs and Advising website <http://www.stern.nyu.edu/AcademicAffairs>. Students may petition for approval of a course that does not appear on the pre-approved list by completing the online form on this site. The online form must be completed for both pre-approved courses and courses that do not appear on the pre-approved list.

Students must receive a passing grade to receive credit toward the M.B.A. for non-Stern courses. If course grades are eligible for Stern credit, the grade will figure into the student's overall GPA. In most cases, a 4-credit (or more) course taken in another graduate division receives 3 Stern credits and a 2-credit course receives 1.5 Stern credits. Refer to the pre-approved list for information on specific courses.

Note: Students must register through the Stern Office of Records and Registration for courses at other NYU divisions. Students are not permitted to register for courses toward degrees through more than one division of the University at the same time. A single course taken at NYU may not count toward more than one NYU degree.

**Other Business Schools.** In extreme circumstances, students may find they need to complete some of their elective course work elsewhere. Students may petition M.B.A. Academic Affairs and Advising for permission to take as many as 15 credits of elective course work toward the M.B.A. degree at another AACSB-accredited graduate business school.<sup>7</sup> Approval is rarely granted and only when (a) the student must relocate outside a 200-mile radius of New York City; (b) has a grade point average of at least 2.5; and (c) has met all core requirements. Courses taken outside of Stern will not count towards a Stern specialization. The following conditions must also be met for transfer credit to be granted:

1. The student must submit a letter of acceptance from the host institution.

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<sup>7</sup> For a complete list of AACSB schools by area, visit the AACSB Web site at [www.aacsb.edu](http://www.aacsb.edu).



2. The student must provide a detailed course description (preferably a syllabus) which includes the total number of contact hours for every course the student intends to take for credit toward the Stern M.B.A. The advising office must approve the content of each course and confirm that the course meets for an appropriate number of hours for the number of credits that will be transferred. (To transfer as three Stern credits, a course must meet for approximately 35 hours.)
3. Students must maintain continuous matriculation at Stern until the degree program is completed, as indicated in the section on Leaves of Absence.
4. The student must receive a passing grade and submit an official transcript to the advising office. (Grades earned in courses not taken at NYU are not included in the grade point average calculation.)

### **Free Credits**

Students in their last semester of study are permitted to take, without charge, up to three Stern credits beyond the 60 required for the M.B.A. Students are permitted to register for the additional credits in the drop/add period after the lottery has run for their final semester of study. This ensures that students taking free credits do not close other students out of courses they need during the lottery. The free Stern credits must be taken for a letter grade and will figure into the student's GPA. Auditing is not permitted. The three free credits above the 60 required for the M.B.A. are available only in the last semester of study. The academic policies regarding credit overloads/accelerations and program credit maximums per semester (full time = 15, part time = 9) apply. The free credits do not apply to credit loads required for financial aid eligibility. IMP credits and courses at other divisions of NYU are considered Stern credits and are applicable to this policy.

### **Academic Honors**

**Dean's List.** Effective as of Fall 2014, students in the Full-time and Langone M.B.A. programs will be evaluated for inclusion on the Dean's List. For students who first enroll as of Fall 2014, there will generally be up to four (4) time periods in which they will be evaluated for this academic recognition. Full-time students will be evaluated on grades received during the Fall semester of the first year (or the Summer and Fall semesters for Summer Start and Fertitta Program students), grades received during the Spring semester of the first year, and grades received during each of the Fall and Spring semesters, individually, of the second year. (Dual degree students will be evaluated three times, at the end of each semester when in residence at the Stern School.)

Langone students will be evaluated based on grades received during the first semesters up to the semester that includes the 15<sup>th</sup> credit (first program quarter), grades received during the next semesters up to the one that includes the 30<sup>th</sup> credit (second program quarter), grades received during the next semesters up to the one that includes the 45<sup>th</sup> credit (third program quarter), and grades received during the remaining semesters (fourth program quarter).

The designation of Dean's List will be based on grades earned within each individual evaluation period and will not include grades received prior to that period. The grade point average for courses taken during each evaluation period must be at least 3.7000. Students who have any outstanding grade(s) of incomplete will not be eligible for Dean's List designation for that semester/quarter. Students studying abroad for a semester will not be eligible for Dean's List designation for that semester/quarter.

**Stern Scholar.** (Not effective for course work taken after Summer 2014). A student in the Full-time or Langone M.B.A. Program will be designated "Stern Scholar" in the term in which he or she completes the first 30 credits of Stern Graduate Division courses with no grades of incomplete and a grade point average of 3.7000 or above. (The student becomes eligible only once in his or her career—during the semester in which he or she completes the 30th credit.)

Note: The Stern Scholar designation will not be applicable for course work taken after Summer 2014. This designation has been replaced by the Dean's List designation for course work taken after as of fall 2014.

***Graduation with Distinction.*** The Stern School recognizes outstanding performance by awarding the M.B.A. degree “with distinction” to Full-time and Langone Program students in the top 10 percent of their September, January, or May graduating class. Courses taken abroad in the International Management Program (IMP), as well as courses accepted as transfer credits from other universities, are not included in the grade point average or in the calculation for distinction.

***Beta Gamma Sigma.*** The highest national honor a student in business or management at an AACSB-accredited institution can achieve is to be elected to membership in Beta Gamma Sigma, the national honor society for business students. Full-time and Langone Program M.B.A. students in the top 20 percent of their graduating class, as well as Ph.D. graduates, are eligible for induction and will be sent a letter of invitation. Courses taken abroad in the International Management Program (IMP), as well as courses accepted as transfer credits from other universities, are not included in the grade point average or in determining eligibility for Beta Gamma Sigma.

### **Expected Graduation Date**

The expected graduation date of a student is calculated as four semesters (not including summer) from matriculation for Full-time M.B.A. students and three years from matriculation for Langone Program students. Students who expect to graduate either earlier or later should make the change in their records using the Stern Web Information System (<http://ais.stern.nyu.edu>), under Update Bio Information.

### **TUITION AND FEES**

New students who register on line must remit payment in full along with the mandatory Tuition and Fees Worksheet Payment Form by the payment deadline set by the Admissions Office. Checks, drafts, and money orders are to be made payable to New York University for the exact amount due. Continuing students must submit payment along with the mandatory Tuition and Fees Worksheet Payment Form by designated dates set by the Stern Bursar’s Office. For deadline dates, visit the Bursar’s Office Web site at <http://www.stern.nyu.edu/portal-partners/bursar>.

Students are responsible for making payments promptly and without notice from the University or the Stern Bursar’s Office. Students are responsible for making full financial arrangements for payment of tuition and fees before registering each semester. Students who are in NYU housing must include their housing charges with the tuition payment.

The unpaid balance of a student’s account is subject to a penalty charge of \$100 plus an interest charge of 12 percent per annum (1% per calendar month or any part thereof) from the due date until payment is received.

The Board of Trustees of New York University reserves the right to alter the schedule of tuition and fees without notice.

#### **Tuition and Related Fees:**

For current tuition and related fees, please visit the Graduate Stern Bursar web site at <http://www.stern.nyu.edu/portal-partners/bursar>.

#### **Refund Schedule:**

For the latest refund policy, please visit the Graduate Stern Bursar web site at <http://www.stern.nyu.edu/portal-partners/bursar>.

For information regarding refunds for specific classes, please consult the following web site: <http://www.stern.nyu.edu/Registrar/CourseInfo/RefundWithdrawalDates>.

Registration and service fees are nonrefundable after the 100% tuition refund date of each class. The Business Writing Workshop fee is refundable if you drop prior to the start of each workshop. Please refer to the Tuition and Related Fees (above web site) for a listing of other nonrefundable fees. Registration and service fees for intensive module and Spring Break classes are nonrefundable starting the first day of each class.

Refund processing takes about two weeks. Students who drop their courses during the refund schedule period will be refunded according to the stated refund percentage. The effective date of any drop or withdrawal is the date: the student drops the course online or submits an add/drop form in person; the request letter is postmarked, or the faxed request is received (fax: 212-995-4424).

Students seeking an exception to the published refund schedule may appeal to the M.B.A. Academic Policy Board in writing and document the circumstances warranting consideration. Serious illness or military service may be considered causes for exceptions. Travel required for a job or other job-related issues are not reasons for exceptions to the refund policy. Email your appeal to the M.B.A. Academic Policy Board at <http://www.stern.nyu.edu/AcademicAffairs/Policies/index.htm>

## **CAREER SERVICES AND LEADERSHIP DEVELOPMENT**

The Career Services offices at NYU Stern are committed to facilitating the student career development process by providing resources and expertise to help students realize their career aspirations and goals. Our services are tailored to meet the specific needs of our student and alumni populations. Whether a full-time M.B.A. student, a working professional in the Langone or Executive M.B.A. program, or an alumna/alumnus, our offices provide a variety of resources, including relevant and industry specific workshops, career counseling, and overall job search support.

The Career Services offices strive to create partnerships with students and alumni to build lifelong career development skills that will serve graduates throughout their career progression.

For further information please visit <http://www.stern.nyu.edu/portal-partners/recruiters/visit-stern/career-development-team> and <http://www.stern.nyu.edu/portal-partners/career-center-working-professionals>

### **Office of Career Development (OCD) (Full-time M.B.A.)**

Full-time M.B.A. students participate in OCD's *IGNITE* Program, a two-year curriculum with mandatory and optional sessions that coincide with recruiting events. *IGNITE* guides students through the job search process, from self-assessment and career goal definition to resume writing and mock interviews. Through workshops, small group sessions with second-year MBA student mentors, and individual career coaching appointments, students receive personalized assistance to identify their career goals and develop job search strategies. Additionally, career coaches work with students to help them best market themselves for their target opportunities, and equip them with the best available resources and tools to develop life-long job search skills. The Career Coaching Team continually revisits the *IGNITE* program in order to keep current with a variety of target industries.

The Relationship Management Team partners directly with companies to establish connections, or enhance long standing corporate relationships, to expose students to a wide variety of opportunities. Each year corporate representatives visit NYU Stern during the fall and spring semester to recruit for full-time and summer internship positions. These corporate representatives share their knowledge, insight, and experiences with students, helping to enhance real world learning, bridging classroom theory with business world realities.

### **Career Center for Working Professionals (CCWP)**

The Career Center for Working Professionals (CCWP) serves Langone and Executive M.B.A. students, as well as over 100,000+ Stern alumni. The CCWP offers a wide range of best in class services – individual counseling sessions, career development workshops and webinars, industry panel discussions, networking events, online resources and job postings – designed to assist students and alumni with ongoing career advancement and professional development. Additionally, the CCWP partners with experienced hire recruiters and hiring managers to provide opportunities at all levels to the Stern community while giving companies direct access to our students and alumni through job postings, speaking engagements, and panels. The experienced CCWP staff provides year-round career guidance, with extended evening hours to accommodate working professionals.

### **Leadership Development (LD) (Full-time and Executive M.B.A.)**

The Leadership Development group serves all NYU Stern MBA students, currently for full-time and executive programs, and will launch programming in Summer 2017 for the Langone (part-time) student population. Leadership Development at Stern provides students with personalized leadership development opportunities that empower them to continually evolve as effective leaders who create value for business and society. A focus on experiential learning and individual attention helps students hone key skills and develop their leadership style.

The Leadership Development Program (LDP), serves the full-time student population and consists of robust leadership programming that commences in the spring semester of the first year and concludes in the final semester of the MBA program (3 semesters), including applied personalized leadership assessments, one-on-one leadership coaching, peer leadership groups, monthly sequential seminars, leadership class electives, speaker events, active leadership experiential simulations and mindfulness in business workshop options.

The Inside-Out Program (IOP), serves the executive MBA student population and runs for approximately 4 months. IOP provides seminars taking place after classes on Friday evenings. Executive MBA students take a deeper dive into their “EQ” (or emotional intelligence) by introducing various frameworks and highly interactive exercises. It gets personal very fast. These students also take the opportunity to work one-on-one with a leadership coach to leverage personalized leadership assessments, participate in leadership experiential simulations and attend speaker events specifically targeted for the executive MBA population.

### ***STUDENT CLUBS***

M.B.A. student clubs are the backbone of community life at the Stern School, creating and promoting educational, career, and social opportunities for all M.B.A. students. For a complete listing of M.B.A. clubs, please visit: <http://www.stern.nyu.edu/portal-partners/student-engagement/inspiring-leadership/student-organizations/offerings>

### ***DUAL DEGREE PROGRAMS***

To be admitted to a dual degree program, applicants must carefully review the application requirements of the dual degree program on our website at <http://www.stern.nyu.edu/programs-admissions/dual-degrees/index.htm>. In some cases, applicants must apply and be admitted to each school separately, while some dual degree programs have a joint application process (the JD/M.B.A. and the MD/M.B.A. programs). Applicants should apply for financial aid following the instructions from the school they will be attending for most of the academic year. Unless admitted to a formal dual degree program, New York University students may not pursue two degrees simultaneously at different schools of the University. Detailed information on dual degree program scheduling and structure is available on the M.B.A. Academic Affairs Web site at <http://www.stern.nyu.edu/AcademicAffairs/>.

### **MASTER OF SCIENCE IN ACCOUNTING**

The MS in Accounting Program prepares students for New York State’s Certified Public Accountant (CPA) certification. Students in the MS in Accounting program complete 30 credits in one year. The curriculum for the program is outlined below. All courses are required.

ACCT-GB.2302	Financial Reporting and Disclosure (3 credits)
ACCT-GB.3304	Modeling Financial Statements (3 credits)
ACCT-GB.3305	Advanced Managerial Accounting (3 credits)
ACCT-GB.3310	Forensic Accounting and Financial Statement Fraud (3 credits)
ACCT-GB.3313	Auditing (3 credits)
ACCT-GB.3330	Business Acquisitions, Deferred Taxes, Translations, and Derivatives (3 credits)
ACCT-GB.3380	Taxation of Individuals and Business Income (3 credits)
COR1-GB.2302	Foundations of Corporate Finance (3 credits)
COR2-GB.3101	Professional Responsibility (1.5 credits)

INFO-GB.2315	Data Analysis and Management (3 credits)
MCOM-GB.3105	Advanced Communication Accounting (1.5 credits)

## **EXECUTIVE PROGRAMS**

The Executive Programs department offers rigorous educational programs to meet the wide range of professional development needs of today's working professionals. Through its array of offerings, Executive Programs ensures a dynamic learning environment and the highest quality educational experience.

### ***THE EXECUTIVE M.B.A. PROGRAM***

NYU Stern's Executive M.B.A. program is consistently rated as one of the top Executive M.B.A. programs around the world. This distinctive program offers experienced professionals the opportunity to combine a full-time career with a rigorous, comprehensive academic program that culminates, after twenty-two months of coursework, in an M.B.A. degree. Students take classes every other Friday and Saturday and during two required one-week residencies, allowing them to pursue their studies without career disruption. Corporate sponsorship for time out of the office to take classes is required for the Executive M.B.A. program.

The Executive M.B.A. program provides talented, high-potential professionals with an extraordinary opportunity to develop new ways of thinking, further hone their skills, learn from the very best faculty in their fields, study with a diverse student body, and build professional and personal relationships that will last a lifetime. Participants are experienced professionals with an average of 14 years of work experience and almost half already have advanced degrees.

### **Admissions**

Participating professionals come from diverse firms and industries. The Admissions Committee conducts a holistic review of each candidate's academic and work history, with special consideration given to professional track record and experience. To apply, an applicant must have a bachelor's degree or its equivalent and at least six years of full-time work experience. Other consideration factors are optional GMAT/GRE scores, the applicant's employment history and achievement, commitment and motivation, potential to contribute to the program, and sponsorship for time out of the office, which is required.

The first step in the admissions process is filling out a Pre-Application form, a brief snapshot of a candidate's professional and academic background. After the Pre-Application form is submitted, an Admissions representative will contact the candidate to schedule an admissions interview. An evaluative formal interview is a required part of the admissions process for all applicants. After an interview, an applicant can sign up to attend an optional class visit. The final admissions step is submission of the Formal Application, which includes two required essays, transcripts from all undergraduate and graduate schools, two professional recommendations, a current résumé, job description, Organizational Sponsorship Form, and a \$175 application fee. The application deadline for the August start is May 1, and the deadline for the January start is November 1. Applications are considered on a rolling basis.

To learn more about the program, prospective applicants are encouraged to attend a monthly information session. For information session dates and other information, please call or write, NYU Stern School of Business, Executive M.B.A. Program, 44 West Fourth Street, Suite 4-100, New York, NY 10012; telephone 212-998-0788; email: [executive@stern.nyu.edu](mailto:executive@stern.nyu.edu); website: <http://www.emba.stern.nyu.edu>.

### **Program Costs**

Executive M.B.A. Program costs are set by the University in the spring of each year. As of August 2016, the cost of the program is \$184,600 for the twenty-two months and includes all fees, books, study materials, meals on class days, group tutors for selected courses, lodging (for students living 40 miles or more away from Stern) and meals for domestic and international residencies. It does not include travel to and from the Global Study



Tours or any travel visas. Payments include a \$5,000 non-refundable enrollment deposit due upon acceptance of the offer of admission, and the balance of tuition is due in four semi-annual installments.

All applicants who are not receiving significant financial sponsorship from their employers can apply to be considered for a scholarship. Scholarships range in value, are determined at the time of admission, and are communicated in the letter of admission if granted. To apply for a scholarship, an applicant must complete the scholarship essay in the application. Recipients are selected on the basis of merit.

### **First-Year Curriculum**

Communication for Teams and Leaders helps students to engage in productive team relationships and develop the ability to lead through strategic communication. Course activities are designed to help students to become aware of how they personally work in group settings; how to develop specific strategies to foster peak team performance; and how to enhance their communication and collaborative problem solving skills.

Corporate Finance teaches students to make optimal investment and financing decisions. Specific topics include valuation techniques (net present value rule), a discussion of the popular internal rate of return rule, real options, extracting cash flows from accounting data, estimating a project's or firm's cost of capital, the choice between debt and equity and the effect of financing decisions on investment decisions (using the popular "WACC" method).

Financial Accounting & Reporting focuses on the development, analysis, and use of accounting reports. It provides an understanding of what these reports contain, what assumptions and concepts accountants use to prepare them, and why they use those assumptions and concepts. It stresses the ability to apply accounting concepts to real world cases, which by their very nature are complex and ambiguous. In addition to traditional introductory topics, other topics may include mergers and acquisitions accounting, free cash flow and financial statement analysis.

Firms & Markets presents the major tools and concepts of economic analysis and their application to both the making of business decisions and the formulation of policies. The course also covers determinants of product demand, decision making with different industry structures, network economics, cost-benefit analysis and government policies that affect firms and markets.

Foundations of Finance introduces the fundamental principles of asset valuation within the framework of modern portfolio theory. The key analytical concepts are present value, option value, risk / diversification and arbitrage. These tools are used to value stocks, bonds, options and other derivatives, with applications to the structure of financial markets, portfolio selection and risk management. It draws illustrations from both domestic and international financial markets.

Global Economy studies two related topics. The first is trade and direct investment in which students learn to understand the structural economic factors that affect business decisions and the complications caused by government policies and trends in world development. The second topic is international macroeconomics and finance. Students learn to understand the linkages among national economies through exchange rates and the balance of payments and the fundamental forces that determine the growth of nations, as well as the effects of policy making in a global environment.

Global Study Tours, a keystone of the program, are overseas residencies that enable students to take first-hand looks at how business is conducted in other countries. The first-year Global Study Tour is required; the second-year is elective. In 2016-17, Executive MBA classes travelled to Beijing, China; Hong Kong; Buenos Aires, Argentina; and Prague, the Czech Republic. While abroad, students participate in a rigorous program that includes meetings and in-depth discussions with leaders of industry, financial institutions, and governmental organizations.

Leadership in Organizations focuses on the design of organizations and on how managers can make organizations more effective by maximizing the performance of their members. Part of the course focuses on organizational-level problems such as how an organization should be designed, what strategy it should follow and how the conflict and politics endemic to organizational life can be managed. Another part of the course focuses on individual and group-level problems such as how to evaluate and reward employees, design jobs that

motivate people and supervise employees. The course teaches students how to analyze individual performance issues in the context of complex organizations and how to manage change processes.

Marketing provides a working knowledge of the marketing of goods and services. Areas of study include capturing value, identifying and segmenting target audiences, consumer behavior, product positioning for competitive advantage, distribution, advertising, promotion, pricing, new product development and marketing research. Study groups prepare and present a marketing plan for a product or service of their choosing.

Professional Responsibility encourages students to think critically about the broader context and consequences of the decisions they make as managers. It first develops the argument that ethical considerations are important in the decision-making process and then develops analytical reasoning skills that enable the student to identify and weigh competing ethical concerns in that process. The course also examines the importance of understanding the interdependence of markets, ethics, and law in a democratic, free market society.

Statistics and Data Analysis surveys probability concepts and statistical methodology necessary for decision making in a business environment. The course, which stresses applications, covers: data collection and analysis; probability and probability distributions; statistical inference, including estimation and sample size determination; and regression and correlation analysis. The course is data based, with great emphasis on statistical inference, including applications to total quality management, polling, employee attitude surveys, market research, operations, and finance.

Strategy studies two related issues. The first is how to gain advantage against competitors in the complex and dynamic global marketplace. Core business strategy themes include how to analyze the business environment, assess resources and capabilities, and choose competitive strategies. The second issue is how to create corporate value through configuring and coordinating multi-business activities. Core corporate strategy themes include analyzing scale and scope, evaluating corporate competencies, managing the multi-business corporation and choosing corporate strategies.

### **Grading Policies**

Executive M.B.A. students are graded as follows: Pass (“PS”) Student is proficient in the subject matter; High Pass (“PH”) Student displayed a strong grasp of the course materials (generally no more than 35 percent of the entire class); Pass with Distinction (“PD”) Student performed in superlative fashion vis à vis his/her peer group (generally no more than 10 percent of the entire class and part of the overall 35% PH and PD); and No Grade (“NG”) Student did not meet course instructor’s minimum requirements for proficiency in the subject matter covered by the course. A grade of “NG” requires students to make up the course in the Langone M.B.A. Program. The Executive M.B.A. Program offers one tuition-free course per term in the Langone Program, which students may apply to make-up courses. Students who need to make up a course after their two years in the program are completed must pay regular tuition for the course.

### ***TRIUM GLOBAL EXECUTIVE M.B.A. PROGRAM***

For high-potential executives around the world, the TRIUM Global Executive M.B.A. Program offers an authentically global curriculum as a result of an innovative alliance among New York University Stern School of Business (NYU Stern); the London School of Economics and Political Science (LSE); and HEC School of Management, Paris (HEC Paris). Graduates earn a single M.B.A. degree, jointly issued by all three sponsoring schools.

The TRIUM Global Executive M.B.A. Program is the only M.B.A. program to blend the complementary strengths of three renowned universities and five international learning locations, as well as handpicked top-ranked faculty from each school, to teach at their home campuses, ensuring an academically rigorous and genuinely globally focused program. Through the participation of the LSE, the TRIUM Global M.B.A. Program integrates international economic, political, and social policy into the traditional business curriculum. NYU Stern brings its strength in finance and global business to the

curriculum and HEC incorporates its expertise in management and corporate alliances in today's integrated, yet diverse marketplace.

### **Curriculum**

TRIUM's curriculum includes 10 residential weeks, divided into six 1.5- or 2-week intensive modules, conducted over a 17-month period. Modules are hosted at NYU Stern, LSE, and HEC Paris, as well as at two additional international locales chosen annually for their relevance to current business issues.

To optimize classroom time, which fosters "active learning," the TRIUM curriculum features extensive live classroom hours. Distance learning is also incorporated into the program to facilitate preparation, follow-up, and individual and team project work between the modules.

Individually, participants apply the concepts of the program to their own environments. The team assignments facilitate cohesiveness and enhance the network nature of the program. The program concludes with a final Strategic Capstone project that requires participants to demonstrate their learning by identifying a strategic global issue and deliver a fully worked-out business plan of their choice. This strategic project, which extends over the last several modules, incorporates the concepts, perspectives, and analytical skills participants have learned throughout the program.

### **Admissions**

TRIUM is a rigorous program for high-potential executives from around the world. It requires intense concentration and a serious commitment for 17 months. Admitted participants benefit from the opportunity to pursue their M.B.A. in a cohort of peers from countries around the globe. A minimum of 10 years of full-time professional work experience is required. Typical applicants include executives with global responsibilities, professionals interested in pursuing international positions within their firms or entrepreneurs looking to diversify their business opportunities. Additional factors on which the Admissions Committee bases its decision include the following:

- Record of professional success
- Employment profile and managerial experience and future potential
- International experience
- Selection interview
- Written essays
- Official transcripts (professionally translated into English, if degrees were earned from non-English-speaking institutions)
- Two Recommendations
- TOEFL/IELTS or TOEIC (if applicable)
- GMAT or GRE (if the applicant has less than 15 years of professional experience)

The TRIUM Admissions Committee comprises representatives from all three schools, and admissions decisions will be made jointly and must be unanimous. Applicants interested in obtaining further information about TRIUM prior to applying may request an informational interview or attend an informational session, which are held at various locations around the world.

Before submitting a formal application, applicants are required to submit a Preliminary Information Form, available online at <http://www.triumentba.org/admissions/prelimform.php> and/or an updated C.V./Résumé to [admissions@triumentba.org](mailto:admissions@triumentba.org).

To apply, applicants may submit an online application through the TRIUM customized, interactive, online application system, found at <https://apply.embark.com/grad/nyutrium/16/>. Only applicants who submit a formal application will be eligible for an invitation to a selection interview, at the discretion

of the Admissions Committee. Admission to the TRIUM Executive M.B.A. Program follows a rolling schedule, and applications will be reviewed as they are received.

A nonrefundable application fee of US\$180 is required. The program fee for TRIUM for the class of 2019 is US\$175,500 and includes tuition, lodging in the guest module locations, lunch and group dinners, books, and materials. This fee is due before the start of the program; however, a payment schedule can be arranged in cases of necessity. Accepted applicants who enroll in TRIUM for the class of 2019 must deposit US\$16,500 to reserve a place in the program. The deposit is nonrefundable, but it will be applied to the program fee. For additional details, refer to the TRIUM brochure available through the TRIUM Program, NYU Stern School of Business, 44 West Fourth Street, Suite 4-100, New York, NY 10012-1126; visit the TRIUM Web site at [www.triუმemba.org](http://www.triუმemba.org); e-mail: [admissions@triუმemba.org](mailto:admissions@triუმemba.org); or telephone: +1-212-998-0442 in the United States or +1-33-1-39-67-70-94 in Europe.

### ***MASTER OF SCIENCE IN RISK MANAGEMENT PROGRAM***

The NYU Stern Master of Science in Risk Management program delivers both breadth and depth in understanding key risk issues for business practitioners. Mastery of core risk management tools is essential, and the way these concepts are discussed and the examples utilized change constantly. The program re-examines key applications surrounding this core each year, enhancing the credentials of graduates in an area of expertise that is fundamental to the sustainable performance of their organizations.

The MS in Risk Management Program is taught entirely by senior, full-time faculty members well known for their mastery of subject matter, their contributions to original research in their respective fields, and their ability to convey complex material in clear, relevant and interesting ways.

The MS in Risk Management degree is a one year, part-time program divided into five on-site class sessions (modules) at NYU Stern in New York and two rotating global locations. The substantive elements of the program are complimented by global modules, enriching the geographic context of risk management issues.

### **Curriculum**

The Master of Science in Risk Management Program is designed with busy working professionals in mind. Participants live and work in their home countries and attend five concentrated, rigorous modules, three in New York, one in Europe and one in the Middle East.

The MS in Risk Management program covers all key dimensions of risk. The program delivers both breadth and depth in understanding the key risk issues for business practitioners across a variety of nonfinancial and financial businesses and functions, as we understand that our students need to be equipped to handle the challenges that face companies, markets, and nations.

The area of risk management is always evolving, thus there are year to year changes within the program curriculum to reflect the current global environment and to ensure immediate applicability.

The culmination of the program is focused on the Strategic Capstone Project, presented to a panel of faculty and project advisers. The Risk Management Strategic Capstone is a team based project

presented at the culmination of the program. It requires students to build on their own professional experience and exposure to the academic content of the program to create a meaningful project that demonstrates their ability to take an integrated, enterprise-wide view of risk management.

### **Admissions**

The admissions process is thorough and selective but also highly attentive to your holistic candidacy and the qualities that you will bring to the MSRM cohort. As the program is designed specifically for experienced and high-potential professionals in the risk management arena, a candidate's record of professional achievement is the most critical factor in determining admission. To apply to the MSRM Program you must have a Bachelor degree and strong GPA, with a minimum of five years professional full-time work experience. All applications are reviewed on a rolling basis as we accept and review applications throughout the year until the class is full. Additional factors on which the Admissions Committee bases its decision include the following:

- Record of professional success and employment profile
- Two recommendations
- Selection Interview
- A Personal Statement
- University transcript(s)
- TOEFL for non-native English speakers (if applicable)
- GMAT may be required

A non-refundable application fee of US \$103 is required. The Program fee for the Class of 2018 is US \$70,800. Included is tuition, course materials, some meals and official events. Hotel and travel expenses are not included.

To apply, applicants must submit an on-line application through our on-line application system, found at <https://nyu-stern-msrm.embark.com/auth/login>

Alternatively, to learn more about the program or request information visit <http://www.stern.nyu.edu/programs-admissions/global-degrees/ms-risk-management-executives/index.htm>

### ***MASTER OF SCIENCE IN GLOBAL FINANCE***

The MS in Global Finance Program is a ground-breaking educational joint venture between New York University Stern School of Business (NYU Stern) and Hong Kong University of Science and Technology's Business School (HKUST Business School). The program brings together two world-renowned business schools and two of the world's most important finance centers. Graduates earn a single Master of Science degree issued jointly by NYU Stern and Hong Kong Institute of Science and Technology and have access to each school's alumni network.

Faculties from both schools share teaching – and their insights – equally. This one year part-time Program kicks off and ends at HKUST's picturesque campus in Hong Kong with two intensive learning modules in New York that give participants the opportunity to experience two world financial centers. The learning module in Shanghai provides a superb learning experience in the largest

emerging market in the world.

Participants in the program dramatically enrich their knowledge of finance and develop a deep understanding of the latest trends in the global financial markets. Students aim at improving their overall effectiveness, as well as their competitiveness, in the finance industry. The Program provides a truly rewarding learning experience enabling participants to take advantage of the transformation underway in the Asia-Pacific region.

## **Curriculum**

The Master of Science in Global Finance program – the first executive format finance-specific master degree program in the Asia-Pacific – offers interested professionals the opportunity to advance their knowledge and practices under the guidance of internationally recognized academics. The program is also designed with busy schedules in mind, with classes mostly held once a month on weekends with ten modules in total. The aim of this course is to enable students to apply what they have learned in each course unit to the global banking and financial markets with a broad based perspective and the latest insights from Wall Street and the emerging Asian market. Students will work throughout the year on an integrative team project, which will culminate with a presentation to a panel of faculty and executives from cooperating firms.

## **Admissions**

The admissions process is thorough and selective. To apply to the MSGF Program you must have a Bachelor degree and strong GPA, with a minimum of five years professional full-time work experience.

The Admissions Committee comprises representatives from both schools, and admissions decisions will be made jointly and must be unanimous. Applicants interested in obtaining further information about the Program prior to applying may request an informational call or attend an informational session.

Additional factors on which the Admissions Committee bases its decision include the following:

- Bachelor degree with good GPA result
- 5 years of full-time work experience; applicants with less will be considered on a case-to-case basis
- Selection Interview
- Written Essays
- University transcript(s)
- Two recommendations forms
- TOEFL required if English was not the language of instruction in past education
- GMAT may be required (based on previous work/educational experience)

The Program fee for the Class of 2017 is US \$70,800. Included are all courses, books and materials, room and board for the in-resident period in Hong Kong (first and last session), and most meals. Travel and lodging for the other modules in HK, Shanghai and NY are not included.

To apply, applicants must submit an on-line application through our on-line application system, found at <http://globalfinancemaster.ust.hk/apply/> or alternatively, you may also learn more about the program or request information here as well.



## ***MASTER OF SCIENCE IN BUSINESS ANALYTICS***

The NYU Stern Master of Science in Business Analytics, an advanced business degree program, teaches students both to understand the role of evidence-based data in decision making and to leverage data as a strategic asset. The program is designed for experienced professionals interested in gaining competitive advantage through the predictive potential of data.

The Master of Science in Business Analytics is designed to accommodate participants' busy schedules. Participants attend five concentrated, rigorous sessions in New York and 2 global locations over a one-year period.

Participants have the opportunity to cross-learn and share best practices among their cohort and through their exposure to top faculty and business leaders in the growing field of Business Analytics. With a degree from New York University, graduates will join NYU's extensive global alumni network.

### **Curriculum**

Graduates of this program will be equipped with a rare and valuable skill set – the ability to transform data into a powerful and predictive strategic asset to make better decisions and drive better results. Business analytics is critical in preparing organizations to solve 21st century business challenges. The NYU Stern Masters in Business Analytics provides you with the skills, insight and capability to transform data into insightful information that will lead to better results. The MS in Business Analytics gives you the knowledge, skills and network to stay ahead of the competition.

The Business Analytics Strategic Capstone presented at the culmination of the program gives students an opportunity to review and interpret data through statistical and operational analysis with the use of predictive models and the application of optimization techniques. The result is a unified and practical case presentation on a topic of the student's choosing.

### **Admissions**

The admissions process is thorough and selective taking various factors into consideration. Because the program is designed specifically for experienced professionals, a candidate's record of professional achievement is a critical factor in determining admission. To apply to the Master of Science in Business Analytics Program, you must have a Bachelor degree and strong Grade Point Average; demonstrated high aptitude for quantitative analysis and academic success as evidenced by undergraduate and graduate coursework, as applicable. Applicants must have a minimum of five years of full time professional work experience.

Additional factors on which the Admissions Committee bases its decision include the following:

- Record of professional success and employment profile
- Written Essays
- Selection Interview
- University transcript(s)

Two recommendations forms

Fluent English (TOEFL for non-native English speakers is required)

A non-refundable application fee of US \$103 is required. The Program fee for the Class of 2018 is US \$70,800. Included are all courses, tuition, course materials, some meals and official events. Hotel and travel expenses are not included.

To apply, applicants must submit an on-line application through our on-line application system, found at <https://nyu-stern-msba.embark.com/auth/login>

Alternatively, to learn more about the program or request information visit <http://www.stern.nyu.edu/programs-admissions/global-degrees/business-analytics/index.htm>

### ***EXECUTIVE EDUCATION***

Executive Education Enterprise Learning Solutions and Short Courses draw on senior faculty at NYU Stern to combine the best ideas in the world with application-oriented frameworks and tools. Our interactive, engaging programs integrate insight-driven dialogue with small group work to increase individual and organizational effectiveness. Participants will emerge better equipped to master challenges and explore opportunities within their corporate environment and the global marketplace.

#### **Enterprise Learning Solutions**

NYU Stern Executive Education offers a range of development opportunities that are tailored to address specific organizational needs and identified learning objectives. Designed in partnership with individual organizations for cohorts of 20 - 40 participants, these programs include private short courses, fully customized programs and company specific advanced management programs or corporate degrees. Programs range from a few days to multiple modules over a year or more. While most are delivered on site at NYU Stern, we also have the capability to deliver custom programs around the world.

#### **Executive Development Short Courses**

Held on campus at NYU Stern in Greenwich Village, our short courses are designed for executives and high-potential managers to retool, advance and expand their skills and knowledge. These two-to-five day open enrollment courses maximize learning while minimizing time away from the office. We offer a competitive portfolio of programs in Leadership and Strategy, Business Analytics and Marketing, and Finance and Risk Management. Participants represent companies from every industry and region, offering a truly global learning and networking experience.

For more information about Executive Education opportunities, please visit our website at [stern.nyu.edu/execed](http://stern.nyu.edu/execed) or contact the Executive Education Office:

NYU Stern Executive Education  
44 West 4th Street, Suite 4-100  
New York, NY 10012  
Email: [ExecEd@stern.nyu.edu](mailto:ExecEd@stern.nyu.edu)

## **DOCTOR OF PHILOSOPHY PROGRAM**

An emphasis on research and knowledge creation distinguishes a Ph.D. from other degrees offered at Stern. The Ph.D. program deepens a student's understanding of a field of study and research methods and prepares the student to conduct independent investigations. Each Ph.D. dissertation makes an original and significant contribution to knowledge.

The Doctor of Philosophy Program is primarily intended to prepare students for faculty positions at leading academic institutions. Business schools have a continuing demand for Ph.D. graduates, and we are proud of our placement record. In fact, Stern consistently places among the top 25 U.S. business schools in the doctoral rating category of the Financial Times Global M.B.A. rankings, a measure of both the quality and number of our Ph.D. placements. Recent placements in U.S. universities include Carnegie Mellon University, Columbia University, Dartmouth College (Tuck), Harvard University, Hong Kong University of Science and Technology, Massachusetts Institute of Technology, the University of Michigan, Northwestern University, Stanford University, the University of California at Berkeley, the University of Chicago, the University of Pennsylvania (Wharton), and Yale University, and in foreign universities such as INSEAD and London Business School.

The Ph.D. program is also appropriate for students seeking highly specialized research positions in government or agencies such as the Federal Reserve Board or the Securities and Exchange Commission. Recent graduates have been placed in research positions at the Federal Reserve Board of Governors and the Congressional Budget Office. Those students interested in industry employment should examine master's degree programs discussed elsewhere in the bulletin.

### ***LIFE OF A FACULTY MEMBER***

A faculty member has two major responsibilities: research and teaching.

Research requires self-discipline, intellectual curiosity, creativity, and technical skills. Students admitted to the Doctor of Philosophy Program will demonstrate these qualities through their academic performance, high scores on standardized tests, and in evaluation letters completed by former teachers.

Faculty members have tremendous freedom in choosing research areas that interest them and in how they allocate their time. Successful faculty members enjoy this freedom and thrive in an unstructured environment. The hours a faculty member works in a week are as many as those in any other high-energy profession, but faculty members have the freedom to select what to work on, and have great control over their schedule.

### ***HOW SHOULD A STUDENT SELECT A DOCTORAL PROGRAM?***

The most important characteristic a prospective student should examine in a school is its research environment. In a 2015 study published by the University of Texas at Dallas, Stern ranked #4 in the world for its research productivity in top-tier journals. Stern's 200+ faculty members include current and past presidents of academic associations, members of the National Academy of Arts and Sciences, award-winning authors, three Nobel Prize winners, and dozens of scholars whose research and teaching skills are recognized worldwide. In addition, many of Stern's faculty members serve on the editorial boards of leading research journals.

The size of Stern's faculty means that no matter what your research interest is, or what it becomes, you will have distinguished professors who can train you and share your interests. This is a great advantage in comparison to schools with a limited number of faculty members in each area.

NYU's faculty members have broad theoretical interests and strong technical skills. Moreover, our location means that the faculty members also have great institutional knowledge and access to important industry practitioners and influential policymakers. Thus, Stern students develop real-world smarts as well as strong analytical and conceptual tools.

NYU's location has another advantage. Through the faculty's partnerships with the global businesses located in New York, students have unique access to comprehensive data unavailable anywhere else, an advantage that becomes crucial in writing dissertations.

Finally, Stern's faculty is one of the most international of any major business school, broadening the scope of the Ph.D. experience.

### ***FIELDS OF STUDY***

Stern Ph.D. students apply to and focus their studies in one of the following areas:

- Accounting
- Economics
- Finance
- Information Systems
- Marketing
- Operations Management
- Management and Organizations
- Statistics

### ***ADMISSION CRITERIA***

More than any other program, Ph.D. admission places emphasis on past academic accomplishments and on evidence of promise as shown in standardized test scores, transcripts, and evaluation letters. Ph.D. students need a high degree of technical competence, energy, creativity, intellect, and a clear career goal. We look for evidence of these qualities in applicants' essays and résumés.

### **Procedures**

Prospective students should apply online through the Ph.D. website at [www.stern.nyu.edu/phd](http://www.stern.nyu.edu/phd). GRE or GMAT scores are required. For applicants whose native language is not English, the Test of English as a Foreign Language (TOEFL) score is required in addition to GRE/GMAT scores. Applicants who have received a degree from a country where English is the spoken language are not required to submit a TOEFL score. You must plan to take these tests so that we have results by December 31. Check with testing centers to find out the last date by which to register to ensure that your test scores reach us in time. The reporting codes are as follows: 5TF-HW-82 for the GMAT, 2583 for the GRE, and 2586 for the TOEFL.

## **Application Deadline**

The deadline date for submitting the complete application is DECEMBER 31. We admit one class a year, which starts in September. We admit full-time students only.

## **Prerequisites**

Prerequisites for the Ph.D. include calculus, linear algebra, basic probability and statistics, and economics (both microeconomics and macroeconomics). Students should satisfy these prerequisites prior to starting doctoral study. Previous graduate work is not an admission requirement. When appropriate, credit may be given for past academic work in meeting part of the course requirements.

## **Financial Aid**

Applicants to the doctoral program are not required to complete separate financial aid applications. Financial aid is merit-based, and all admitted students not receiving aid elsewhere will receive funding through Stern. The normal funding package consists of full tuition scholarship and individual health insurance as well as an annual stipend. Funding is guaranteed for five years, assuming satisfactory academic progress.

## **Website**

For the most complete and current information on the Doctoral Program, and to apply online, visit our website at [www.stern.nyu.edu/phd](http://www.stern.nyu.edu/phd). This site contains links to the web pages of each of our major areas, listings of faculty and student papers, recent dissertation titles, and other information of interest to prospective students. We regularly update the Ph.D. Web site, so we encourage you to check it often.

## ***DOCTORAL PROGRAM OF STUDY***

The Doctoral Program curriculum requires that students take courses in their functional area, as well as at least 4 elective courses and 4 research methodology courses. All must be doctoral level courses. There may be additional requirements that vary by department. Please see the Doctoral Program website for details. In addition, all students must complete five research practica and one teaching practicum.

After completing all course work, each student takes a comprehensive examination. The Doctoral Program concludes with a student's writing and defending a dissertation.

## **Rules and Regulations**

Course requirements, time limits, and other procedures are thoroughly explained in the doctoral handbook. Upon enrollment in the program, doctoral students will receive a copy and should use it as a reference.

## **Time Limits and Residency**

Students complete the program on average in five years. A student should pursue the doctoral program with a strong commitment. Students who extend the doctoral program are less likely to reach completion. If several years pass after the course work has been completed, it is likely that some knowledge will have become outdated. Therefore, every student must do the following:

1. Pass the comprehensive examination before starting the third-year of the program.
2. Successfully present a dissertation proposal by December of the fourth-year.

3. Successfully defend a final dissertation and complete all degree requirements by August of the sixth year.
4. Maintain continuous matriculation as a full-time student in residence.

There are other rules that govern time limits. They are explained in the doctoral handbook. All students should obtain a copy and be careful to follow these limits. Students not meeting these limits are asked to leave the program.

### **COMPUTING FACILITIES**

All doctoral students have personal computers and desks assigned to them, with access to network printing and the Internet. Each Stern student receives an Active Directory account, an e-mail account, server space for data and personal web pages, and local and remote access to standard and specialized Windows and/or Mac applications. Students may obtain access to the Stern GRID, a high performance distributed computing system employing research applications such as SAS, SPSS, Matlab, and Stata. In addition, a vast collection of business data is available for research purposes.

### **ADVANCED PROFESSIONAL CERTIFICATES**

Students in the Advanced Professional Certificate Program (APC) may take courses at Stern's Greenwich Village or Westchester location, and may choose from three different options: Finance, Marketing, or General Business. The following requirements apply to all Advanced Professional Certificate (APC) options:

- Earn, but do not exceed, 15.0 total credits.
- Take no more than 9.0 credits per semester.
- Complete the program in two years.

#### **Finance**

Students pursuing the APC in Finance must take or demonstrate proficiency in Foundations of Finance. Proficiency may be demonstrated in one of three ways:

- Having earned an undergraduate Finance major or concentration
- Having earned an MBA Finance concentration
- Passing the Stern Foundations of Finance proficiency exam

Once the Foundations of Finance requirement is satisfied, students pursuing the APC in Finance may take 12 Finance elective credits. Those students who demonstrate proficiency in Foundations of Finance may take 15 Finance elective credits.

Students pursuing an APC in Finance are permitted to take 3.0 non-Finance credits as part of their program, provided they meet the required prerequisites or co-requisites and do not exceed 15.0 total credits.

#### **Marketing**

Students pursuing the APC in Marketing must take or demonstrate proficiency in Marketing. Proficiency may be demonstrated in one of three ways:

- Having earned an undergraduate Marketing major or concentration
- Having earned an MBA Marketing concentration
- Passing the Stern Marketing proficiency exam

Once the Marketing requirement is satisfied, students pursuing the APC in Marketing may take 12 Marketing elective credits. Those students who demonstrate proficiency in Marketing may take 15 Marketing elective credits.

Students pursuing an APC in Marketing are permitted to take 3.0 non-Marketing credits as part of their program, provided they meet the required prerequisites or co-requisites and do not exceed 15.0 total credits.

### **General Business**

Students pursuing the APC in General Business may customize the 15.0 credit program to meet their specific academic goals. While there are no specific course requirements, students pursuing the APC in General Business must:

- Meet the prerequisites and co-requisites for any course in which they plan to enroll.
- Take a maximum of 6.0 credits (typically two courses) in a given academic area. Core courses do not count toward this maximum.

## **ACADEMIC DEPARTMENTS AND COURSES**

For descriptions of courses listed below please see:

<http://www.stern.nyu.edu/Registrar/CourseInfo/CourseDescriptionsPrerequisites>

### **ACCOUNTING AND TAXATION**

Web site: <http://www.stern.nyu.edu/Accounting>

#### **M.B.A. Courses**

Financial Accounting and Reporting, ACCT-GB.1306	Investor Relations Strategy for Growth Creation, ACCT-GB.3110	Auditing, ACCT-GB.3313
Financial Reporting and Disclosure, ACCT-GB.2302	Entertainment Accounting, ACCT-GB.3149	Analysis of Financial Institutions and Financial Instruments, ACCT-GB.3321
An Integrated Approach to Financial Statement Analysis, ACCT-GB.2303	Financial Planning and Analysis, ACCT-GB.3303	Acquisitions and Restructurings, ACCT-GB.3330
Taxes and Business Strategy, ACCT-GB .2305	Modeling Financial Statements, ACCT-GB.3304	Modeling Corporate Transactions, ACCT-GB.3344
	Forensic Accounting and Financial Statement Fraud, ACCT-GB.3310	Taxation of Individuals and Business Income, ACCT-GB.3380



### Doctoral Courses

Empirical Research in Financial Accounting I, ACCT-GB.4301	Theory and Research in Managerial Accounting II, ACCT-GB.4303	Empirical Research in Financial Accounting III, ACCT-GB.4320
Theory and Research in Managerial Accounting I, ACCT-GB.4302	Empirical Research in Financial Accounting II, ACCT-GB.4310	

### ECONOMICS

Web site: <http://www.stern.nyu.edu/Economics>

### M.B.A. Courses

Firms and Markets, COR1-GB.1303	Asian Economies, ECON-GB.2322	Global Poverty Alleviation, ECON-GB.2350
The Global Economy, COR1-GB.2303	Frontier Capitalism: From Hamilton, Astor and New York City to Bernanke, Gates and Silicon Valley, ECON-GB.2330	Behavioral Economics: Decisions and Strategies, ECON-GB.2355
Energy & the Environment, ECON-GB.2105	Advanced Macroeconomics, ECON-GB.2332	Global Economic Trends and Policy Challenges, ECON-GB.2358
Economics of Healthcare, ECON-GB.2110	Monetary Policy, Banks, and Central Banks, ECON-GB.2333	Sports Economics, ECON-GB.2360
Transformation of Healthcare, ECON-GB.2111	The Financial Crisis & the Policy Response, ECON-GB.2343	Healthcare Markets, ECON-GB.2374
Economics and Management of the Pharmaceutical, ECON-GB.2112	Economy & Financial Markets, ECON-GB.2344	International Macroeconomic Policy: Theory and Evidence from Recent Financial Crises, ECON-GB.2380
Entertainment and Media: Markets and Economics, ECON-GB.2119	The Business of Platforms, Networks, and Two-sided Markets, ECON-GB.2345	The Social and Economic Setting of Business, ECON-GB.2389
Chinese Consumer, Media and Technology Markets, ECON-GB.2123	Growth in the Developing World & the Global Economy, ECON-GB.2346	Financial Development of the United States, ECON-GB.2392
Emerging Economies and Globalization: 1950 to the present, ECON-GB.2190	Real World Analysis of Economic Data, ECON-GB.2347	Law & Economics of Municipal Governance, ECON-GB.3182
Data Bootcamp, ECON-GB.2313		Money and Modern Capitalism: Law and Business, ECON-GB.3345
Future of the Global Economy, ECON-GB.2320		Urban Systems, ECON-GB.3375

### Doctoral Courses

Macroeconomic Analysis ( <i>Macroeconomics I</i> ), ECON-GB.3325	Advanced Topics in Macroeconomics ( <i>Macroeconomics II</i> ), ECON-GB.3332	Econometrics I, ECON-GB.3351
	Microeconomics: Theory and Applications, ECON-GB.3335	Topics in Economics: Industrial Organizations I, ECON-GB.3360

Theory of International Trade,  
ECON-GB.3384

International Macroeconomics,  
ECON-GB.3386

GB.4301

Strategy I (Economics), ECON-

Panel Data Analysis (*Econometrics II*), ECON-GB.9912

## **FINANCE**

Web site: <http://www.stern.nyu.edu/Finance>

### **M.B.A. Courses**

Foundations of Finance, COR1-  
GB.2311

Taxes and Investing, FINC-  
GB.2110

The Financial Crisis of 2007-2009,  
FINC-GB.2150

Corporate Finance, FINC-GB.2302  
Restructuring Firms and Industries,  
FINC-GB.2304

Managing Financial Businesses,  
FINC-GB.2310

Real Estate Primary Markets,  
FINC-GB.2329

Financial Services Industry, FINC-  
GB.2334

Real Estate Capital Markets, FINC-  
GB.2339

Investment Strategies in Real  
Estate, FINC-GB.2341

Cases in Financial Management,  
FINC-GB.2345

Trading Cash and Derivative  
Securities, FINC-GB.2349

Alternative Investments I:  
Principles and Strategies, FINC-  
GB.2350

Alternative Investments II: Practice  
and Application, FINC-GB.2351

International Investments Analysis,  
FINC-GB.3103

Volatility, FINC-GB.3105

Topics in Credit Risk, FINC-  
GB.3106

Risk Management in Financial  
Institutions, FINC-GB.3112

Private Banking and Wealth  
Management, FINC-GB.3120

Topics in Hedge Fund Strategies,  
FINC-GB.3121

Investment Strategies, FINC-  
GB.3122

Corporate Strategy and Finance in  
Entertainment and Media, FINC-  
GB.3125

Financial Analysis in Entertainment  
and Media, FINC-GB.3126

Behavioral and Experimental  
Finance, FINC-GB.3129

Investment Banking & Private  
Equity in Entertainment and Media,  
FINC-GB.3145

Social Venture Capital, FINC-  
GB.3148

Structure and Dynamics of  
Financial Markets, FINC-GB.3149

Topics in Corporate Finance, FINC-  
GB.3160

Cases in Corporate Finance, FINC-  
GB.3161

Topics in International Corporate  
Finance, FINC-GB.3164

Topics in Private Equity Finance,  
FINC-GB.3165

Venture Capital Financing, FINC-  
GB.3173

Topics in Investments, FINC-  
GB.3176

Arbitrage Trading Strategies, FINC-  
GB.3181

Project Finance and Infrastructure  
Investment, FINC-GB.3186

Topics in International Finance,  
FINC-GB.3188

Mergers and Acquisitions, FINC-  
GB.3196

Bankruptcy and Reorganization,  
FINC-GB.3198

Case Studies in Bankruptcy and  
Reorganization, FINC-GB.3199

Credit Risk, FINC-GB.3305

Risk Management in Financial  
Institutions, FINC-GB.3312

Managing Investment Funds, FINC-  
GB.3320

Hedge Fund Strategies, FINC-  
GB.3321

Valuation, FINC-GB.3331

Portfolio Management, FINC-  
GB.3332

Debt Instruments and Markets,  
FINC-GB.3333

Futures and Options, FINC-  
GB.3335

Advanced Futures and Options,  
FINC-GB.3340

Law and Business of Corporate  
Transactions, FINC-GB.3345

Investing for Environmental and  
Social Impact, FINC-GB.3348

Structure and Dynamics of  
Financial Markets, FINC-GB.3349

Law and Business of Financial Institutions, FINC-GB.3353	Applications in Entrepreneurial Finance: Fintech, FINC-GB.3362	Emerging Financial Markets, FINC-GB.3384
Law and Business of Microfinance, FINC-GB.3354	Private Equity Finance, FINC-GB.3365	Global Banking and Capital Markets, FINC-GB.3387
Impact Investing Experiential Seminar, FINC-GB.3355	Operating Hedge Funds, FINC-GB.3366	Global Financial Markets, FINC-GB.3388
Private Investing and Wealth Management, FINC-GB.3357	Private Equity Deal Analysis, FINC-GB.3368	Advanced Study in Bankruptcy and Reorganization, FINC-GB.3398
Entrepreneurial Finance, FINC-GB.3361	New Venture Financing, FINC-GB.3373	Law and Business of Bankruptcy and Reorganization, FINC-GB.3399

### **Doctoral Courses**

Topics in Financial Crisis & Great Recession, FINC-GB.2107	Seminar on Stern Finance Faculty Research, FINC-GB.4318	Seminar in Agency & Executive Compensation, FINC-GB.4305
Empirical Methods in Corporate Finance, FINC-GB.2112	Seminar in Financial Institutions, FINC-GB.3318	Seminar in Liquidity and Asset Pricing, FINC-GB.4306
Financial Theory I, FINC-GB.2331	Seminar in Corporate Finance, FINC-GB.3328	Seminar in Derivatives, FINC-GB.4307
Financial Theory II, FINC-GB.2332	Seminar in Investments, FINC-GB.3338	Seminar in Empirical Finance, FINC-GB.4310
Financial Theory III, FINC-GB.2333	International Finance, FINC-GB.3389	Seminar in International Corporate Finance, FINC-GB.4315
Financial Theory IV, FINC-GB.2337	Seminar in Microstructure, FINC-GB.3392	Seminar in Macroeconomics and Finance, FINC-GB.4383
Financial Theory V, FINC-GB.2346	Seminar in Corporate Restructuring and Reorganization, FINC-GB.4301	Financial Econometrics, FINC-GB.4388
	Seminar in Corporate Governance, FINC-GB.4304	Dissertation Seminar, FINC-GB.9901-991

### **INFORMATION, OPERATIONS AND MANAGEMENT SCIENCES**

Web site: [w4.stern.nyu.edu/ioms](http://w4.stern.nyu.edu/ioms)

### **INFORMATION SYSTEMS GROUP**

#### **M.B.A. Courses**

Data Analysis & Management, INFO-GB.2315	Programming in Python and Fundamentals of Software Development, INFO-GB.2335	Trading Strategies & Systems, INFO-GB.2350
Digital Strategy, INFO-GB.2318	Tech and the City: Customer-Centric Digital Entrepreneurship, INFO-GB.2345	Search & the New Economy, INFO-GB.3136
High-Tech Start-ups & Products: A Technical Perspective, INFO-GB.2331	Dealing with Data, INFO-GB.2346	Data Visualization, INFO-GB.3306

Social and Digital Media Analytics, INFO-GB.3310	Fundamentals of Digital Marketing Technologies, INFO-GB.3347	Globalization, Open Innovation, Crowdsourcing, INFO-GB.3355
Design and Development of Web and Mobile Apps, INFO-GB.3322	Financial Information Systems, INFO-GB.3350	Emerging Technology & Business Innovation, INFO-GB.3362
Data Mining for Business Analytics - Managerial, INFO-GB.3336	Risk Management Systems, INFO-GB.3351	Networks, Crowds and Markets, INFO-GB.3383

### Doctoral Courses

Doctoral Seminar in Digital Economics, INFO-GB.3345	Research Seminar: Data Science, INFO-GB.3383
Research Seminar on IT and Organizations: Social Perspectives, INFO-GB.3382	Corporate Research: Information Systems: INFO-GB.4210Special

## OPERATIONS MANAGEMENT GROUP

### M.B.A. Courses

Operations Management, COR1-GB.2314	Operations in Entertainment: Las Vegas, OPMG-GB.2313	Decision Analytics for Sports, OPMG-GB.2354
Supply Chain Management, OPMG-GB.2306	Retail Operations, OPMG-GB.2330	Real Estate Development and Entrepreneurship, OPMG-GB.2360
Operations in Panama, OPMG-GB.2312	Decision Models, OPMG-GB.2350	Revenue Management and Pricing, OPMG-GB.3330
	Advanced Decision Models, OPMG-GB.2351	

### Doctoral Courses

Stochastic Processes, OPMG-GB.3321	Dynamic Programming & Stochastic Control, OPMG-GB.4306	Submodularity and Its Applications, OPMG-GB.4325
Corporate Research, Operations Management, OPMG-GB.4210	Stochastic Inventory Theory, OPMG-GB.4317	Linear Programming, OPMG-GB.4330
Advanced Topics: Optimization, OPMG-GB.4305	Advanced Topics- Operations Management I, OPMG-GB.4321	Game Theory in Operations, OPMG-GB.4340

## STATISTICS GROUP

### M.B.A. Courses

Statistics and Data Analysis, COR1.1305	Applied Stochastic Processes for Financial Models, STAT-GB.2308	Statistical Inference and Regression Analysis, STAT-GB.3302
Regression and Multivariate Data Analysis, STAT-GB.2301	Mathematics of Investment, STAT-GB.2309	Introduction to Stochastic Processes, STAT-GB.3321
Forecasting Time Series Data, STAT-GB.2302	Introduction to the Theory of Probability, STAT-GB.3301	

## Doctoral Courses

Frequency Domain Time Series, STAT-GB.3383

Statistics for Social Data, STAT-GB.4310

Continuous Time Series Processes, INTA-GB.9910

Corporate Research Strategy, STAT-GB.4210

Dissertation Seminar, STAT-GB.9900

## MANAGEMENT AND ORGANIZATIONS

Web site: <http://www.stern.nyu.edu/Management>

## M.B.A. Courses

Leadership in Organizations, COR1-GB.1302

GLAM: The Globalization of Management MGMT-GB.2342

Managerial Skills, MGMT-GB.3321

Strategy I, COR1-GB.2103  
(Langone)

Strategic Management of, Global Risk MGMT-GB.2140

Game Theory and Business Strategy, MGMT-GB.3323

Strategy II, COR1-GB.2104  
(Langone)

Managing Family Business, MGMT-GB.2328

Advanced Strategy Analysis, MGMT-GB.3328

Strategy, COR1-GB.2301 (Full-time)

Global Strategy, MGMT-GB.2340

Business Start-Up Practicum, MGMT-GB.3333

Social Enterprise Development, MGMT-GB.2128

Managing High Performing Teams, MGMT-GB.2351

Foundations of Entrepreneurship, MGMT-GB.3335

Collaboration, Conflict, and Negotiation, MGMT-GB.2159

Managing Change, MGMT-GB.2353

Foundations of Social Entrepreneurship, MGMT-GB.3336

Advanced Topics in Negotiation, MGMT-GB.2160

Leadership Models, MGMT-GB.2363

Foundations of Technology Entrepreneurship, MGMT-GB.3337

Negotiating Complex Transactions, MGMT-GB.2161

International Social Impact Strategies, MGMT-GB.2366

Managing Innovation, MGMT-GB.3356

Corporate Governance, MGMT-GB.2176

Strategic Design, MGMT-GB.2370

Power and Politics in Organizations, MGMT-GB.3366

Business of Sustainability, MGMT-GB.2178

Advanced Strategy: Tools, MGMT-GB.2375

Moneyball for Managers, MGMT-GB.XXXX (TBD)

Globalization of Business Enterprise, MGMT-GB.2185

Consulting Practice, MGMT-GB.3105

Strategy with a Social Purpose, MGMT-GB.XXXX (TBD)

Managing the Growing Company, MGMT-GB.2327

Managerial Decision Making, MGMT-GB.3151

Technology Innovation Strategy, MGMT-GB.XXXX (TBD)

Power and Professional Influence, MGMT-GB.3165

## Doctoral Courses

Organizational Behavior, MGMT-GB.3371

Organization Theory, MGMT-GB.3372

Cognition in Organizations, MGMT-GB.3395

Strategy, MGMT-GB.3398

Dissertation Seminar, MGMT-GB.9900

## **MARKETING**

Web site: [www.stern.nyu.edu/marketing](http://www.stern.nyu.edu/marketing)

### **M.B.A. Courses**

Marketing, COR1-GB.2310	Pricing Strategies, MKTG-GB.2153/2353	Marketing Planning & Strategy, MKTG-GB.2350
Advertising, MKTG-GB.2109		
The Business of Sports Marketing, MKTG-GB.2114	New Media in Marketing, MKTG-GB.2173	Data-Driven Decision Making, MKTG-GB.2354
The Business of Producing, MKTG-GB.2116	Marketing Metrics, MKTG-GB.2180	Competitive Strategy in the Marketplace, MKTG-GB.2361
Television Management, MKTG-GB.2118	Tech Product Management, MKTG-GB.2191	Brand Strategy, MKTG-GB.2365
Entertainment and Media Industries, MKTG-GB.2119	Predicting the Future of Technology, MKTG-GB.2192	Brilliant Execution, MKTG-GB.2367
Movie Marketing, Distribution, and Exhibition, MKTG-GB.2120	The Craft and Commerce of Cinema, MKTG-GB.2313	Consulting Lab: Branding & Innovation, MKTG-GB.2368
Deal Making and Business Development in Media, MKTG-GB.2123	Digital Media Innovation, MKTG-GB.2325	New Product Development, MKTG-GB.2370
Consultative Selling, MKTG-GB.2128	Luxury Marketing, MKTG-GB.2326	Innovation and Design, MKTG-GB.2371
Sales Management, MKTG-GB.2129	Research for Customer Insights, MKTG-GB.2327	Retail Strategy, MKTG-GB.2375
Pharmaceutical Marketing, MKTG-GB.2130	Judgment and Decision Making, MKTG-GB.2335	Next Generation Fashion, MKTG-GB.2376
Social Media for Brand Managers, MKTG-GB.2150	Data Driven Decision Making: Managerial, MKTG-GB.2344	Creativity, MKTG-GB.2381
	Consumer Behavior, MKTG-GB.2347	Global Marketing Strategy, MKTG-GB.2385
		Strategy in Tech Industries, MKTG-GB.3152

### **Doctoral Courses**

Marketing Proseminar, MKTG-GB.3173	Experimental Design & Analysis, MKTG-GB.4390	Ph.D. Dissertation Seminar, MKTG-GB.9901-9918
Corporate Research in Marketing, MKTG-GB.4120	Quantitative Applications in Marketing I, MKTG-GB.4391	
Behavioral Applications in Marketing II, MKTG-GB.4382	Quantitative Applications in Marketing II, MKTG-GB.4392	

## **INTERAREA COURSES**

### **M.B.A. Courses**

Political Risk Analysis, INTA-GB.2114	FinTech Risk Management, INTA-GB.2312	Investor Relations Strategy, INTA-GB.3110
Narrative & Numbers, INTA-GB.2140	FinTech Analytics, INTA-GB.2320	Digital Music Business, INTA-GB.3143
Business Drivers-Industry, INTA-GB.2306	High-Tech Entrepreneurial Strategy, INTA-GB.2365	Fashion Law & Business, INTA-GB.3344
Tech Industry Drivers, INTA-GB.2307	Foundations of FinTech, INTA-GB.2380	The Fashion Industry: Creativity and Business, INTA-GB.3345

### **Doctoral Courses**

Research Methods Seminar, INTA-GB.4388	Panel Data Analysis, INTA-GB.9912
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## **SCHOLARSHIPS AND FELLOWSHIPS**

Many individuals and leading business and philanthropic organizations, recognizing the value of investing in the future of business professionals and academics, provide fellowships and scholarships for outstanding students. There is typically no application process for these scholarships. All scholarships are awarded by merit and according to the criteria outlined by specific donors.

***Anonymous Scholarship for MBA II.*** This scholarship is awarded based on academic merit, financial need, and community service. It will involve a "moral contract" to encourage recipients to contribute an amount equal to or greater than their scholarship, after they have the financial means to do so, in support of scholarships for other students at the Stern School.

***Anonymous Scholarship III.*** Based on academic merit and financial need.

***Uzo and Michael Ajukwu Scholarship Fund.*** This scholarship shall be used to provide tuition assistance to MBA students who demonstrate economic need and academic merit. NYU Stern will do its best to award the scholarships to students who demonstrate a deep and abiding interest in Nigerian culture. In the absence of a student with a deep and abiding interest in Nigerian culture, the scholarship shall be awarded to a deserving student with a deep and abiding interest in African culture.

***Jorge Ignacio Anwandter Scholarship.*** This scholarship was established by Geoffrey Gold (M.B.A. '91) and Americo Da Corte in memory of their late friend, Jorge Ignacio Anwandter. It was created to provide tuition assistance to M.B.A. students from Latin America.

***Gloria Appel Fellowship in Entrepreneurial Studies.*** This award provides support for Stern's most talented doctoral students who plan to focus their careers on entrepreneurship teaching and research.

***The Alex S. Auerbach Scholarship.*** The family and friends of the late Alex S. Auerbach have established this annual scholarship for a student demonstrating academic excellence.

***Bacas Family Scholarship.*** This scholarship is awarded to a Langone M.B.A. student specializing in accounting, finance, or management.

***Grace and Jules Bachman Scholarship.*** This scholarship is offered to an outstanding entering



Full-time student who shows high academic and personal achievement. This scholarship is renewable for a second year based on the student's satisfactory academic progress.

***William R. Berkley Scholarship Program.***

Established in 2013, The William R. Berkley Scholarship Program supports exceptional college seniors who wish to pursue their Full-time MBA at NYU Stern directly following graduation. The scholarship covers the full two-year tuition and fees, provides a housing stipend of \$18,000/year, and includes a \$10,000/year stipend for books and other expenses. Berkley Scholars will also have special key contacts amongst the school's administration.

***The Anne Hudson and Frank J. Berlin***

***Scholarship.*** This scholarship fund was created through the generosity of Anne Hudson Russell Berlin in memory of her husband, Frank J. Berlin. These scholarships are awarded to female students pursuing the M.B.A. degree.

***Bernstein Family Scholarship.*** This scholarship is awarded to a second year Full-time M.B.A. student or Langone M.B.A. student who is interested in furthering the advancement of African American and Latino students in the business community.

***Ronald Blaylock Scholarship.*** This scholarship is awarded to a student that demonstrates academic excellence and brings diversity to the campus community.

***Ernest Bloch M.B.A. Award.*** This award is given to an M.B.A. student who has demonstrated academic excellence.

***Zenas Block Scholarship.*** This scholarship was established to honor Professor Zenas Block, a professor of management at Stern for over 20 years and a prominent teacher at the Berkley Center for Entrepreneurial Studies. It is awarded to an M.B.A. student interested in entrepreneurship.

***Mamdouha Bobst Permanent Scholarship.*** This scholarship will provide full tuition assistance to MBA students. NYU Stern will do its best to award to students of Lebanese birth and nationality, on the condition that students return to work in Lebanon or on behalf of any Lebanese government agency, educational institution, or agricultural or social

organization or on his/her own, for a period of four years following the end of the scholarship period.

***Jules Bogen Fellowship.*** This award honoring the memory of Dr. Jules I. Bogen, professor of finance at the Stern School, is available to an exceptional student concentrating in finance. This fellowship is offered to an advanced candidate for the Ph.D. degree. The Bogen Fellow receives tuition plus a cash stipend for the academic year.

***Mary, Catherine, and Julius Brickman Meyers Scholarship.*** This scholarship comes from a bequest from the estate of Evelyn B. Meyers in memory of Mary, Catherine, and Julius Brickman and Evelyn Brickman Meyers. It is intended for worthy M.B.A. students who should feel morally obligated to repay the money, when they are financially able to do so, so that the fund may increase and benefit future students.

***Ruth L. Brodsky Social Impact Internship Award.*** To support the Social Impact Internship Fellows Program at the NYU Stern School of Business.

***Dorcas E. Campbell Memorial Scholarship.*** This scholarship was established to honor and perpetuate the memory of Dorcas E. Campbell. It is for a woman candidate for the M.B.A. degree majoring in finance with an interest in the field of public relations.

***Nelson Chang Social Impact Fellowship.*** This award supports MBA students in the International Social Impact Strategies East Asia MBA Fellowship.

***Chardack Family MBA Scholarship.*** Established by Mark H. Chardack, This scholarship will provide tuition awards to MBA students who demonstrate financial need and academic merit.

***Charles C.Y. Chen Fellowship.*** This scholarship will be used to provide tuition assistance for MBA students who demonstrate financial need and academic merit. NYU Stern will do its best to award this to students who are residents or citizens of Taiwan.

***Chatterjee Scholarship Fund.*** Based on academic merit and economic need.

**C.I.T. - John Vogel Scholarship.** This scholarship was established by the C.I.T. Financial Corporation in recognition of John Vogel, a former director and Stern M.B.A., for a student who has worked through undergraduate and graduate programs.

**Nancy Ellen Cohen Scholarship.** This award is given to an M.B.A. student who has demonstrated academic excellence. It was established by Nancy Roberts, M.B.A. '82, and her brother Mark Roberts, in honor of their father, Edward R. Roberts, M.B.A. '53.

**Ted Connell Memorial Fund.** This scholarship was established in Ted Connell's memory.

**Consortium Fellowships.** The Stern School participates in the Consortium for Graduate Study in Management, an effort that facilitates the entry of underrepresented minorities into managerial positions. Fellowships cover full tuition and fees and are based on the applicant's desire to study business management, as well as proven aptitude, ability, and scholarship. Application for the fellowship is made directly to the Consortium; applications and information are available from the Consortium for Graduate Study in Management, [www.cgsbm.org](http://www.cgsbm.org).

**Kathleen A. Corbet Graduate Fellowship.** This scholarship is awarded to a Full-time, Langone, or Executive M.B.A. student with academic excellence and need for financial assistance.

**The David P. Cornstein Scholarship.** The scholarship is awarded based on academic excellence.

**C. Samuel Craig Graduate Scholarship.** This scholarship is awarded to MBA students who are specializing in Entertainment, Media, and Technology.

**CRE Finance Council Commercial Real Estate Scholarship.** These scholarships will be awarded to two MBA students currently studying Commercial Real Estate who have displayed involvement in the student community and academic excellence, particularly in the area of finance.

**Curtis Family Scholarship.** This scholarship is awarded to one MBA student based on academic merit and financial need.

**Dasarathy Family Scholarship.** This scholarship supports a Langone student based on merit.

**Deming Fellowship.** This doctoral fellowship is funded through the generosity of Professor W. Edwards Deming. It is awarded to an outstanding doctoral student in statistics and operations research.

**Kathleen Traynor DeRose Scholarship Fund.** Based on academic merit and economic need.

**Dimitriadis Scholarship.** The Dimitriadis Scholarship Fund is a merit scholarship awarded to M.B.A. student who express interest in working in the United States upon graduation.

**Drobac Family Scholarship.** This scholarship will support MBA students who are specializing in Accounting.

**Deborah L. Duncan and Barnett Lipton Permanent Scholarship.** This scholarship provides tuition assistance to MBA students who demonstrate merit.

**Mildred Elperin Scholarship.** This scholarship was established through a bequest of Mildred Elperin. The funds assist M.B.A. students with an interest in retail.

**Erardi MBA Family Scholarship Fund.** Full-time MBA students who demonstrate need and merit.

**Executive MBA Class of 2001 Scholarship Fund.** Based on academic merit and economic need.

**Mary Farrell Scholarship.** This scholarship will support Full-time or Langone M.B.A. students who have a deep and abiding interest in women studying business, demonstrate academic excellence, and a need for financial assistance.

**Barry Feirstein Scholarship.** Scholarships are awarded based on merit and financial need to alumni of Brooklyn College who are enrolled in either the Full-time or Langone M.B.A. program.

**Belmont A. Freiwald Fellowship.** This award, for second-year M.B.A. students, is a result of a gift from Belmont A. Freiwald to support a marketing major who has demonstrated academic excellence.

**Dale F. Frey Scholarship.** This award is given to an M.B.A. student who has demonstrated academic excellence.

**Sean J. Gallagher MBA Scholarship.** Based on academic merit and economic need.

**Armando John Garville Memorial Scholarships.** This scholarship program was established to support a student, Full-time or Langone, with a “zest for life.”

**The Howard Gilman Foundation Scholarship.** This scholarship shall be used to provide tuition assistance to graduate students who have careers in the performing arts, and who now seek to become trained in business.

**Dorothy Glasser Scholarship.** This scholarship was established by Rita Glasser to support a student in advertising studies.

**Gerald J. Glasser Scholarship.** This scholarship was established with a gift from Professor Gerald J. Glasser, a Stern graduate who taught at the School until his retirement in 1983. This scholarship is awarded to a graduate student.

**Harold Goldberg Scholarship.** This scholarship was established by the friends of Harold Goldberg (B.S. '51). It is awarded to a Langone M.B.A. student who is interested in entrepreneurship.

**Varun and Ameeta Gosain Foundation Scholarship.** This scholarship will be awarded to an MBA student that has displayed academic excellence and involvement in the student community.

**Carl W. and Gloria Greene Scholarship.** This scholarship is awarded to a student who demonstrates academic excellence.

**Graduate Dean Scholarship.** This scholarship is awarded to a student who demonstrates academic excellence.

**Hess Foundation Fellowship.** The Hess Foundation Fellowship is awarded annually to a first-year MBA student who has a career interest within the energy industry. The fellowship awards \$50,000 towards tuition and fees to the selected Fellow for their first year.

**Mary McMahon Hollander Scholarship Fund.** To MBA students who demonstrate academic merit and financial need.

**Dr. Donald L. and Valerie Honerkamp Fellowship.** This award is given to an outstanding doctoral student with research interest in the relationship between effectiveness of management activities and information quality.

**Harry A. Hopf Memorial Fellowships.** The Harry A. Hopf Memorial Fellowship Fund provides fellowships to honor and perpetuate the memory of Harry A. Hopf and the contributions he made to the field of management. Hopf Fellows are selected annually from outstanding M.B.A. candidates pursuing studies in management.

**Hyundai Scholarship.** This scholarship provides tuition awards each year for students enrolled in the joint JD/MBA program at the School of Law and the Stern School of Business.

**Peng Jin Scholarship.** The Peng Jin Scholarship shall be used to provide tuition assistance to first-year, MBA students who demonstrate economic need and academic merit. NYU Stern will do its best to award the scholarships to students who demonstrate a deep and abiding interest in Chinese culture, and also students who have an interest to work in China after graduation.

**Ilene Kaplan Memorial Scholarship Program.** The Marketing Research Association in collaboration with the NYU Stern School of Business has created this scholarship to award a student who illustrates a deep and abiding interest in Marketing or Market Research. One candidate will be selected to receive a \$5,000 scholarship, which will be applied to tuition and fees.

**George Kellner Scholarship.** This scholarship is designed to provide financial assistance to students with a parent employed by a not-for-profit educational institution, including research institutions.

**Kennedy Scholarship.** The Kennedy scholarship fund is an academic award for M.B.A. students.

**The Norman Paul Kerewsky Scholarship.** To MBA students who demonstrate academic merit and financial need.

**Kia Scholarship.** This scholarship provides tuition awards each year for students enrolled

in the joint JD/MBA program at the School of Law and the Stern School of Business.

***Richard and Susan Kogan Scholarship.*** This award is given to an M.B.A. student who has demonstrated academic excellence.

***Joseph Kolodny Scholarship.*** The National Association of Tobacco Distributors established this scholarship in honor of Joseph Kolodny. It is awarded to a candidate in the M.B.A. Program who specializes in the field of market distribution.

***Andre Koo Graduate Scholarship.*** This scholarship shall be used to provide tuition assistance to MBA students with a deep and abiding interest in Taiwan. In the absence of a student with a deep and abiding interest in Taiwan the scholarship shall be awarded to a deserving student with a deep and abiding interest in Asia.

***Frederick W. Kopf MBA Scholars.*** This scholarship was established by Frederick W. Kopf.

***Abraham and Julianne Krasnoff Scholarship.*** These awards are given to M.B.A. students studying abroad to support their education and are based on academic excellence.

***Alexander V. Kroner Scholarship.*** This scholarship, based on need and merit, is awarded to a student with a deep and abiding interest in Russian culture.

***Walter Kronke Scholarship Fund.*** This scholarship was established by Walter C. Kronke Revocable Living Trust.

***Henry J. Krooss Scholarship.*** This scholarship is awarded to an M.B.A. student who demonstrates academic excellence.

***The Ernest Kurnow Doctoral Fellowship.*** This fellowship is named after the long-time director of the Doctoral Program, Professor Ernest Kurnow. It is to be awarded annually to a doctoral student who exhibits some of Professor Kurnow's characteristics, namely a broad perspective on important issues, an ability to apply statistics to gain insight into real-world problems, and a serious interest in teaching.

***Langone Scholarship Fund.*** The Langone Scholarship Fund was established by the Langone Class Gifts from the Classes of 2013 and 2014. It is intended to foster an interest in philanthropy,

specifically among the Langone student population at NYU Stern. Successful scholarship recipients must have a deep and abiding interest in assisting their fellow students and excel academically, professionally, and personally.

***C. Erick and Phyllis S. Larson Scholarship.*** This scholarship is to provide assistance to a Part-time student who is working full time and not receiving full company or other financial scholarship.

***Reuben and Jane Leibowitz Scholarship.*** This scholarship is awarded to a Langone M.B.A. student based who demonstrates academic excellence.

***The Benjamin J. Levy Fellowship.*** This fellowship was established at the Stern School by the partners of Salomon Brothers to honor Benjamin J. Levy. The award is made annually to an academically superior doctoral candidate with an interest in finance.

***Lou Lucido Scholarship.*** This scholarship is awarded to a Full-time or Langone M.B.A. student based on merit and need.

***Kelly Kennedy Mack Scholarship.*** Based on academic merit and economic need.

***M.B.A. Scholarship.*** M.B.A. Scholarship is a merit scholarship offered to students in various disciplines.

***Hollander Mary McMahon Scholarship.*** The Hollander Mary McMahon scholarship is a merit only award offered to students from various disciplines.

***Money Marketeers of New York University Scholarships.*** The Money Marketeers of New York University provide several scholarships annually to Full-time or Langone students who have demonstrated high academic achievement. These awards are available to students who have completed at least half of the requirements for the M.B.A.

***Vincent P. Moore Jr. Memorial Scholarship.*** This scholarship was designed for a New Jersey resident based on academic excellence.

***The Municipal Bond Club of New York/Albert J. Milloy Scholarship.*** The Municipal Bond Club of New York established this award in honor of Albert

J. Milloy, one of Stern's early distinguished professors. The scholarship is awarded to a second-year M.B.A. student in tax and finance.

**The Marcus Nadler Fellowships.** The Marcus Nadler Fellowships are awarded annually to outstanding doctoral candidates of extraordinary professional competence. The fellowships were established by the Money Marketeers, in memory of Dr. Marcus Nadler. These awards provide financial assistance to qualified students interested in doing financial research as preparation for careers in teaching, research, or business.

**NASDAQ Doctoral Fellowship.** The NASDAQ Stock Market Educational Foundation, Inc. set up this dissertation fellowship to support research in the area of finance or economics.

**National Science Foundation and NYU ASPIRE Scholarship.** This scholarship was established to support students entering the vital field of cybersecurity. An application is required.

**C. W. Nichols Foundation Fellowship.** The Nichols Foundation has established a graduate fellowship for an outstanding doctoral degree candidate who participates in doctoral workshops.

**Vanessa O'Brien Summit Scholarship.** This scholarship will support one Full-Time or Part-Time MBA student who has a deep and abiding interest in Finance.

**Kenshin Oshima Scholarship.** Scholarships are awarded to incoming students based on academic merit and a deep and abiding interest in Asian business.

**Soon-Suk Paik Scholarship.** The Paik Scholarship Fund is awarded to Stern students based on merit and need.

**M.B.A. Class of 2002 Scholarship (Dominique L. Pandolfo and Beth A. Quigley Scholarship).** This award is given to an M.B.A. student who has demonstrated academic excellence. The scholarship was established in 2002 from funds raised through the M.B.A. Class of 2002 Legacy Campaign. This scholarship was named in honor of the two Langone M.B.A. students who were lost in the attacks of September 11, 2001.

**Mae and Harry Pang Endowed Scholarship Fund.** To MBA students who demonstrate academic merit and financial need.

**Barbara Parker-Thompson Scholarship.** This scholarship has been established to fund students with disabilities who are enrolled at NYU Stern.

**Aaron Peyton & Roxanne Meyer Scholarship.** Based on academic merit and economic need.

**The Amanda Plotkin and Daniel Weisenfeld Social Impact Fellowship.** This award supports a stipend for a student fellow for their social impact internship.

**Frieda, Meyer, and Eve Pollack Marketing Scholarship Fund.** To MBA students who demonstrate academic merit and financial need.

**Poon Family Endowed Scholarship.** To MBA students who demonstrate academic merit and financial need.

**Price Institute for Entrepreneurial Studies Fellowship.** This fellowship is sponsored by the Price Institute for Entrepreneurial Studies. It is awarded to an outstanding M.B.A. candidate in the second year of study for the purpose of providing financial support to a student as he or she pursues an M.B.A. with particular emphasis in entrepreneurial studies.

**Samuel Revits Memorial Scholarship.** The family and friends of the late Samuel Revits have established this memorial scholarship fund as a lasting tribute in recognition of his efforts on behalf of the Stern School. It is intended to assist a worthy M.B.A. student.

**Milton Reynolds Scholarship.** This scholarship was established by the Reynolds Family Foundation in honor of Milton Reynolds for a Ph.D. student majoring in marketing.

**Richman Family Scholarship.** This scholarship is for MBA students.

**Rosengard Family Scholarship.** This scholarship is awarded to a student that attended a city or state university in the United States, has an interest in entertainment and media, and has demonstrated academic excellence.

**Rosenwald Global Value Student.** This fund supports the Alternative Investment Initiative within the Salomon Center at NYU Stern.

**Milija Rubenzanin Fellowship.** This fellowship, in memory of Mr. Rubenzanin, is awarded for academic excellence to a student pursuing graduate work in banking and finance.

**Franck A Ruimy Scholarship.** The Ruimy Scholarship is awarded to M.B.A. students based on merit and need.

**Franck A. Ruimy Real Estate Scholarship.** This scholarship will be awarded to MBA students who are specializing in Real Estate Finance.

**Peter G. Sachs Scholarship.** This scholarship is given to an M.B.A. student who has demonstrated academic excellence.

**William R. Salomon Scholarship.** This scholarship is given to an M.B.A. student who has demonstrated academic excellence.

**Schering-Plough Scholarship.** This scholarship was created through a generous grant from the Schering-Plough Foundation, Inc. The scholarship is awarded to an M.B.A. student with proven achievement and interest in the marketing and pharmaceutical industries.

**Stacey and Craig Shapiro Permanent MBA Scholarship.** This scholarship is awarded to MBA students based on academic merit and financial need.

**Shi Family MBA Scholarship.** This scholarship provides tuition assistance to students enrolled in the MBA program at NYU Stern who demonstrate financial need and academic merit.

**Barbara E. Smith Scholarship.** This scholarship is named in honor of Barbara Smith, past president of the Alumni Association and former associate dean of development. Awards are made to M.B.A. students, with preference to students interested in careers in marketing.

**Martin Sosnoff Scholarship.** This scholarship will support one or more MBA students who are United States citizens.

**Stern Faculty Merit Scholarship.** This scholarship was established by the faculty of the Stern School to support second year Full-time M.B.A. students who demonstrate academic excellence and need for financial assistance.

**Story Mining & Supply (SM&S) Scholarship.** The scholarship is awarded to M.B.A. students who are participating in the M.B.A./MFA program and who have demonstrated academic excellence.

**Joseph H. Taggart Fellowships.** These fellowships, established to honor the former dean of the Stern School, are awarded annually to outstanding doctoral candidates.

**Toigo Fellowship.** NYU Stern partners with the Robert A. Toigo Foundation—an organization that provides financial assistance, mentoring, summer internships, and job placement services to the top minority candidates in the country. If you plan to focus your M.B.A. studies on finance and pursue a finance-related career, you may be eligible to apply for a Toigo Fellowship from the Toigo Foundation.

**Tran Family Scholarship.** This scholarship will support MBA students. NYU Stern will do its best to award to students who are applying from Vietnam or have a deep and abiding interest in doing business in Vietnam. Students who receive this support will be asked to write an essay that details how they plan to use their degree to become business and community leaders in Vietnam.

**TRIUM 2011 Scholarship.** The TRIUM 2011 Scholarship Fund is awarded to TRIUM students with a deep and abiding interest in advancing women in business.

**Ming-Hsing Tsai Scholarship.** The Ming-Hsing Tsai Fund is offered to M.B.A. students with a deep and abiding interest in doing business in Asia.

**William P. Umbs Memorial Scholarship.** This scholarship has been established by Bank Leumi Trust Company of New York to honor and perpetuate the memory of the first president of BLT Leasing Corporation Subsidiary, William P. Umbs. An award is made to an M.B.A. candidate majoring in finance and banking who has demonstrated superior academic achievement and is interested in a career in banking.

**United Parcel Service Scholarship.** This scholarship was established to encourage M.B.A. students with exceptional potential to specialize in retailing or marketing at the graduate level. Scholarships are awarded to students who promise to make constructive contributions to retailing through research and writing.

**Egbert Van Delden Scholarship.** This scholarship is awarded to an M.B.A. student based on high undergraduate performance and merit.

**Vietor Fellowship.** The Vietor Fellowship provides tuition, travel, lodging and related expenses to M.B.A. or Ph.D. candidates receiving awards to pursue single semester business finance, economics or related studies at the Erasmus University Rotterdam School of Management in the Netherlands.

**Hans A. Vogelstein Fellowship.** This scholarship was established in honor of Hans A. Vogelstein, former president of American Metal Climax (now known as AMAX Inc.) and a governor of the New York Commodity Exchange for many years. Hans A. Vogelstein scholars are selected annually from outstanding M.B.A. and Ph.D. students.

**John Vogelstein Scholarship.** This award is given to an M.B.A. student who has demonstrated academic excellence.

**Flora & Sam Weil Scholarship.** This scholarship is awarded based on academic excellence.

**Morton Weiss Scholarship.** This scholarship was established to support a student interested in the securities field.

**Paul I. Willensky Fellowships.** These fellowships have been made possible through the generosity of Paul I. Willensky. They are awarded to outstanding advanced doctoral candidates pursuing dissertation research. First priority is given to candidates in economics, finance, or statistics.

**David Wood Memorial Fellowship.** The officers and members of the Municipal Bond Club of New York and the Municipal Forum of New York, to honor and perpetuate the memory of David M. Wood, have established this scholarship at NYU Stern. It is awarded to an outstanding doctoral student in finance who desires a career in municipal finance.

**Yu Yu Scholarship.** The Yu Yu Scholarship is awarded to first-year full-time M.B.A. students who demonstrate economic need and academic merit, with a deep and abiding interest in the Chinese culture.

**Brian Zakrocki Scholarship.** This scholarship is awarded to a Full-Time MBA student.

**Zelin Family Scholarship.** The Zelin Family Scholarship Fund is awarded to M.B.A. students based on merit and need.

**Larry and Carol Zicklin M.B.A. Merit Scholarship.** This scholarship fund was created through the generosity of Larry and Carol Zicklin. It provides tuition assistance to M.B.A. students based on academic merit.



## REGISTRATION AND PAYMENT<sup>8</sup>

Before attending classes, all students must register for any course they take at Stern or NYU through the Stern Office of Records and Registration at designated registration periods. Students must register separately for each term and pay their tuition and fees according to the payment schedule as outlined by the Stern Bursar's Office. Students are required to familiarize themselves with course prerequisites and program requirements and may be asked to withdraw if they have registered improperly.

### COURSE NUMBERS

**Course Number: XXXX-GB.CDEE.FF (e.g., COR1-GB.2334.10)**

XXXX = Department or area (see below)  
GB = School (GB = Stern School Graduate Division)  
D = Number of credits (3 = 3 credits; 1 = 1.5 credits)  
EE = Number assigned by department to differentiate courses  
FF = Section number (indicates time, day, year, etc.; see below)

#### Course Designators (XXXX):

NOCR = Noncredit Workshop  
COR1 = Core Course  
COR2 = Core Course, Capstone Core  
ACCT = Accounting and Taxation  
BSPA = Business and Society  
INFO = Information Systems  
ECON = Economics  
FINC = Finance  
INTA = Inter-area  
OPMG = Operations Management  
MCOM = Management Communication  
MGMT = Management and Organizations  
MKTG = Marketing  
IPMG = International Management Program  
DBIN = Doing Business In...  
STAT = Statistics

#### Section Numbers (FF):

10-19 = Evening class, fall  
30-39 = Evening class, spring  
60-79 = Evening class, summer  
01-06 = Day class, fall  
20-26 = Day class, spring  
00, 0P = Weekend class (any semester)  
0A-0C = Alternate delivery, weekend  
U1-U9 = Late summer intensive module  
W1-W6 = Winter intensive module  
91 = Westchester classes  
9U = Westchester summer intensive  
9W = Westchester winter intensive

### IMMUNIZATION REQUIREMENTS

New York State Public Health Laws 2165 and 2167 and/or New York University require that all students (graduate, undergraduate, transfers, and returning students who, to date, have not complied) taking six or more credits in a degree-granting institution must provide proof of immunity to measles, mumps, and rubella and acknowledge receipt of information regarding meningococcal disease or provide proof of meningococcal vaccine.

**You are exempt from immunization requirements if any of the following apply:**

- You are taking less than six credits
- You are only taking online courses and you do not come to campus

<sup>8</sup> The Stern School of Business may at any time record its classes for educational and /or administrative purposes

- You were born before January 1, 1957

If you are not in full compliance, New York State requires that the University exclude you from attending classes 30 days after the first day of class for New York State residents and 45 days after the first day of class for out-of-state and international students.

### ***Sexual Misconduct Training***

In an effort to maintain a safe and aware campus community, **all NYU students must complete an online training program** called "Think About It.". Failure to complete the on-line training will prevent students from registration.

For more information, please see the health requirements website at [www.nyu.edu/health/requirements](http://www.nyu.edu/health/requirements).

### ***REQUIRED NOTIFICATIONS***

Students must update the Student Information System with any change of addresses, phone numbers or emergency contact information.

### ***TUITION AND FEES***

#### **Payment Methods**

**Check, Draft, or Money Order.** Make your payment by check, draft, or money order—by mail or in person—at the Bursar's Office, Stern School of Business, New York University, 44 West Fourth Street, Suite 6-110, New York, NY 10012-1126. Please make your check, draft, or money order payable to New York University. Postdated checks will not be accepted.

**Scholarship.** Students receiving an NYU scholarship must inform the Stern Bursar's Office of such scholarship. Any balance not satisfied by the scholarship shall remain the responsibility of the student and is due by the payment deadline.

**Tuition Remission.** Stern offers Teaching Fellow and Graduate Assistant positions to qualified M.B.A. students. A fellowship or assistantship provides partial tuition credit, which is applied directly to your tuition account, for the semester in which you are employed. Please note:

- If you have been hired as a teaching/graduate fellowship for a department, you must complete a contract AND RETURN TO: Teaching Assistance Center, KMC 7<sup>th</sup> Floor, Room 7-100. The Bursar Office cannot extend you credit unless your contract has been approved by the Teaching Assistance Center. Please indicate on line #5 of the Tuition & Fees Worksheet Form the amount you are receiving. Students must pay any portion of tuition and fees not covered by the fellowship or assistantship by the payment deadline.
- Information about teaching, research, and administrative positions are available at: <http://www.stern.nyu.edu/portal-partners/current-students/student-jobs>.
- Loan eligibility may be affected for those students receiving Teaching Fellowships and Graduate Assistantships. Please refer to M.B.A. Financial Aid for more information.

**Employer Tuition Plans.** Students sponsored by an "employer tuition plan" that is not remitting payment in full upon registration must submit a letter/voucher from the sponsoring employer authorizing NYU to process the named student's registration authorizing NYU to bill the sponsoring employer for such student's tuition and fees; and unequivocally and unconditionally promising payment in full upon receipt of a bill. Students should plan accordingly to make sure they give enough time for their sponsor to have the letter/voucher by the payment deadline. Those tuition reimbursement plans that have conditions attached, such as, but not limited to, successful

completion of courses or minimum grade requirements, will not be acceptable to the Stern Bursar's Office as payment equivalent. In such cases, students must make full payment upon registration and seek reimbursement from their employers.

***Deferred Tuition Plan (50/50).*** Degree candidates may participate in this plan only if they are

- Not in arrears (past due) for any NYU charge or loan,
- Without a previously unsatisfactory NYU credit record, and
- Matriculated and registering for six credits or more.

Under the Deferred Tuition Plan, an initial payment of 50 percent of tuition, plus a non-refundable application fee, are due in full upon registration. Under the Deferred Tuition Plan, financial aid awards, student loan credits, and any other type of credits given by NYU or an outside agency cannot be used as part of the initial payment. To calculate the initial payment, subtract the financial aid, student loan credits, and any other type of credits given by NYU or an outside agency from the TOTAL CHARGES and divide this NET BALANCE in half. THIS IS THE INITIAL 50 PERCENT PAYMENT.

The second payment of 50 percent of tuition is due in full by the date specified on the deferment form. A 12 percent interest fee per annum (1 percent per calendar month or any part thereof) will be charged on the unpaid balance. Failure to make payment on time will result in a penalty charge of \$100.

***Federal Unsubsidized Student Loans.*** Students with a certified Federal Unsubsidized Student loan will receive a loan credit pro rata, on a semester basis, from the Stern Graduate Financial Aid Office within two (2) weeks of certification. To be eligible, you must be at least half-time (a minimum of six credits per semester). This loan credit will enable students to register without the actual loan receipt of the proceeds (which occurs about ten days prior to the start of the semester). The total time lapse from the application for a student loan to disbursement of funds is approximately 4 to 8 weeks. Students should plan accordingly. Visit the Stern Graduate Financial Aid Web Page at <http://www.stern.nyu.edu/portal-partners/financial-aid/index.htm> for details.

***Federal Graduate PLUS Loans.*** You may only include the Federal Graduate PLUS Loan as part of your payment if you have been approved for the loan by the Department of Education. Do not include the Federal Graduate PLUS Loan sources unless you have received a credit approval notice via email from the Department of Education.

***Private Loans.*** Students who have an approved loan from a private lender or other financial resources must attach a copy of the commitment or approval letter to the Stern Bursar's Office Tuition and Fees Worksheet Payment Form. Proceeds from private loans shall be applied to the tuition pro rata on a semester basis. Students are reminded that a loan certification by the Stern Graduate Financial Aid Office is neither a guarantee nor an approval of a loan from the private lender. It is the student's responsibility to apply for and comply with the application and credit requirement of the private lenders.

All student loan funds are sent directly to the Bursar's Office in the form of either a two-party check made out to both the student and New York University or by electronic funds transfer (EFT). When we receive a check, we send notification to the student that it is awaiting endorsement. Once endorsed, it is applied to the student's account. When we receive an EFT, we automatically credit the student's account, if eligibility requirements are met. If a credit balance remains after all bills are paid, a refund is mailed directly to the student in a reasonable time.

Use of a loan credit to offset tuition payment does not relieve students of their underlying obligation to pay their tuition and fees. It is the student's responsibility to ensure that the loan checks are actually remitted to the Stern Bursar's Office, with all the necessary information to ensure proper crediting. It is

the student's responsibility to endorse the loan checks in a timely manner, and it is the student's responsibility to check on the status of their loans directly with their bank if they have not received any correspondence regarding their loans by four weeks from the time that the Stern Graduate Financial Aid Office certifies their eligibility.

***Veterans Status and Benefits.*** Various Department of Veterans Affairs (VA) programs provide educational benefits for veterans and in-service personnel, as well as for spouses and children of deceased or permanently disabled veterans. Veterans with service-connected disabilities may be qualified for educational benefits under Chapter 31. For detailed information on VA regulations, programs and benefits, particularly the Post 9/11 Program including the Yellow Ribbon enhancement, please consult the VA web site at <http://www.va.gov/>.

Upon being notified by the VA of their eligibility for benefits, students should present a copy of their Certificate of Eligibility or, for Chapter 31 beneficiaries, the Authorization for Education (VA Form 28-1905) to the veterans coordinator, Stern Graduate Division, Office of Records and Registration, 44 West Fourth Street, Suite 6-100, New York, NY 10012-1126 (fax: 212-995-4424).

All veterans are expected to reach the educational objective (master's degree, doctorate, or certificate) authorized by the VA with the minimum number of credits required. The VA may not authorize payments for credits that exceed scholastic requirements, that are audited, or that receive grades without a numerical value.

Since interpretation of regulations governing veterans' benefits is subject to change, veterans should keep in touch with the Department of Veterans Affairs website at <http://www.va.gov/>.

## **Penalties**

***Late Payment of Fees.*** All late tuition payments will result in a penalty charge of \$100 plus a 12 percent interest fee per annum (1 percent per calendar month or any part thereof) on the unpaid balance. The University reserves the right not to accept tuition or fee payments beyond the official due date for such payments.

***Returned Checks.*** Any student who submits a check or e-check to the bursar that is subsequently returned by the bank must replace that check with a certified check, money order, or cash payment (including all penalty fees accrued). All ensuing payments to NYU must be made by certified check, money order, or cash.

## **Arrears Policy**

The University reserves the right to deny registration and withhold all information regarding the record of any student who is in arrears in the payment of tuition, fees, loans, or other charges (including charges for housing, dining, and other activities and services) for as long as any arrears remain. If the University refers any unpaid accounts for collection, the student is held responsible for all associated charges including attorney's fees of up to one third of the balance, to the full extent permitted by law.

## **Fees and Graduation**

No candidate may be recommended for a degree until all outstanding bills have been paid, including fines and charges on overdue or lost library materials and housing fees. The University will not be responsible for the inclusion in the current official graduation list of any candidate who pays fees after the first day of January, May, or September for degrees in those months, respectively. Following payment, and on approval of the faculty, the candidate will be recommended for the degree as of the date of the next regular University Board of Trustees meeting at which the awarding of degrees is part of the order of business.

## FINAL ASSESSMENTS AND GRADES

### ASSESSMENTS

The final assessment in a course may take the form of an examination, project, paper, presentation, or other assignment. Students must pass the final assessment to receive credit for any course. Students unable to take or complete the final assessment because of serious illness should ask the instructor to give an “incomplete” grade and grant permission to complete the assessment at a later date.

If the instructor grants the request, a makeup examination must be taken by the end of the semester following the one in which the incomplete grade is issued and may not be used to raise a final grade.

### GRADES

<i>Grade</i>	<i>Honor Credits</i>	<i>Description Value</i>
A	4.0	Excellent
A-	3.7	
B+	3.3	
B	3.0	Good
B-	2.7	
C+	2.3	
C	2.0	Fair
C-	1.7	
D+	1.3	
D	1.0	Satisfying minimum requirements for credit
F	0	Failing

#### Standard Letter Grades and Grade Point Average

To determine grade point average, divide the total number of credits completed into the total number of honor credits granted. Honor credits for each course are computed by multiplying the credit value of the course by the value (i.e., honor credits) of the grade assigned. For example, a 3-credit course with a grade of “A” (4 honor credits) contributes 3 x 4, for a total of 12 honor credits. Thus, a student completing 20 credits with 50 honor credits would have a grade point average of 2.5. The grade point average includes grades in all courses taken toward a particular program, whether or not they fulfill any program requirements. Grades of “N,” “P,” “S,” or “W” are not computed into the grade point average.

A grade of “F” remains in the calculation, even if the student retakes the course and receives a passing grade. Courses offered in other divisions of NYU, taken at Stern with the approval of the program advising office, are included in the grade point average calculation, provided they earn the

minimum grade required by the degree program. Courses taken outside of NYU that have been approved for transfer credit purposes are not included in the grade point average.

#### Incomplete Grades

There are two “incomplete” grades indicating that the student has not completed required course work but may do so outside of class with permission and guidance of the original instructor. “Sitting in” during the following semester is not permitted. Incomplete grades lapse if the required work is not finished by the end of the semester following the one in which the “incomplete” is issued, i.e., by June 1 for courses taken in the fall and by January 1 for courses taken in the spring and summer terms. Graduating students who receive incomplete grades must complete all requirements and have a final grade submitted to the Office of Records and Registration by the first Friday of May if they are May candidates or by the third Monday of the month within which they apply to graduate if they are January or September candidates. For doctoral students, incomplete grades normally lapse if the required work is not completed within one year. The two “incomplete” grades are as follows:

IP—Incomplete Passing. Student was passing at the time the grade was submitted. This grade becomes an “N” (no credit) if the work is not made up and remains on the transcript even if the course is retaken and successfully completed.

IF—Incomplete Failing. Student was failing at the time the grade was submitted. This grade becomes an “F” if the work is not made up and remains on the transcript even if the course is retaken and successfully completed.

Only the instructor has the authority to grant incomplete grades. Students must specifically request incomplete grades from the instructor and fill out the Request for Incomplete Grade form before the last day of class. Forms are available in the Office of Records and Registration.

### **Other Grades**

The following grades have no numerical value and are not included in the grade point average:

**P – Pass.** Indicates the course was passed. “P” is used only for grades received while in the International Management Program, for Business Writing Workshops, and other specially designated courses offered exclusively on a Pass/No Credit basis.

**S – Satisfactory.** The grade “S” is used for dissertation seminars or to indicate that a final grade is pending for a yearlong course.

**R – Registered Auditor.** Indicates the course is not being taken for a standard letter grade. Auditor status cannot be revoked, and full tuition and fees apply. M.B.A. students must get approval from M.B.A. Academic Affairs, while students in other programs must get the approval of their program office. Non-Stern students are not allowed to audit Stern courses.

The next two administrative grades may be issued only through official procedures:

**W – Withdrawal.** Means the student voluntarily and officially withdrew from the course (after the deadline for dropping with a refund) and received no credit. Students may drop any course for which they are registered and automatically receive a “W” by processing a program change form at the Office of Records and Registration any time through the withdrawal deadline. (See <http://www.stern.nyu.edu/portal-partners/bursar>) Students who receive a “W” may retake the course for credit, provided they reregister and pay to take the course again.

**N – No Credit.** Used to indicate that an “IP” has lapsed or that credits taken in the International Management Program were not completed successfully.

### **Repeating Courses**

Grades of “F” (including those received from incomplete—“IF”—lapses) are included in the grade point average and remain on a student’s record even if the student has repeated the course and received a passing grade. Students may not repeat courses in which they have previously received passing grades.

## **RECORDS AND TRANSCRIPTS**

### **GRADE REPORTS**

At the end of each semester, subject to completion of the Course Faculty Evaluation (CFE) for each course and at the end of the associated CFE reporting period, grades will be posted on the Web. Students are expected to complete a CFE for each course they take. If the CFE for a course is not completed, the grade for that course will not be released until 30 days after the end of the associated CFE reporting period. Upon the posting and release of grades for courses taken during the semester, as outlined above, students can generate an official semester grade report online at <https://ais.stern.nyu.edu>.

### **TRANSCRIPTS**

Academic transcripts are issued free of charge on a student’s written request and authorization. (Note: Full-time M.B.A. and Langone grades will not be released for a minimum of one month for any course for which a Course Faculty Evaluation has not been completed.)

Applications for transcripts, certifications, and other statements should be addressed to the Stern School of Business, Office of Records and Registration with correct information on years of attendance and the name and address of the party to whom the material is to be mailed.

Under the general practice of colleges and universities, complete official transcripts and certifications are sent directly by the University, not the applicant. Partial transcripts of University records are generally not issued. Once a final examination period has begun, transcripts should not be forwarded for any currently enrolled student until all the student's final grades have been received and recorded.

Note: A maximum of 10 (ten) copies will be processed for each request for transcripts.

### ***FAMILY EDUCATIONAL RIGHTS AND PRIVACY ACT***

Annually, New York University informs students of their rights under the Family Educational Rights and Privacy Act (FERPA) and the regulations relating to FERPA promulgated by the Department of Education. Together, FERPA and the FERPA regulations provide that (a) each student has a right to inspect and review his or her education records; (b) each student may request that any such record be amended if he or she believes that it is inaccurate, misleading, or otherwise in violation of the student's rights of privacy; (c) the University will obtain the student's written consent prior to disclosing personally identifiable information about the student from his or her education records, unless such consent is not required by FERPA and the FERPA regulations; (d) each student has a right to file a complaint with the Family Policy Compliance Office of the Department of Education if he or she feels the University has failed to comply with the requirements of FERPA and the FERPA regulations; and (e) each student may obtain a copy of the New York University Guidelines for Compliance with the Family Educational Rights and Privacy Act (FERPA). These guidelines are available from the Office of Academic Program Review, 194 Mercer Street, Room 403F and online from the office Web site. Associate Provost Barnett W. Hamberger, director of that office, is responsible for administering FERPA at New York University. His telephone number is 212-998-2310, or visit the Web site at <http://www.nyu.edu/apr/ferpa.htm>.

### **Access to Records**

Requests for graduate program record reviews at the Stern School of Business should be directed, in writing, to Beth Rubin, Stern School of Business, New York University, 44 West Fourth Street, Suite 6-100, New York, NY 10012-1126. Students who wish to review their records must complete a record request form in the Office of Records and Registration. The request should specify the records that are to be inspected. Students will be notified when the records are available for inspection.

### **Amendment of Records**

If a student believes that any of the education records relating to her or him contain information that is inaccurate, misleading, or in violation of her or his rights of privacy, she or he may ask the University to correct or delete such information. The student may also ask that additional explanatory material be inserted in the record. Requests for amendment of a record or the addition of explanatory material should be submitted at the conclusion of the record review on form PL 93-3803, available from the appropriate record review officer. The reasons for the request should be set forth on the form and should clearly identify the part of the record the student wants changed and specify why it is inaccurate or misleading. There is no obligation on the part of the University to grant such a request. If the University declines to amend the records as requested by the student, it will so inform the student, and the student may request a hearing. The right to challenge the contents of an educational record may not be used to question substantive educational judgments that have been correctly recorded. For example, a hearing may not be requested to contest the assignment of a grade. Grades given in the course of study include written evaluations that reflect institutional judgment of the quality of a student's academic performance. Information concerning hearing procedures is outlined in the New York University



Guidelines for Compliance with the Family Educational Rights and Privacy Act (FERPA), available at <http://www.nyu.edu/apr/ferpa.htm>.

### **Disclosure of Personally Identifiable Information**

Among other exceptions authorized by FERPA, prior consent of the student is not needed for disclosure of directory information (see next section) or for disclosure to school officials with a legitimate educational interest in access to the student's educational record. School officials having a legitimate educational interest include any University employee acting within the scope of her or his University employment and any duly appointed agent or representative of the University acting within the scope of her or his appointment. In addition, the University may, in its sole discretion, forward education records to the officials of another institution (a) in which a student seeks or intends to enroll if that institution requests such records, or (b) if the student is enrolled in, or receiving services from, that institution while she or he is attending NYU.

### **Notice Designating Directory Information**

Pursuant to FERPA and FERPA regulations, New York University hereby designates the following categories of student information as "directory information." Such information may be disclosed for any purpose, at the discretion of the University, except as provided below.

Name, dates of attendance, NYU school or college, class, previous institution(s) attended, major field of study, full or part-time status, degree(s) conferred (including dates), honors and awards (including dean's list), past and present participation in officially recognized activities (including positions held and official statistics related to such participation and performance), e-mail address and NetID. **[Important: See notes (1) and (2) below.]**

(1) E-mail address and NetID are directory information for internal purposes only and will not be made available to the general public except in specified directories from which students may opt out.

(2) Under federal law, address information, telephone listings, and age are also considered directory information for military recruitment purposes. Address refers to "physical mailing address" but not e-mail address.

Currently enrolled students may refuse to permit disclosure of this information. To do so, a student should submit a written request to the Office of Records and Registration. A hold will be placed on the release of directory information filed with the Office of Records and Registration and will remain in effect until the student files a written request to remove it. A request not to disclose directory information applies to the entire category of such information. There cannot be selective exclusion of items. If a student does not specifically request, in writing, the withholding of directory information, as indicated above, the University assumes that he or she approves of the disclosure of such information. The University disclaims any and all liability for inadvertent disclosure of directory information designated to be withheld.

### **DISCIPLINE**

Students are expected to familiarize themselves and comply with the rules of conduct, academic regulations, and established practices of the University and of the Stern School. If, pursuant to such rules, regulations, or practices, the withdrawal of a student is required before the end of the term for which tuition has been paid, a refund will be made according to the standard schedule for refunds.

### **UNIVERSITY POLICY ON PATENTS**

Students offered research opportunities are reminded that inventions arising from participation in such research are governed by the University's Statement of Policy on Patents, available in the Faculty Handbook or from the Office of Professional Programs.

## GRADUATION

Graduate Convocation is the Stern School's own graduation ceremony, usually held the day before or after the University Commencement exercises. Graduate Convocation activities include speakers and presentation of candidates for graduation. Invitations for Graduate Convocation will be sent to those who have filed to graduate that May and those who graduated the preceding September and January.

Commencement is the University's graduation ceremony, usually held in May. The ceremony includes a major address, a student valedictory, the awarding of honorary degrees to distinguished individuals, and the conferring of degrees for all schools and colleges of New York University. One ceremony a year is held for graduates of the preceding September and January, along with May candidates.

### Application for Degree Candidacy

All degree and certificate candidates (except for Ph.D. students) must have a minimum grade point average of 2.5000 in order to graduate. Ph.D. candidates must have a minimum grade point average of 3.0000.

Candidates for graduation in January must file an application for degree candidacy in the Office of Records and Registration no later than October 1 of the preceding year. Candidates for May graduation must file no later than February 1 of the year they expect to graduate and candidates for September graduation must file no later than June 1.

Note: M.B.A. students should file for graduation during the semester in which they will have completed the required 60 credits of course work. Students are expected to graduate at the conclusion of the semester in which the 60-credit requirement is met.

### Payment of Fees and Course Completion Deadline

Students applying for graduation in September or January must have grades for all courses submitted to the Office of Records and Registration and all financial obligations satisfied by the third Monday of the month (i.e., September or January) for which they applied. Candidates for May graduation must have grades for all courses submitted to the Office of Records and Registration and all financial obligations satisfied by the first Friday of May.

### Prizes

***The Alex S. Auerbach Award.*** The family and friends of the late Alex S. Auerbach have established this annual memorial award. Given to a first-year M.B.A. student who has shown exemplary service to the Stern School and the NYU community.

***Beta Gamma Sigma Alumni in New York City Award.*** An award is presented annually to a graduating student from each of the metropolitan area collegiate schools of business. It recognizes outstanding character, scholastic achievement, participation in collegiate affairs, and potential in civic, business, or professional leadership.

***The Dean's Award.*** Presented annually to graduating M.B.A. students for their outstanding scholarship.

***W. Edwards Deming Award.*** Given annually by Delta Pi Sigma, New York University's statistics honor society, to a graduating M.B.A. student who has demonstrated excellence in statistics.

***The David M. Graifman Annual Award in Finance.*** Established by the Huhn family, the Graifman family, and several corporate and individual sources, the David M. Graifman Annual Award honors the memory of alumnus David M.

Graifman (M.B.A., '91), former vice president of Keefe, Bruyette, & Woods, Inc., who died in the tragic events of September 11, 2001. This award is presented each year for the best summer paper submitted by a student pursuing his or her Ph.D. in the Stern Department of Finance doctoral program. The Graifman scholar displays a deep understanding of finance and original insights into how financial markets function through a creative and rigorously researched thesis. This award helps make real the key objective of the Department of Finance's doctoral program: to prepare students for research positions in top academic institutions.

***The Shigekumi Kawamura (M.B.A. '58) Award.***

Established in memory of our distinguished alumnus, member of the Stern Board of Overseers, and NYU trustee, for outstanding academic achievement in the area of global business.

***The Herman E. Krooss Award.*** Given in memory of Professor Herman E. Krooss to the Ph.D. graduate who has completed the course of studies with distinction and has presented an outstanding doctoral dissertation.

***The Ernest Kurnow Award.*** Given to a graduating M.S. student in statistics who has demonstrated excellence in the field of statistics.

***The Kenneth G. Langone Award.*** Established by means of a generous gift by Kenneth G. Langone, this award is given annually to two students in the Langone Program, not yet graduating, to recognize exemplary service to the Stern School and NYU community while working full time.

***The Harold W. MacDowell Award.*** Established to honor the memory of the longtime director of the Stern School's doctoral program, a citation is awarded annually to the Ph.D. candidate who best exemplifies qualities of and dedication to scholarship.

***The Money Marketeers International Award.*** The Money Marketeers annually award a prize to an international student who has completed requirements for an advanced degree with the highest scholastic rating in banking and finance.

***The Money Marketeers Marcus Nadler Award.*** The Money Marketeers annually award the Marcus Nadler key and a prize to a graduate student who has completed requirements for an advanced degree

with the highest scholastic rating in banking and finance.

***The Money Marketeers Prize.*** The Money Marketeers annually award a prize to a graduate who has completed requirements for an advanced degree with excellence in the fields of banking and finance.

***The New York University Alumnae Club Award.***

The Alumnae Club of the University awards annually certificates of appreciation for high scholarship and general participation in extracurricular affairs to successful women candidates for an advanced degree.

***The Kenshin Oshima Prize.*** Presented annually to the student(s) with the highest academic achievement at the end of the first year of M.B.A. study.

***The Harold Price Entrepreneurship Award.***

Established by the Price Institute for Entrepreneurial Studies, for a student pursuing an entrepreneurial career who has attained outstanding achievement in studies and student leadership.

***The Impact Awards.*** These award are presented annually to graduating M.B.A. students for academic and extracurricular achievement in the areas of Entertainment, Media and Technology and Social Innovation and Impact.

***The Excellence in Accounting Award.*** Presented annually to a graduating M.B.A. student for academic achievement in accounting.

***The Excellence in Economics Award.*** Presented annually to a graduating M.B.A. student for academic achievement in economics.

***The Excellence in Management Award.*** Presented annually to a graduating M.B.A. student for academic achievement in management.

***The Excellence in Marketing Award.*** Presented annually to a graduating M.B.A. student for academic achievement in marketing

***Stern Service Awards.*** The dean of the Stern School recognizes with awards graduating students who have performed meritorious service to the School, the University, and the community.

***The Leonard N. Stern School of Business Alumni Association Award.*** This award is given to the

student of the graduating class who ranks highest in achievement and scholastic attainment.

**The Joseph H. Taggart Award.** The alumni of the Stern School have established the Joseph H. Taggart Award to be conferred annually on a graduating student whose contributions and service to the School and University have been significant.

**The Jay S. Wyner Prize.** Established in memory of our distinguished alumnus Jay S. Wyner, M.B.A. '60, for a graduating student with an undergraduate degree in engineering who has demonstrated academic excellence.

**Lawrence G. Goldberg Prize.** Presented every other year to the doctoral student who has written the best dissertation in the area of financial intermediation in the past two years.

**The Dale E. Zand Best Paper Award in Management.** Presented to a management faculty member authoring or co-authoring an outstanding paper.

**The Dale E. Zand Doctoral Student Award for Scholarly Excellence in Management.** Presented to a deserving advanced doctoral student.

## SCHOOL AND UNIVERSITY FACILITIES AND SERVICES

### STERN

Information Technology (Stern)	212-998-0180	<a href="http://www.stern.nyu.edu/it">www.stern.nyu.edu/it</a>
M.B.A. Office of Student Engagement	212-998-0930	<a href="http://www.stern.nyu.edu/StudentActivities/">www.stern.nyu.edu/StudentActivities/</a>
Office of Career Development	212-998-0623	<a href="http://www.stern.nyu.edu/ocd">www.stern.nyu.edu/ocd</a>
On-Campus Housing	212-998-0930	<a href="http://www.stern.nyu.edu/mbahousing">www.stern.nyu.edu/mbahousing</a>

### NEW YORK UNIVERSITY

Elmer Holmes Bobst Library	212-998-2500	<a href="http://library.nyu.edu">http://library.nyu.edu</a>
Campus Safety	212-998-2222	<a href="http://www.nyu.edu/public.safety">www.nyu.edu/public.safety</a>
Off-Campus Housing	212-998-4620	<a href="http://www.nyu.edu/housing/offcampus">www.nyu.edu/housing/offcampus</a>
Campus Dining Services	212-995-3030	<a href="http://www.nyudining.com">www.nyudining.com</a>
Student Health Center	212-443-1000	<a href="http://www.nyu.edu/life/safety-health-wellness/student-health-center.html">http://www.nyu.edu/life/safety-health-wellness/student-health-center.html</a>
Student Health Insurance Services Office	212-443-1020	<a href="http://www.nyu.edu/shc/about/insurance.html">www.nyu.edu/shc/about/insurance.html</a>
University Counseling Services	212-998-4780	<a href="http://www.nyu.edu/counseling">www.nyu.edu/counseling</a>
NYU Bookstores & Computer Store	212-998-4667	<a href="http://www.bookstores.nyu.edu">www.bookstores.nyu.edu</a>
Coles Sports and Recreation Center	212-998-2020	<a href="http://www.nyu.edu/athletics/facilities">www.nyu.edu/athletics/facilities</a>
The Palladium Athletic Facility	212-992-8500	<a href="http://www.nyu.edu/palladiumathleticfacility">www.nyu.edu/palladiumathleticfacility</a>

## FACULTY

### Full-Time Faculty

**Acharya, Viral**, CV Starr Professor of Finance; B.Tech. 1995, Indian Institute of Technology; Ph.D. 2001, New York University-

**Allen, William**, Clinical Jack H. Nusbaum Professor of Law and Business; Adjunct Professor of Law; B.S. 1969, New York University; J.D. 1972, University of Texas; LLD(Hon.) 1972, Dickinson College

**Alter, Adam**, Associate Professor of Marketing; BSc 2004, University of South Wales; MA 2006, Ph.D. 2009, Princeton University

**Amihud, Yakov**, Ira Rennert Professor of Entrepreneurial Finance; B.A. 1969, Hebrew University; M.S. 1973, Ph.D. 1975, New York University

**Asadpour Rahimabadi, Arash**, Assistant Professor of Information, Operations & Management

Sciences, BSc 2005, Sharif University of Technology; Ph.D. 2011, Stanford University

**Armony-Kurtzman, Mor**, - Professor of Operations Management; George & Edythe Heyman Faculty Fellow B.S. 1993, M.S. 1996, Hebrew University; M.S. 1997, Ph.D. 1999, Stanford University

**Assael, Henry**, Professor of Marketing; B.A. 1957, Harvard University; M.B.A. 1959, University of Pennsylvania; Ph.D. 1965, Columbia University

**Bakos, Yannis**, Associate Professor of Information Systems; B.S. 1980, M.S. 1984, Ph.D. 1988, MIT

**Baldenius, Tim**, Vincent C. Ross Professor of Accounting; - Diploma 1994, Hamburg University; Ph.D. 1998, University of Vienna

**Barasch, Alixandra**, Assistant Professor of Marketing; BS 2008, Duke University; Ph.D 2016, Wharton

**Bartov, Eli**, Professor of Accounting, KPMG Faculty Fellow; B.A. 1977, Tel-Aviv University; Ph.D. 1989, University of California (Berkeley)

**Bechky, Beth**, Jacob B. Melnick Term Professor, BS 1991, Cornell University; Ph.D. 1999, Stanford University

**Bildersee, John**, Professor of Accounting; B.A. 1966, Princeton University; M.B.A., 1971, Ph.D. 1971, University of Chicago

**Billings, Mary**, Associate Professor of Accounting; B.S. 1998, M.B.A. 2006, Ph.D. 2007, Indiana University

**Blader, Steven**, Professor of Management, Edward J. Giblin Faculty Fellow; B.A. 1994, University of Pennsylvania; M.A. 1999, Ph.D. 2002, New York University

**Bonezzi, Andrea**, Assistant Professor of Marketing, BS 2002, Università degli Studi di Parma, MS 2006, Ph.D. 2012 Northwestern University

**Bowmaker, Simon**, Clinical Associate Professor of Economics; MA 1996, University of Aberdeen (UK); M.Phil. 1997, University of Cambridge (UK); Ph.D. 2009, University of St. Andrews (UK)

**Boyle, Mary**, Clinical Associate Professor of Management & Organizations; Deputy Chair, Management & Organizations, BA 1983, Catholic University of America; M.B.A. 1989, Ph.D. 2004, New York University

**Brandenburger, Adam**, J.P. Valles Professor of Business Economics and Strategy; Affiliated Professor of SOE, B.A. 1981, M.Phil. 1982, Ph.D. 1986, University of Cambridge (UK)

**Brenner, Karen**, Clinical Professor of Business Ethics; Director of Law & Business Initiatives, B.S. 1976, University of Pennsylvania; M.A. 2007, New York University

**Brenner, Menachem**, Professor of Finance, Research Professor; Academic Director of Master of Science in Global Finance, B.A. 1969, Hebrew University; M.A. 1971, Ph.D. 1974, Cornell University

**Buchanan, Bruce**, C. W. Nichols Professor of Business Ethics; Director, Business and Society Program Area; Academic Director, Westchester Program, B.S. 1977, MIT; Ph.D. 1983, Columbia University

**Cabral, Luis**, Paganelli-Bull Professor of Business; Chair, Economics Department B.A. 1983, Catholic University of Portugal; M.S. 1985, New University of Lisbon; Ph.D. 1989, Stanford University

**Calderon, Jeanne**, Clinical Associate Professor of Business Law; B.A. 1975, Cornell University; J.D. 1978, Georgetown University

**Carpenter, Jennifer**, Associate Professor of Finance; Associate Director of the Center of Global Economy and Business, B.S. 1987, M.A. 1993, M.A. 1994, Ph.D. 1995, University of Pennsylvania

**Carr, Jeffrey**, Clinical Professor of Marketing - BA 1979, Wright State University, M.B.A. 1986, Tulane University

**Cattani, Gino**, Associate Professor of Management; B.A. 1991, University of Pisa; Ph.D. 2004, University of Pennsylvania

**Chen, Xi**, Assistant Professor of Information, Operations & Management Sciences, BSc 2007, Xi'an Jiatong University (China); MS 2009, Ph.D. 2014, Carnegie Mellon University

**Chernoff, Henry**, Clinical Professor of Information, Operations and Management Sciences; Academic Director of Master of Science in Business Analytics For Global Degrees, B.S. 1968, M.S. 1975, Ph.D. 1985, New York University

**Chugh, Dolly**, Associate Professor of Management; Paduano Faculty Fellow; B.A. 1990, Cornell University; M.B.A. 1994, Harvard Business School; M.A. 2003, Ph.D. 2006, Harvard University

**Clementi, Gian Luca**, Associate Professor of Economics; B.A. 93, Università di Bologna; M.A. 98, Ph.D. 2000, University of Rochester

**Cohen, Maxime**, Assistant Professor of Information, Operations & Management Sciences, BSc 2006, MS 2009, Technion Israel Institute of Technology; PhD 2015, MIT

**Conlon, Christopher**, Assistant Professor of Economics, AB 2004, Harvard College; AM 2004 Harvard University; MA 2005, MPhil 2008, PhD 2010, Yale University

**Corfman, Kim**, Professor of Marketing, Deputy Chair, Marketing Department; B.A. 1977, Princeton University; M.B.A. 1982, Ph.D. 1985, Columbia University

**Craig, C. Samuel**, Catherine & Peter Kellner Professorship in Entrepreneurship and Arts and Media Management; Director, Entertainment, Media, and Technology Program; B.A. 1965, Westminster College; M.S. 1967, University of Rhode Island; Ph.D. 1971, Ohio State University

**Cuny-Keane, Christine**, Assistant Professor of Accounting, BS, MS 2003, Wake Forest University; M.B.A. 2012, Ph.D. 2013, University of Chicago

**Damodaran, Aswath**, Kerschner Family Professor of Finance Education; B.Com. 1977, University of Madras; M.S. 1979, Indian Institute of Management; M.B.A. 1981, Ph.D. 1985, University of California (UCLA)

**Davila, Eduardo**, Assistant Professor of Finance, BA 2006, Universidad de las Palmas de Gran Canaria; BA 2008 Universitat Pompeu Fabra; Ph.D. 2014, Harvard University

**Deo, Rohit**, Professor of Statistics and Operations Research; Vice Dean, Undergraduate Academic Affairs and Strategic Planning, Undergraduate College; David Margolis Teaching Excellence Faculty Fellow; B.S. 1988, Fergusson College (India); M.S. 1990, University of Poona (India); Ph.D. 1995, Iowa State University

**Dhar, Vasant**, Professor of Information Systems; -; B.S. 1978, Indian Institute of Technology; M. Phil. 1982, Ph.D. 1984, University of Pittsburgh

**Diamant, Naomi**, Clinical Assistant Professor of Management Communication; Assistant Dean of Global & Executive Education, BA Hons 1982, University of Cape Town, MA 1986, Hebrew University, M.Phil. 1989, Ph.D. 1992, Columbia University,

**Dickstein, Michael**, Assistant Professor of Economics, BS 2005, Cornell University; AM 2008, PhD 2011, Harvard University

**Dontoh, Alex**, Professor of Accounting, Deputy Chair, Accounting; Academic Director of MS in Accounting Program B.S. 1973, Ghana; M.B.A. 1976, University of California (Berkeley); Ph.D. 1984, New York University

**Dorobantu, Sinziana**, Assistant Professor of Management & Organizations, B.A. 2001, American University in Bulgaria, M.A. 2005, Ph.D. 2010, Duke University

**Dou, Yiwei**, Assistant Professor of Accounting, Taxation and Business Law, B.A. 2005, Peking University, M.A. 2006, York University, Ph.D. 2007, University of Toronto

**Drechsler, Itamar**, Associate Professor of Finance; B.S. 2002, M.A. 2003, M.A. 2007, Ph.D. 2009, University of Pennsylvania

**Dzyabura, Daria**, Assistant Professor of Marketing, B.S. 2007, Ph.D. 2012, Massachusetts Institute of Technology

**Economides, Nicholas**, Professor of Economics; B.S. 1976, London School of Economics; M.A. 1979, Ph.D. 1981, University of California (Berkeley)

**Eggers, Jamie**, Associate Professor of Management and Organizations; B.A. 1993, Amherst College; M.B.A. 1999, Emory University, Ph.D. 2008, University of Pennsylvania

**Engle, Robert**, Michael Armellino Professor in the Management of Financial Services; B.S. 1964, Williams College; M.S. 1966, Ph.D. 1969, Cornell University

**Erdem, Tulin**, Leonard N. Stern Professor of Business; B.A. (Honors) 1986, Boğaziçi University;

M.A. 1987, ABD 1989, Ph.D. 1993, University of Alberta

**Fang, Christina**, Associate Professor of Management; B.A., 1997, Nanyang Technological University, (Singapore); M.A. 2001, Ph.D. 2003, University of Pennsylvania

**Figlewski, Stephen**, Professor of Finance; B.A. 1969, Princeton University; Ph.D. 1976, MIT

**Foudy, Joseph**, Clinical Associate Professor of Economics & Management; B.A. 1996, American University; Ph.D. 2004, Cornell University

**Frydman, Halina**, Professor of Statistics and Operations Research; B.Sc. 1972, Cooper Union; M.A. 1974, M.Phil. 1976, Ph.D. 1978, Columbia University

**Gabaix, Xavier**, Martin J. Gruber Professor in Asset Management; M.A. 1995, Ecole Normale Supérieure (France); Ph.D. 1999, Harvard University

**Gartenberg, Claudine**, Assistant Professor of Management & Organizations, B.A. 1996, M.B.A. 2006, Ph.D. 2011 Harvard University

**Ghemawat, Pankaj**, Global Professor of Management & Strategy; Director, of Center For Globalization of Education & Management, AB 1979, Harvard College; PhD 1982, Harvard University

**Ghose, Anindya**, Professor of Information, Operations and Management Sciences; NEC Faculty Fellow; Capstone Director, MSBA, B. Tech. 1996, Regional Engineering College (India); M.B.A. 1998, Indian Institute of Management; M.S. 2002, Ph.D. 2004, Carnegie Mellon University

**Ginsberg, Ari**, Professor of Management; B.H.L. 1974, Israel; M.A. 1977, Columbia University; M.B.A. 1982, Ph.D. 1985, University of Pittsburgh

**Gode, Dhananjay**, Clinical Associate Professor of Accounting, Taxation and Business Law; B.S. 1986, Banaras Hindu University (India); M.B.A. 1988, Indian Institute of Management ; M.S. 1990, M.S. 1992, Ph.D. 1994, Carnegie Mellon University

**Greenberg, Jason**, Assistant Professor of Management & Organizations, B.A. 1996, Binghamton University; M.A. 2000, University of

Florida; M.P.P. 2002, University of Chicago; Ph.D. 2009, MIT

**Greene, William**, Professor of Economics; Robert Stansky Teaching Excellence Faculty Fellow, B.S. 1972, Ohio State University; M.A. 1974, Ph.D. 1976, University of Wisconsin

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