

Management and Information Technology

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Mission of the Management and Information Technology Department

The Management and Information Technology Department offers two majors – Management and Information Technology and a graduate certificate program in Project Management. The Department's mission is to have its graduates successfully enter the business and IT world and to be prepared to advance in their chosen careers. The Department recognizes that the two disciplines are linked and therefore provides opportunities for each major to discover the synergies that can be derived from each major's curriculum.

Mission of the Management Major

To compete in the global economy, Management majors must understand basic management concepts and be able to think critically, write clearly, speak effectively and analyze logically. As a result, the Management and Information Technology Department's mission is to prepare students to participate in the global economy by complementing the core foundation in the liberal arts achieved by all St. Francis College graduates with a solid foundation in the core elements of management – accounting, finance, marketing, human resources, project

management, information systems, operations research management and risk management – and then allowing them to specialize in a discipline of their choice.

Areas of Study

The College offers a Bachelor of Science (B.S.) degree in Management, an Associate of Applied Science (A.A.S.) in Business Administration, and a minor in Business. Management majors are encouraged to select a concentration in one of the following areas: E-Commerce, Finance, General Business, International Business, or Marketing. Minors in Information Technology, Interactive Multimedia, Project Management, Entrepreneurship or Sports Management are also available.

Goals and Objectives

Goals

- Provide students with a strong foundation in the core areas of business – marketing, finance, human resources, operations research management, information technology and project management - that will prepare them for a career in an ever-changing

global business environment and/or the pursuit of a graduate education.

- Develop students' managerial, relationship management and leadership skills through collaborative work.
- Provide students with an appreciation of the importance information technology has on an organization and how business applies and adapts to new technologies.
- Prepare students to be responsible professionals who are aware of the ethical, legal and societal issues in which business operates.

Objectives

Students majoring in management:

- Will be able to *analyze* business situations and *demonstrate* a working knowledge of business planning processes, concepts, methods, and strategies.
- Will know how to *apply* basic business concepts in finance, human resources management, IT, marketing, operations and project management to solve business problems.
- Will understand the basic concepts of finance and be able to *apply* them to financial planning situations.
- Will be able to *articulate* how to manage human resources in a global and diverse business world.
- Will be able to *identify, illustrate* and *apply* core marketing terms, concepts and processes and *explain* how marketing creates value for customers and companies.
- Will be able to *analyze, evaluate* and *classify* information from a variety of sources to determine its relevance to understanding significant opportunities and challenges.
- Will be able to *collect, organize, and draw* inferences from various types of data and *interpret* results to support effective managerial decision making.
- Will be able to *demonstrate* the use of IT as an aide for decision-making in modern organizations.
- Will be able to *explain* how the financial, IT, human resources, marketing, operations and project management functions in a company are integrated.
- Will be able to *formulate* alternatives and *select* a solution when making a business decision.
- Will be able to *prepare* a strategic plan.
- Will be able to *integrate* ethical thinking into all aspects of business decision making.
- Will be able to *work* effectively in groups and *demonstrate* leadership skills.
- Will be able to *present* their ideas, decisions and/or conclusions on business issues in a clear manner.

Mission of the Information Technology Major

Students in the Information Technology major are prepared for careers in the rapidly changing field of information technology. The Department's primary mission is to provide and offer its majors state-of-the-art information technology courses, but it

also extends this mission to students in other disciplines, particularly management, accounting, biology, health care management, education and nursing.

Areas of Study

The department offers a B.S. degree in Information Technology. The department also offers a full spectrum of courses for all qualified students from the basic computer tools through web design and database management in support of the respective majors in the College. Most organizations use information technology to achieve competitive advantages in the market place. Students may study decision support systems, telecommunications, systems design, educational technology, medical informatics, and related topics to show how information technology is used to identify and resolve issues related to an organization's IT needs.

Goals and Objectives

Goals

- Provide students with the foundational theoretical knowledge, and integrated IT and business skills necessary for a successful career and graduate-level work in an ever-changing, global environment
- Provide students with the knowledge, skills, and understanding of design, analysis, and implementation aspects of computer systems, and computer communications and networking
- Prepare students to design, implement, and evaluate a computer-based system, process, component, or program to meet user requirements
- Prepare students to evaluate current and emerging technologies and understand the impact that information technology has on organizations
- Provide students with opportunities to work in teams in order to develop managerial and leadership skills
- Prepare students to be responsible IT professionals who are aware of ethical, legal and societal issues

Objectives

- Upon completion of the IT program, students will be able to:
- Discuss the significance and impact of information technology in personal, organizational, and societal contexts
- Demonstrate the foundational knowledge and skills which will enable students to enter and advance in the IT profession and graduate-level work
- Demonstrate an understanding of, and critically evaluate the appropriate use of, the methodologies and techniques associated with traditional System Development Life Cycle (SDLC), the Agile Development Life Cycle (ADLC), Rapid Application Development (RAD), and Joint Application Development (JAD)
- Analyze how companies strategically use and integrate technology into their business to gain competitive advantage
- Work effectively in teams

- Apply analytical and problem solving methodologies to quantitative and qualitative problems
- Demonstrate the elements of programming, logical and physical design principles, and data modeling techniques
- Examine professional ethics in light of legal, organizational and societal responsibilities
- Communicate effectively with a range of audiences

Program Requirements

The Information Technology major prepares future managers and analysts to use information technology to help people and organizations perform more efficiently and effectively. As information technology spreads throughout an organization's structure, information managers interact with all the components of an organization. The IT major prepares students with the skills needed to analyze a range of organizational problems and provides them with knowledge of applications of computer and information technology. In consultation with their advisors, students are encouraged to use their elective courses to select an application track in a discipline that relies heavily on information technology. These tracks include business and management, biology, health care management, education, and nursing. IT major are encouraged to select a concentration in one of the following areas: E-Commerce, Finance and Risk Management, General Business, International Business or Marketing. Minors in Business, Interactive Multimedia or Sports Management or Project Management or Entrepreneurship are also available.

Graduate Certificate in Project Management

This 12-credit advanced program will enable students at all career levels the opportunity to enhance their existing skills and broaden their range of knowledge in a professional career that spans many industries. Students will develop an appreciation for the theory of project management will applying it to case studies and their current work situation. The Certificate in Project Management program is a facilitated approach to learning and applying the fundamentals as well as the soft skills such as communication and motivation that are critical to the success of the project and the project manager. Students who complete the program will be able to:

- *manage projects using the professional standards as guidelines,*
- *plan for and manage project risk,*
- *develop and deploy the project's budget and financial responsibilities,*
- *and understand the dynamics of team relationship and their impact on project access.*



Program Requirements

Major in Management

The Management and Information Technology Department provides an academic environment in which students study current techniques for the management and operation of small, medium and large business organizations, international companies, government agencies, and non-profit institutions. Emphasis is placed on the acquisition of skills as well as the integration of marketing, domestic and international business, finance, and human resource management disciplines.

Students develop the ability to interpret data and supply quantitative, statistical, and logical solutions to business problems. Students are encouraged to find internship opportunities that complement their classroom studies. Seniors are required to pass a comprehensive examination that measures their general business knowledge, quantitative analysis skills, and writing and reasoning abilities. The department partners with the Career Development Center to help students identify and secure career opportunities.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
General Education Program (see page 15).....	48		
First Year College			
➔ QR - Take MAT 1105 College Algebra		MAT 1101	
➔ FH - Take HS 1001 Health Issues			
➔ ITML - Take IT 1001 Computer Tools			
Bodies of Knowledge.....			
➔ SEH - Take ECO 1201 Principles of Macroeconomics		MAT 1101 or placement exam (pre- or co-requisite)	
➔ SEH - Take ECO 2202 Principles of Microeconomics		ECO 1201	
ACC 1101 Elementary Accounting I.....	4	MAT 1101 or placement exam	BUS 1001
ACC 1102 Elementary Accounting II.....	4	ACC 1101	
BL 2101 Business Law I.....	3	BUS 1001	
BL 2102 Business Law II	3	BL 2101	
BUS 1001 Organization and Management.....	3		
		{	
		FIN 3301/ECO 3331	
		HR 2201	
BUS 4998 Business Policies.....	3	MKT 2201	
		ORM 3301 or MAT 2301	
		Senior standing	
ECO 2306 Money and Banking.....	3	ECO 1201; pre- or co-requisite: ECO 2202	
Select TWO CJ (lower level), ECO, HIS, PSC, PSY, or SOC courses ¹	6		
		{	
FIN 3301 Principles of Finance.....	3	ACC 1001 or ACC 1101	
		ECO 2202 or ECO 2306	
		MAT 1105 or placement exam	
Any FIN course except FIN 3301/ECO 3331	3		
HR 2204 Human Resources Management.....	3	BUS 1001	
IT-1103 Computer-Based Information Systems.....	3	IT-1001	
IT-3301 Project Management.....	3	IT-1001	
MAT 1109 Mathematics for Managerial Science	3	MAT 1105 or Higher	
MKT 2201 Marketing	3	BUS 1001	
Any MKT (except MKT 2201) or ENT course.....	3		
ORM 3301 Empirical Methods for Business Research	3	MAT 1105	
Any TWO BUS, ENT or ORM 2000 level or higher course.....	6		
PSC 2404 Government and Business: 1865–Present.....	3	24 college credits	
Liberal Arts ² (for specific academic subjects, see page 15).....	6		
General electives ³	9		
Total credits required	128		

The passing of a senior-year comprehensive examination satisfies the College's Comprehensive Examination/Thesis requirement.

¹ Except ECO 3331/FIN 3301.

² Students pursuing a Bachelor of Science degree must complete 1/2 of their degree credits (i.e. minimum 60 credits) from courses in the Liberal Arts category.

For specific academic subjects, see page 15.

³The Department strongly recommends courses in BUS, ENT, IT, HR, MKT, ORM, PM or SPM.



Program Requirements

Major in Information Technology

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
General Education Program (see page 15).....	48		
First Year College			
➔ QR - Take MAT 1105 College Algebra		MAT 1101	
➔ FH - Take HS 1001 Health Issues			
➔ ITML - Take IT 1001 Computer Tools			
Bodies of Knowledge.....			
➔ SEH- Take ECO 1201 Principles of Macroeconomics		MAT 1101 or placement exam (pre- or co-requisite)	
BUS-1001 Organization and Management	3		
ENT 1001 Introduction to Entrepreneurship.....	3		
IT 1103 Computer-Based Information Systems.....	3	IT 1001 (may be taken as pre- or co-requisite)	
IT 1104 Programming I.....	3	IT 1001 and MAT-1104	
IT 2201 Telecommunications and Networking	3	IT 1103	
IT 2410 Web Design.....	3	IT 1001	
IT 2510 Database Management Systems.....	3	IT 1001	
IT 3101 Information Technology Law and Ethics.....	3	IT 1103	
IT 3301 Project Management.....	3	IT 1001	
IT 3310 Systems Analysis and Design	3	IT 2510	
IT 3410 E-Commerce Integration.....	3	IT 2410	
IT 4998 Capstone Project ¹	3	Senior standing	
Select SEVEN IT courses.....	21		
MAT 1109 Mathematics for Managerial Science I.....	3	MAT 1105 or placement exam	
Liberal Arts ² (for specific academic subjects, see page 15).....	18		
General electives ³	3		
Total credits required	129		

¹The successful completion of IT 4998 satisfies the College's Comprehensive Examination/Thesis requirement.

²Students pursuing a Bachelor of Science degree must complete 1/2 of their degree credits (i.e. minimum 60 credits) from courses in the Liberal Arts category. For specific academic subjects, see page 15.

³The Department strongly recommends courses in BUS, ENT, IT, HR, MKT, ORM, PM or SPM.

Concentrations

A student should choose from the following concentrations to supplement the major: E-Commerce; Finance; General Business; International Business; or Marketing. Individual courses that comprise the various concentrations are detailed below

*Students are advised that degree requirements include the minimum completion of 128 credits. Students who pursue one or more of the following concentrations may be required to take additional general elective courses if their credits total fewer than 128. **At least two of the courses in the concentration must be taken as elective requirements outside of the major requirements.***

E-Commerce

The advent of the World Wide Web has revolutionized the process of domestic and international commerce in business-to-business and business-to-consumer relationships. The E-

Commerce concentration is a multidisciplinary program that integrates courses from Information Technology and Marketing to introduce students to this new way of doing business and help them master skills that are used in its conduct.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
Select FOUR of the following courses	12		
BUS/PHI 3342 Business Ethics		Any 2000-level PHI course	
IT 1001 Computer Tools			
IT 1103 Computer-Based Information Systems		IT 1001	
IT 2410 Web Design.....		IT 1001	
IT 2510 Database Management Systems.....		IT 1103	
IT 3101 Information Technology Law and Ethics.....		IT 1103	
IT 3410 E-Commerce Integration.....		IT 2410	
MKT 3340 Direct Marketing.....		MKT 2201	
MKT 3440 Internet Marketing.....		MKT 2201	
ORM 3310 Production and Operations Management.....		ORM 3301	
Total credits required	12		

Finance and Risk Management

The Finance concentration introduces students to several areas within the finance field. After successfully completing FIN 3301 Principles of Finance, students can select from several courses

that provide exposure to various professions such as investment analysis, managerial finance, personal finance, and international finance.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
Select FOUR of the following courses	12		
BUS/PHI 3342 Business Ethics		Any 2000-level PHI course	
FIN 3302 Managerial Finance ¹		FIN 3301/ECO 3331	
FIN 3312 Investment Analysis ¹		FIN 3301/ECO 3331; MAT 1109	
FIN 3334/ECO 3334 Government Finance ¹		FIN 3301/ECO 3331	
FIN 3316 Personal Finance		FIN 3301/ECO 3331	
FIN 3317 Real Estate Finance.....		FIN 3301/ECO 3331	
FIN 3340 Insurance and Risk Management		BUS 1001	
FIN 3420 International Finance		FIN 3301/ECO 3331	
FIN 3422 Financial Institutions Management.....		FIN 3301/ECO 3331	
FIN 4412 Portfolio Management ¹		{ FIN 3301/ECO 3331 MAT 1109	
Total credits required	12		

¹May be taken as a Liberal Arts/Economics elective if registered with the corresponding ECO course.

General Business

The General Business concentration is particularly suited to students interested in acquiring knowledge and skills on a broader array of management disciplines.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
Select FOUR of the following courses	12		
BUS 1204 Business and Society			
BUS 2001 Global Business		BUS 1001	
BUS 2003 Changes in Corporate Culture.....		AMS-1001	
BUS 2205 Management of a Small Business.....		BUS 1001	
BUS 2260 Business Writing		WRI 1100	
BUS 4000 Business Research.....		Junior or senior standing, Department chairperson approval	
BUS 4001-4099 Special Topics in Business			
BUS 4990 Internship.....		Department chairperson approval	
BUS 4995 Independent Study		Department chairperson approval	
Any ENT course			
Total credits required	12		



Human Resources Management

Human Resources Management introduces students to the full spectrum of personnel management, including employee relations,

organizational structure, compensation and benefit plan, appraisals, and labor relations.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
Select FOUR of the following courses	12		
BUS 2001 Global Business		BUS 1001	
BUS 2003 Changes in Corporate Culture.....		AMS-1001	
BUS 2260 Business Writing.....		WRI 1100	
BUS 4001-4099 Special Topics in Business			
BUS 4990 Internship.....		Department chairperson approval	
BUS 4995 Independent Study		Department chairperson approval	
HR 2204 Human Resources Management		BUS1001	
HR 3310 Organizational Behavior		HR2204	
HR 3409 Industrial Relations and Collective Bargaining		HR2204	
HR 3410 Compensation		HR2204	
Total credits required.....	12		

International Business

The International Business concentration is a highly interdisciplinary program that takes elements from economics, finance, human resources, information technology, marketing and international cultural studies. The program prepares

students for international careers in business firms, financial institutions, or government agencies that require flexible thinking, strong analytical skills, and refined communication skills.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
Select FOUR of the following courses	12		
BUS 2001 Global Business		BUS 1001	
BUS/PHI 3342 Business Ethics		Any 2000-level PHI course	
ECO 3305/ICS 3305 European Economies.....		ECO 1201	
ECO 4403 International Economics, Trade, and Finance.....		{ ECO 2306 Junior standing	
Any ENT course.....			
FIN 3420 International Finance		ECO 3331/FIN 3301 and MAT 1109	
ICS 1240 Peoples/Cultures of the Contemporary World I.....			
ICS 1241 Peoples/Cultures of the Contemporary World II.....			
IT 3410 E-Commerce Integration.....		IT 2410 or MKT 3340	
MKT 3330 International Marketing.....		MKT 2201	
MKT 3370 Travel and Tourism Marketing.....		MKT 2201	
Total credits required.....	12		

Marketing

The study of Marketing provides the qualitative and quantitative skills to be successful in careers throughout the business spectrum. Marketing integrates advertising, sales promotion, pricing, distribution and product strategies, public relations, merchandising, international marketing, direct marketing, and Internet marketing/e-commerce.

Students are encouraged to explore the profession by participating in opportunities such as marketing internships, advanced marketing projects, and student membership in marketing organizations.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
Select FOUR of the following courses	12		
BUS/PHI 3342 Business Ethics		Any 2000-level PHI course	
Any ENT course.....			
MKT 2203 Introduction to Travel and Tourism		MKT 2201	
MKT 3304 Marketing Management.....		MKT 2201	
MKT 3307 Advertising and Sales Promotion.....		MKT 2201	
MKT 3309 The Sales Function		MKT 2201	
MKT 3315 Public Relations.....		MKT 2201	
MKT 3316 Merchandising		MKT 2201	
MKT 3330 International Marketing.....		MKT 2201	
MKT 3340 Direct Marketing.....		MKT 2201	
MKT 3370 Travel and Tourism Marketing.....		MKT 2201	
MKT 3440 Internet Marketing.....		MKT 2201	
Total credits required.....	12		



Operations Research and Management

The Operations Management concentration applies mathematical and analytical concepts to solve business problems and acquire skills in such areas as forecasting, probability, quality control, production scheduling,

transportation and logistics, project management, and inventory control.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
Select FOUR of the following courses	12		
BUS 4001-4099 Special Topics in Business			
BUS 4990 Internship.....		Department chairperson approval	
BUS 4995 Independent Study		Department chairperson approval	
Any ENT course.....			
IT 3301 Project Management		IT 1001	
IT 1103 Computer-Based Information Systems		IT 1001	
MAT 1109 Mathematics for Managerial Science I		MAT 1105	
Any MKT 3000 level course		MKT 2201	
ORM 3308 Quantitative Methods in Business I		MAT2301 or ORM3301	
ORM 3311 Quantitative Methods in Business II		ORM3301	
ORM 3309 Business Forecasting		ORM 3301	
ORM 3310 Production and Operations Management		ORM 3301	
Total credits required.....	12		

Travel and Tourism

The Travel and Tourism concentration is intended to provide the students with a basic knowledge of travel and tourism and hospitality industries. It is particularly suited to the students

interested in sales, marketing, international cultural studies, and who have a keen interest in national and international tourism.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
Select FOUR of the following courses	12		
BUS 2001 Global Business		BUS 1001	
BUS 2205 Management of a Small Business.....		BUS1001	
BUS 2260 Business Writing.....		WRI 1100	
BUS 4001-4099 Special Topics in Business			
BUS 4990 Internship.....		Department chairperson approval	
BUS 4995 Independent Study		Department chairperson approval	
Any ENT course.....			
HR 3310 Organizational Behavior		HR2204	
MKT 2104 Travel Geography.....		BUS1001	
MKT 2203 Introduction to Travel and Tourism		MKT2201	
Total credits required.....	12		

Minor in Business

The minor in Business introduces non-business majors to the various professions within the field of business and to the interrelationships that exist among them. It allows students, independently of their majors, to appreciate the dynamics of the

workplace. The minor enhances the student's ability to understand business systems and their function in the workplace. ***At least three of the courses in a minor must be taken as elective requirements outside of the major requirements.***

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
Select ONE of the following courses.....	3		
BUS 1001 Organization and Management.....			
ENT 1001 Intro to Entrepreneurship			
ECO 1201 Principles of Macroeconomics	3	MAT 1101 or placement exam (pre- or co-requisite)	
FIN 3301 Principles of Finance.....	3	BUS 1001	
HR 2204 Human Resource Management	3	BUS 1001	
MKT 2201 Marketing.....	3	BUS 1001	
Total credits required.....	15		



Minor in Entrepreneurship

Entrepreneurship plays a crucial role in the growth of the U.S. economy. It is a principal enabler and driver of individual wealth, gross domestic product output, and job creation. The New York metropolitan area is one of the most entrepreneurial regions in the country. It is the birthplace of some of America's largest and most successful industries, and a melting pot of a disproportionate share of home-grown, immigrant, and minority entrepreneurs. Considering the importance of entrepreneurship to the nation and the New York region, St. Francis College has introduced a 15-credit minor in entrepreneurship to expose current and prospective entrepreneurs to key information to assist them with the development of sound business strategy, and a formal business plan to ensure they start and operate successful ventures. The

minor includes instruction in developing a business model, selecting an appropriate business form, initial business planning, protecting intellectual property, target market selection and marketing planning, strategies for new product commercialization, effective cash flow management, obtaining venture capital and business financing, business management ethics and social responsibility, and business software and technology tools for managing small and medium-sized businesses. Upon completion, students will have gained fundamental knowledge enabling them to launch, fund, market, and successfully operate a sustainable social or commercial enterprise. ***At least three of the courses in a minor must be taken as elective requirements outside of the major requirements.***

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
ENT 1001 Introduction to Entrepreneurship.....	3		
ENT 2001 Entrepreneurship Marketing and New Product Innovation	3	ENT 1001	
ENT 3001 Small Business Finance	3	ENT 1001	
ENT 3002 Social Entrepreneurship & Sustainable New Businesses	3	ENT 1001	
ENT 3003 Using Technology in Entrepreneurship.....	3	ENT 1001 and IT 1001	
Total credits required	15		

Minor in Information Technology

The minor in Information Technology provides students with basic skills necessary to function productively in today's computerized office and workplace environments. The focus is on microcomputers and their applications to real-world problems. Students study programming, hardware, systems software, and

applications designed for personal productivity, data communications, database management, and other tasks. ***At least three of the courses in a minor must be taken as elective requirements outside of the major requirements.***

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
IT 1001 Computer Tools	3		
IT 1103 Computer-Based Information Systems	3	IT 1001 (may be taken as pre- or co-requisite)	
IT 1104 Programming I.....	3	IT 1001	
Select TWO IT courses 2000 or higher	6		
Total credits required	15		

Minor in Interactive Multimedia

Interactive multimedia plays a leading role in almost any industry in today's competitive marketplace. Many industries utilize web and media design professionals to create and deliver digital and web-enabled content. Our students will complete this program with the competencies to apply their knowledge to areas such as: advertising, marketing, government, retail and entertainment, project management and entrepreneurship.

The demand for individuals who can create and integrate dynamic content for interactive multimedia such as websites, mobile phones, tablets and other technology is expected to grow through 2020.

A brief survey of the students participating in IT 2420 Multimedia Design and IT 2410 Web Design, which are composed of students from various areas of studies at SFC, showed an interest in the Interactive Multimedia minor.

The courses proposed for the Interactive Multimedia minor has a significant hands-on component to learning and emphasizes concepts that can be related to any sector encouraging creativity and teamwork in our students. ***At least three of the courses in a minor must be taken as elective requirements outside of the major requirements.***

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
IT 1102 Multimedia Design.....	3	IT 1001	
IT 2410 Web Design.....	3	IT 1001	
IT 2450 Digital Imaging	3	IT 1102	
Select TWO of the following courses	6		
IT 1106 Introduction to App Development for Mobile Devices		IT 1001	
IT 2440 Scripting Languages		IT 2410	
IT 2445 Digital Video		IT 1102	
IT 3400 HTML and CSS for Web Design		IT 2410	
Total credits required	15		

Minor in Project Management

Businesses of all sizes rely on the expertise of project teams to accomplish their goals. Entrepreneurial enterprises as well as complex global business in all industries depend on the successful completion of their projects in order to develop new products, grow market share and improve shareholder value.

Project management is all about planning, organizing, and achieving specific goals on time and on budget. Be part of a fast-paced, achievement oriented profession that puts you on the ground floor of new and innovative projects. ***At least three of the courses in a minor must be taken as elective requirements outside of the major requirements.***

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
IT 1001 Computer Tools	3		
IT 3301 Fundamentals of Project Management	3	IT 1001	
PM 4010/6010 Project Risk Management	3	IT 3301	
PM 4020/6020 Finance for Project Managers	3	IT 3301	
PM 4030/6030 Optimizing Project Management Teams	3	IT 3301	
Total credits required	15		

Minor in Sports Management

Today's sports organization are high stakes businesses requiring creative, knowledgeable, and savvy professionals. Sports management is a burgeoning field both nationally and globally. St. Francis College is located in Brooklyn New York, the epicenter of this expanding area. With numerous major league sports teams, corporations and sporting goods companies, the opportunities for students are abundant. In addition there are several sport related opportunities in television, newspapers and

radio. The St. Francis Sports Management Program will provide the skills necessary for any number of career choices including work as a sports agent, fitness director, strength and fitness coach, and sports photographer. In addition students will learn a skill set to enhance their expertise and knowledge in supervision, finance, media relations and sales promotion. ***At least three of the courses in a minor must be taken as elective requirements outside of the major requirements.***

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
SPM 1001 Introduction to Sport Management.....	3		
BUS 1001 Organization and Management.....	3		
SPM 2070 Organization Theory in Sport Management	3	SPM 1001	
Select TWO of the following courses	6		
MKT 2201 Marketing		BUS 1001	
SPM 2050 Facilities and Event Management		SPM 1001	
SPM 2080 Sports and the Law		SPM 1001	
SPM Elective			
Or any TWO courses from subjects BUS, ENT, FIN, HR, MKT, ORM or PM (2000 level or higher).....			
Total credits required	15		

Associate in Applied Science—Business Administration

This degree program permits adults with work experience and others who do not expect to be able to complete a B.S. degree program to gain a broad understanding of the business

environment in which they are employed or expect to be employed. The program also provides an introduction to the liberal arts.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
General Education Program (see page 15).....	33	MAT 1101 or placement exam (pre- or co-requisite)	
First Year College.....			
➔ ITML - Take IT 1001 Computer Tools			
Bodies of Knowledge			
➔ SEH - Take ECO 1201 Principles of Macroeconomics		MAT 1101 or placement exam (pre- or co-requisite)	
ACC 1101 Elementary Accounting I	4	MAT 1101 or placement exam.....	BUS 1001
BL 2101 Business Law I	3	BUS 1001	
BUS 1001 Organization and Management.....	3		
ECO 2202 Principles of Microeconomics.....	3	ECO 1201	
ENT 1001 Introduction to Entrepreneurship.....	3		
FIN 3316 Personal Finance	3	BUS-1001	
HR 2204 Human Resources Management	3	BUS 1001	
MAT 1109 Mathematics for Managerial Sciences.....	3	MAT 1105	
MKT 2201 Marketing.....	3	BUS 1001	
Liberal Arts Elective	3		
Total credits required	64		

Graduate Certificate in Project Management

This 12-credit advanced program will enable students at all career levels the opportunity to enhance their existing skills and broaden their range of knowledge in a professional career that spans many industries. Students will develop an appreciation for the theory of project management will applying it to case studies and their current work situation. The Certificate in Project Management program is a facilitated approach to learning and applying the fundamentals as

well as the soft skills such as communication and motivation that are critical to the success of the project and the project manager. Students who complete the program will be able to manage projects using the professional standards as guidelines, plan for and manage project risk, develop and deploy the project’s budget and financial responsibilities and understand the dynamics of team relationship and their impact on access to projects.

Courses	Credits	Prerequisite(s)	Co-Requisite(s)
PM 6000 Fundamentals of Project Management.....	3		
PM 6010 Project Risk Management	3	PM 6000	
PM 6020 Finance for Project Managers	3	PM 6000	
PM 6030 Optimizing Project Management Teams.....	3	PM 6000	
Total credits required	12		



