THE SCHOOL OF BUSINESS

A degree in the Mercy College School of Business will prepare you not only to understand the complex inner workings of businesses, but how you can plan, organize, lead and control the direction your organization will take. The School of Business focuses on flexibility, real-world application and academic rigor.

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Organizational Management (EDGE Program)
Department of Organizational Management and Leadership

You have the life experience, determination and drive; all you need is the degree. At Mercy College, you can get your degree in as little as one year. Our Bachelor of Science in Organizational Management gives you the skills you need to be competitive in today’s continually changing workplace.

The program is an accredited, accelerated, degree completion program designed to accommodate working adults. Campus-based classes meet two evenings per week so you don’t have to sacrifice your career for your degree.

You’ll participate and meet course requirements within a flexible time frame. Students advance through a prescribed three-semester schedule, taking only one three-credit course each month within the same cohort. This prepares students to apply their learning to dynamic challenges they face in today’s continually changing workplace.

CAREER OPPORTUNITIES:

Graduates with a degree in organizational management work in a wide variety of industries including government, for profit and non-profit organizations, health care and other areas. Students work in a wide variety of areas including human resources, marketing, advertising and more.

COURSES OF INTEREST:

Organizational Management students study a wide array of courses, including: Information Sources & Systems, The Economic Environment, Market Assessment to name a few.

DID YOU KNOW?

You can receive credits for your life experiences including: military training, transfer credits and life experiences.

CAMPUSES:

Dobbs Ferry and Bronx Campuses.

FINANCIAL AID:

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Mercy also works hard to help you identify and secure all the funding available to you, including New York State and federal grants. We offer a variety of programs to help you pay for your education — from scholarships to grants to work-study programs — and our team of financial experts are here to work with you to help you reach your goals.

(continued on back)
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ACTIVE LEARNING
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FREQUENTLY ASKED QUESTIONS
Can I finish the requirements for my Bachelor’s degree in one year?
Yes. If you have completed and/or received transfer credit for your core curriculum (general education requirement) and have completed the EDGE courses and all of your electives requirements for your bachelor’s degree within the year, you can graduate. As you enter the EDGE program, your student adviser will assess your status and will generate a degree audit. This audit clearly explains what your degree program requires and what courses, if any, you might need in addition to the EDGE program.

Why should I choose this program?
Almost all students that have made the choice to enter the program have graduated from Mercy College, improved their vocational career prospects and/or gone on to graduate programs. In addition, they have acquired the knowledge and learning experiences they need to advance their personal development and remain competitive in today’s work environment. EDGE graduates are successfully managing in businesses, hospitals, schools, charities, law enforcement and government.

IS ONLINE LEARNING A GOOD CHOICE FOR ME?
Yes, especially if you:
▶ Need the convenience and flexibility of attending classes at anytime, from anyplace because of work and/or family responsibilities
▶ Are self-motivated and focused on completing your degree
▶ Seek the benefits of a small, cohort-based learning environment
▶ Are familiar with basic computer technology
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Corporate and Homeland Security Department of Business

Mercy College’s Bachelor of Science degree in Corporate and Homeland Security Management is a four-year degree offered through the School of Business. The Bachelor of Science in Corporate and Homeland Security Management offers students a cutting-edge degree: one which speaks to the expanding and dynamic role that security now plays in virtually every business and government career.

The program is dynamic and unique. Students are provided a high quality and relevant education by instructors who have real-life field experience. Our instructors are highly dedicated professionals with extensive backgrounds in corporate security, homeland security, emergency management, public safety and the United States armed forces. The curriculum is "learning objective" driven and career oriented. Courses are offered on campus and online.

CAREER OPPORTUNITIES:

- Public Safety (Police/Fire/EMS)
- Criminal Justice
- Emergency Management
- Disaster Preparedness
- Federal Law Enforcement
- Government Service (local, state, federal)
- Cybersecurity/Information Assurance
- National Security Intelligence
- U.S. Defense and Armed Forces
- Corporate Security Management

COURSES OF INTEREST:


DID YOU KNOW?

It is the first undergraduate degree of its kind, designed to provide a comprehensive background for students interested in pursuing professional managerial careers in the private or public sectors where business and security skills coexist.

CAMPUS:

Dobbs Ferry and Bronx Campuses

FINANCIAL AID:

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FREQUENTLY ASKED QUESTIONS
Why is this degree unique to other homeland security degrees?
It’s multidisciplinary, which means it offers courses in business and security concepts.

I work full time and have other responsibilities. How can I earn a degree?
By taking advantage of Mercy College’s “B & C Terms.” Our “B & C Terms” are two eight-week terms that run during a semester. These terms have classes that commonly run two nights a week. Monday/Wednesday and Tuesday/Thursday at 5:50 - 8:20 pm and 8:30 - 11:00 pm. You can be a full-time student by taking two courses in the B term and two courses in the C term yet technically you are attending on a part time basis.
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Business Administration: Sport Management
Department of Business

The Department of Business is committed to the development of broadly educated, globally oriented, ethical professionals, whose high standards of professional competence enable them to actively contribute to their profession, community and society. Competent professionals in the business and not-for-profit communities must be able to think critically, communicate clearly, research effectively, employ quantitative reasoning, use current technology and work cooperatively with others.

The sports industry has experienced dynamic growth and is currently recognized as a business enterprise in magnitude of 220 billion dollars. According to Sports Business Journal, sports enterprise revenue is larger than the combined revenues of the country’s auto and movie industries. The goal of the sport management specialization is to use the vast and popular business of sport as a tool to inspire academic excellence and career development. The required internship (and optional second internship) will offer field experience in addition to employment opportunities.

CAREER OPPORTUNITIES:
Students who successfully complete this specialization within the business major will bring to the burgeoning sports industry a broad perspective and a grounding in professional ethics, along with technical expertise. They will have the knowledge and skills to succeed in a variety of areas, including sport facility management, sport event management, the sporting goods industry, high school and college athletics and professional and amateur sports leagues and organizations.

COURSES OF INTEREST:
Sport Management students study a wide array of courses, including: Sport Facility and Event Management, Sport Finance and Administration, Sport Marketing and Sport Law to name a few.

DID YOU KNOW?
Students have the opportunity to join Mercy’s “Team Blue” sport management organization.

CAMPUSES:
Dobbs Ferry and online

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FREQUENTLY ASKED QUESTIONS:
How many credits can be transferred from another institution?
Up to 75 credits from a two-year institution. Up to 90 from a four-year institution. Up to 90 credits combined however the credits may not exceed 75 credits from any combination of two year institutions as they apply to your chosen degree. In addition, you may only transfer in two courses of upper-level business credit (six credits) to apply to the major/specialization.
You must have obtained a grade of “C” or better in these courses. However, “C- & D” may be accepted if you have obtained an associate’s or bachelor’s degree with a minimum GPA of 2.0.

I work full time. I have many responsibilities, family among them. How can I earn a degree?
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DISTINCTIONS:

Marketing students study a wide array of courses, including: Advertising, Sales Management, Entertainment Marketing and Marketing Research to name a few.

COURSES OF INTEREST:

Career opportunities in marketing include: account executive, art director, circulation management, copywriter, creative manager, customer service manager, data processing, database marketing, market research, marketing manager, media planner/analyst, merchandise buyer, telesales, website management, sales and sales management.

CAREER OPPORTUNITIES:

The Manhattan Camps is home to our new Social Media Marketing Center where students engage with company decision makers and earn social media certification. The SMMC teaches undergraduate students marketing skills that are essential for the 21st century.

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Business Administration: Marketing

Department of Business

As a marketing major, you’ll learn everything from advertising to e-commerce, the fastest growing area of marketing today. There are many career opportunities in marketing and the field has a continued positive employment growth rate forecasted. You’ll learn cutting-edge, innovative marketing techniques sure to help you stand out from the competition.

Career opportunities in marketing are plentiful with a continued positive employment growth rate forecasted. Students learn the latest innovative marketing techniques designed to give them an advantage over their competition and to enhance their career path.

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Faculty includes pioneers and highly esteemed business professionals with years of experience both in the classroom and outside of it. The specialization in management gives students in business administration the opportunity to learn and apply knowledge and skills, which is essential to the successful management of organizations of all types and sizes.

CAREER OPPORTUNITIES:
Management prepares students for careers as managers, supervisors, team leaders in for-profit, not-for-profit and public sector organizations.

COURSES OF INTEREST:
Management students study a wide array of courses, including: Organizational and Industrial Psychology, Human Resource Management, Sales Management and Marketing Management to name a few.

DID YOU KNOW?
Management students participate in the Leadership Institute that teaches communication, collaboration and commitment. Students Work on real projects, for real companies, with the Consulting Center.

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Career Opportunities:
The specialization in international business prepares students for careers in the international areas of large corporations and in small to medium-sized companies that import or export.

Courses of Interest:
International Business students study a wide array of courses, including: Business Law I, International Marketing, Applied Research Analysis in International Business and International Management to name a few.

Did You Know?
Mercy has the Center for International - Travel to businesses abroad and experience global business trips to Europe, Asia and the Middle East

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Business Administration: Finance
Bachelor’s Degree
Department of Business

Mercy College finance majors don’t just read about finance in the classroom, they experience it in real time. Our state-of-the-art trading room with Bloomberg terminals allows students to work with the student managed investment fund and participate in live trading, bringing Wall Street to Dobbs Ferry. Students in the program evaluate the effects of globalization on the business environment, and utilize business concepts, methods, procedures and management information systems to facilitate strategic planning and decision making.

The finance specialization offers two tracks: finance/accounting, which prepares students for finance careers in business organizations and health care, government and non-profit organizations; and finance/economics, which prepares students for careers in the financial services industry.

CAREER OPPORTUNITIES:

Careers in finance include financial services, business, health care, government and non-profit organizations.

COURSES OF INTEREST:

Finance students study a wide array of courses, including: Corporate Finance, Financial Statement Analysis, Student Managed Investment Fund and International Finance to name a few.

DID YOU KNOW?

We have a state-of-the-art trading room at the Dobbs Ferry Campus where students manage investments in real time.

CAMPUSES:

Dobbs Ferry and entirely online.

FINANCIAL AID:

The Sisters of Mercy founded Mercy College with the belief that a college education should be accessible to anyone hungry enough to earn it. Today our costs are, on average, about 50 percent less than other private colleges in the area. For residential students, our room and board remains competitive with other area schools.

Mercy also works hard to help you identify and secure all the funding available to you, including New York State and federal grants. We offer a variety of programs to help you pay for your education — from scholarships to grants to work-study programs — and our team of financial experts are here to work with you to help you reach your goals.

GRADUATE OPPORTUNITIES:

Earn your MBA in the heart of the business capital of the world. In just one year, you can put the country's premier business credential in your hands through the MBA Turbo Program. You will learn through hands-on-experiences giving you the opportunity to work on real projects, for real clients. Classes are

(continued on back)
Future executives, CEOs, CFOs and entrepreneurs - industry leaders from Wall Street to Main Street - who bring their extraordinary professional experience into the classroom.

The program is flexible, with nights and weekend classes available in Dobbs Ferry, the Bronx and New York City allowing students to work while earning their degree.

ACTIVE LEARNING
Active learning is essential to the School of Business. Here, learning isn't confined to just the classroom. Students are given opportunities to gain firsthand knowledge of all areas of business throughout their time at Mercy. Some examples of active learning are:

CONSULTING
Where you get to lead a real project for a real company

ENTREPRENEURSHIP
Where you get to operate a student-run business

INVESTING
Where you manage real money in the student fund in our state-of-the-art trading room

LEADERSHIP
Where you set a master goal, achieve it one step at a time, and do it as a team

INTERNATIONAL BUSINESS
Where you travel and learn about doing business abroad

FREQUENTLY ASKED QUESTIONS

How many credits can be transferred from another institution?
Up to 75 credits from a two-year institution. Up to 90 from a four-year institution. Up to 90 credits combined however the credits may not exceed 75 credits from any combination of two year institutions as they apply to your chosen degree. In addition, you may only transfer in two courses of upper-level business credit (six credits) to apply to the major/ specialization. You must have obtained a grade of “C” or better in these courses. However, “C- & D” may be accepted if you have obtained an associate's or bachelor's degree with a minimum GPA of 2.0.

I work full time. I have many responsibilities, family among them. How can I earn a degree?
By taking advantage of Mercy College's “B & C Terms” or enrolling online. “B & C Terms” are two eight-week terms that run during a semester. Classes are twice a week. Usually Monday - Wednesday and Tuesday - Thursday (5:50 - 8:20 p.m. & 8:30 - 11:00 p.m.).

You can be a full-time student by taking two courses in the B term and two courses in the C term yet technically you are attending on a part time basis.
THE SCHOOL OF BUSINESS

A degree in the Mercy College School of Business will prepare you not only to understand the complex inner workings of businesses, but how you can plan, organize, lead and control the direction your organization will take. The School of Business focuses on flexibility, real-world application and academic rigor.

At Mercy College, we are focused on career preparation from the moment you become a student. Our Center for Student Success & Engagement offers expert career counseling to set you on the path for choosing a specialty that’s right for you. Active learning is key in the School of Business. Our students don’t just learn from industry professionals, they have the opportunity to jump in and do real work themselves in consulting, entrepreneurship, investing and international business; all while learning valuable leadership skills.

DISTINCTIONS:

► Mercy College graduates have gone on to make names for themselves as chairman and CEO of Parade Magazine, COO of MTV Networks International, Partners in Pricewaterhouse Coopers and KPMG, Time Warner, Ralph Lauren and many others.

► The Corporate and Homeland Security Program is the first in the nation and only program of its kind that combines both business and security programs in the U.S.

General Business Bachelor’s Degree Department of Business

In today’s business climate, you must satisfy your customers completely, quickly, productively, effectively and efficiently. Failure to do so means going out of business. So, how do you stay ahead?

Our bachelor’s in business administration, with specialization in management will show you how modern day business leaders and managers create “road maps” that allow them to navigate the intricate and challenging environments in order to achieve their goals.

Faculty includes pioneers and highly esteemed business professionals with years of experience both in the classroom and outside of it.

The specialization in management gives students in business administration the opportunity to learn and apply knowledge and skill, which is essential to the successful management of organizations of all types and sizes.

CAREER OPPORTUNITIES:

Business Administration prepares students for careers as managers, supervisors, team leaders in for-profit, not-for-profit and public sector organizations.

CAMPUSSES:

Dobbs Ferry, Bronx and online.

COURSES OF INTEREST:

General Business students study a wide array of courses including: Organizational and Industrial Psychology, Human Resource Management, Sales Management and Marketing Management to name a few.

DID YOU KNOW?

This program is offered as five-year program, where students can continue on to graduate studies and earn their M.B.A. in just one year after they complete their four-year bachelor’s degree.

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### Frequently Asked Questions

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**DISTINCTIONS:**

- Professional, dedicated faculty with real-world experience
- Small class sizes so you get the personal attention you need
- Learning-objective driven curriculum incorporating professional examination content
- Free tutoring
- You’ll find our Career Development Office an invaluable resource. It will help with your part-time or full-time employment search.

**CAREER OPPORTUNITIES:**

Careers in accounting include public accounting, government auditor, internal auditor, financial accountant, financial analyst, tax accountant and management services accountant.

**COURSES OF INTEREST:**

Accounting students study a wide array of courses, including: Intermediate Accounting, Computer Applications for Accountants, and Accounting Information Systems to name a few.

**DID YOU KNOW?**

The Combined BS/MS in Public Accounting Program is a 150-credit hour registered Certified Public Accountant (CPA) licensure-qualifying program that academically qualifies graduates to be eligible to sit for the CPA exam in New York State.

The Accounting Department employs professional, dedicated faculty who bring their real world practical experiences to our classrooms. The Accounting Department faculty is highly rated by our students who often comment on the close working relationship that they develop with the faculty due to our small class sizes.

Through collaboration with the Mercy College Learning Center, we offer accounting majors free tutoring to support academic success. The department sponsors an active student-led Accounting Society which holds several meetings each year. Guest speakers in various practice areas within the world of accounting are invited to present to the accounting majors, which helps the students bridge the gap between the academic and real world.

After graduation, students are prepared to enter a variety of careers in auditing and assurance services, financial accounting and planning, taxation, financial analysis, mergers and acquisitions and more. Our goal and vision is to provide our students the best tools to succeed in the rewarding profession of accountancy.

The accounting programs at Mercy College will prepare you like no other. Among the benefits:

- Professional, dedicated faculty with real-world experience
- Small class sizes so you get the personal attention you need
- Learning-objective driven curriculum incorporating professional examination content
- Free tutoring
- You’ll find our Career Development Office an invaluable resource. It will help with your part-time or full-time employment search.
Dobbs Ferry and the Bronx

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The Combined BS/MS in Public Accounting program will prepare you for a dynamic profession.

As an undergraduate, you develop a strong liberal arts foundation which serves as a platform for your professional accounting and business curriculum.

As a graduate student, you’ll experience an integration of advanced accounting research and studies in graduate business courses. This 150-Credit Hour program is for highly qualified students pursuing the public accountancy profession.

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CAMPUS: Dobbs Ferry and the Bronx

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FREQUENTLY ASKED QUESTIONS

How long does earning a degree take? Full-time students can complete the 150-credit degree program in five years.

Where and when are classes offered? Classes for the B.S. are offered during the day at the Dobbs Ferry and at night at the Bronx Campus. M.S. classes are offered at the Dobbs Ferry Campus in the evenings.

What are the admissions requirements? Interested students are admitted to the B.S. in Public Accounting Program. Upon completion of the 300 level accounting courses, students with a 3.0 or higher grade point average (GPA) overall and in their major can switch to the combined major by making an appointment with the Accounting Chairperson.

Are there any requirements for matriculation from the BS to the MS in Public Accounting program? The accounting chairperson must provide written approval for students who are eligible to switch majors to the combined BS/MS program. The student must show the ability to succeed in the M.S. program. The matriculation between the B.S. and M.S. degrees is seamless.