FAIRFIELD UNIVERSITY
GRADUATE PROGRAMS

CERTIFICATE OF ADVANCED STUDY

PROGRAM DESCRIPTION

The Dolan School’s Certificate of Advanced Study (C.A.S.) programs provide opportunities for qualified professionals to enhance their competency and update their skills in specialized areas.

The 15-credit program is designed to provide a complete integration between the theory and practice of contemporary business. The C.A.S. programs are suitable for working professionals who have already earned a graduate degree, but who desire greater depth of academic preparation in a subject area.

The program requires completion of the subject area’s required concentration course(s) plus additional elective courses, for a total of 15 credits in the area of specialization. All programs of study are planned with the help of the director of graduate programs and consider the interests and goals of the participant.

PROGRAMS OF STUDY

• Accounting
• Accounting Information Systems
• Entrepreneurship
• Finance
• General Management
• Human Resources Management
• Information Systems/Business Analytics
• Marketing
• Taxation

ACCOUNTING

REQUIRED CONCENTRATION COURSE
• Research on Contemporary Topics in Accounting OR Issues in a Regulatory Reporting Environment

ELECTIVE COURSES
• Accounting Information for Decision-Making
• International Accounting
• Accounting for Governments, Hospitals, and Universities
• Accounting Information Systems and Technology
• Audit Issues in a Global Environment
• Issues in Accounting Ethics
• Issues in Internal Audit
• Financial Statement Analysis
• Independent Study in Accounting

Accounting CAS requires undergraduate major, or its equivalent, in Accounting.

ACCOUNTING INFORMATION SYSTEMS

REQUIRED CONCENTRATION COURSE
• Research on Contemporary Issues on Accounting

ELECTIVE COURSES
• Accounting Information for Decision-Making
• Accounting Information Systems and Technology
• Issues in Internal Audit
• Audit Issues in a Global Environment
• Project Management
• Information Systems and Database Management

AIS CAS requires the following courses: introductory accounting (6 credits), intermediate accounting (6 credits), auditing.

ENTREPRENEURSHIP

REQUIRED CONCENTRATION COURSE
• Strategic Management of Innovation: The Entrepreneurial Firm
• Entrepreneurship
• Social Entrepreneurship

ELECTIVE COURSE
• Students must take two courses from the General Management concentration

FINANCE

REQUIRED CONCENTRATION COURSES
• Corporate Finance
• Investment Analysis

ELECTIVE COURSES
• Shareholder Value
• Capital Budgeting
• Financial Risk Management
• Portfolio Management
• International Financial Management
• Global Financial Markets and Institutions
• Derivative Securities
• Fixed Income Securities
• Seminar: Contemporary Topics in Finance

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GENERAL MANAGEMENT

REQUIRED CONCENTRATION COURSE
• Managing People for Competitive Advantage

ELECTIVE COURSES
• Leadership
• Human Resource Strategies
• Organizational Culture
• Negotiation and Dispute Resolution
• Strategic Management of Technology and Innovation
• Management Communication, Power, and Influence
• Diversity in the Workplace
• Entrepreneurship
• Cross-Cultural Management
• International Business Law and Regulation
• Seminar: Contemporary Topics in Management and Human Resources

HUMAN RESOURCE MANAGEMENT

REQUIRED CONCENTRATION COURSE
Human Resource Strategies

ELECTIVE COURSES
• Employee Performance, Management and Reward
• Managing People for Global Business
• Law and Human Resource Management
• Labor Relations
• Seminar: Contemporary Topics in Human Resource Management
• Resource Management

INFORMATION SYSTEMS & BUSINESS ANALYTICS

REQUIRED CONCENTRATION COURSE
• Information Systems and Database Management

ELECTIVE COURSES
• Business Forecasting and Predictive Analytics
• Introduction to Business Analytics
• Data Mining and Business Intelligence
• Project Management
• Contemporary Topics in Information Systems and Operations Management
• Independent Study in IS&OM
• Process Improvement and Quality Management
• One advanced graduate course from any business school department (i.e., any 500-level course not included in the MBA breadth courses.)
• Students may also take approved courses selected from the School of Engineering’s Master of Science in the Management of Technology Program.

MARKETING

REQUIRED CONCENTRATION COURSES
• Customer Behavior
• Market Research

ELECTIVE COURSES
• Customer Value
• Building Brand Equity
• Advertising Management
• Global Marketing
• Business-to-Business Marketing in the Internet Economy
• Digital Marketing
• Seminar: Contemporary Topics in Marketing
• Multivariate Data Analysis for Decision Making
• Experimental Research

TAXATION

REQUIRED CONCENTRATION COURSE
• Tax Planning

ELECTIVE COURSES
• Tax Research
• Tax Accounting
• Taxation of Property Transactions
• Entity Taxation
• Advanced Topics in Entity Taxation
• Estate and Gift Taxation
• Partnership Taxation
• State and Local Taxation
• Tax Practice and Procedure
• Contemporary Topics on Taxation

Tax CAS requires undergraduate major, or its equivalent, in Accounting. In addition, must have completed at least one graduate-level taxation course.

GRADUATE PROGRAM DIRECTOR
Mark Ligas, Ph.D.
Phone: 203-254-4000, ext. 2843
E-mail: mligas@fairfield.edu

Dr. Ligas is the Associate Dean and Director of the Dolan School of Business graduate programs. He is available to answer any specific questions you have about our business programs, discuss/develop a program of study for you, or to schedule an advising appointment.

For a complete faculty listing, see www.fairfield.edu/dsbfaculty.

FORMAL ADMISSION PROCESS

Students seeking admission must complete and submit the following online:
1. A completed application. (Apply online at www.fairfield.edu/dsbapp.)
2. A non-refundable $60 application fee.
3. A professional résumé.
4. Official transcripts from all universities/colleges attended (All foreign transcripts must be evaluated by an approved evaluating service. A list of approved evaluators is available at www.fairfield.edu/eval).

Submit transcripts and any other documents that cannot be uploaded to:
Committee on Graduate Admission
Dolan School of Business
Fairfield University
1073 North Benson Road
Fairfield, CT 06824
**MANDATORY IMMUNIZATIONS**

Connecticut State law requires each full-time or matriculated student to provide proof of immunity or screening against measles, mumps, rubella, varicella (chicken pox), meningitis and tuberculosis. Certain exemptions based on age and housing status apply. Matriculating students are defined as those enrolled in a degree seeking program. More detailed information and the required downloadable forms are available online at [www.fairfield.edu/immunization](http://www.fairfield.edu/immunization). Completed forms should be submitted directly to the Student Health Center. Although this is not required to complete an application, you must provide proof of immunity/screening prior to course registration. Please consult your private health care provider to obtain the necessary immunizations. Questions may be directed to the Student Health Center: 203-254-4000 ext. 2241 or e-mail health@fairfield.edu.

**TUITION/FINANCIAL AID**

*Academic Year 2016/2017*

Tuition: $875 per credit hour

A graduate education can provide countless professional and personal rewards in the future. However, the costs associated with earning a master’s degree may be challenging. Many students need to look beyond their own financial resources or the resources of their employer for assistance. There are many ways to finance a graduate education, including graduate assistantships, federal direct loan programs and our Veterans Pride Program, which are all discussed at [www.fairfield.edu/gradfa](http://www.fairfield.edu/gradfa).

**OFFICE OF FINANCIAL AID**

Advisors from the Office of Financial Aid are committed to helping students find the options that best suit each of their needs. We encourage all Fairfield University graduate students to contact the Financial Aid office with any questions or to make an appointment to speak with a counselor.

**FINANCIAL AID CONTACT INFORMATION**

Phone: 203-254-4125  
Fax: 203-254-4008  
E-mail: finaid@fairfield.edu

**FINANCIAL AID OFFICE OPERATIONS**

Days: Monday-Friday  
Hours: 8:30 a.m.-4:30 p.m.  
Location: Aloysius P. Kelley, S.J. Center

**MORE INFORMATION**

**ADMISSION QUESTIONS**

Questions about the application process should be directed to the Office of Graduate Admission.  
Phone: 203-254-4184  
Fax: 203-254-4073  
E-mail: gradadmis@fairfield.edu

**OFFICE OPERATIONS**

Days: Monday-Friday  
Hours: 8:30 a.m.-4:30 p.m.  
Location: Aloysius P. Kelley, S.J. Center

**DOLAN SCHOOL OF BUSINESS WEBSITE**

[www.fairfield.edu/dsb](http://www.fairfield.edu/dsb)

**ONLINE CATALOG**

For detailed course descriptions and other University information, please refer to our online catalog [www.fairfield.edu/catalogs](http://www.fairfield.edu/catalogs).

**COURSE SCHEDULES**

[www.fairfield.edu/dsb_schedule](http://www.fairfield.edu/dsb_schedule)