

WILLIAM PATERSON UNIVERSITY  
WELCOME

Will. Power.

# Cotsakos College of Business



**Best wishes and greetings from  
Dean Tony Bowrin**



**Martin Gritsch  
Associate Dean**



**Yvette Del Valle  
Assistant Director  
Enrollment Growth and Student Professional  
Advancement**

# Department Chairs



**Dr. Sia Nassiripour**  
**Accounting and Law**



**Dr. Rajiv Kashyup**  
**Management, Marketing and Professional Sales**



**Dr. Alexandros Panayides**  
**Economics, Finance and Global Business**



# Highlights

- AACSB accreditation
- Supportive faculty with excellent credentials
- 1600 Valley Road facility with centers and labs
- Close ties to industry
- Many opportunities to get involved





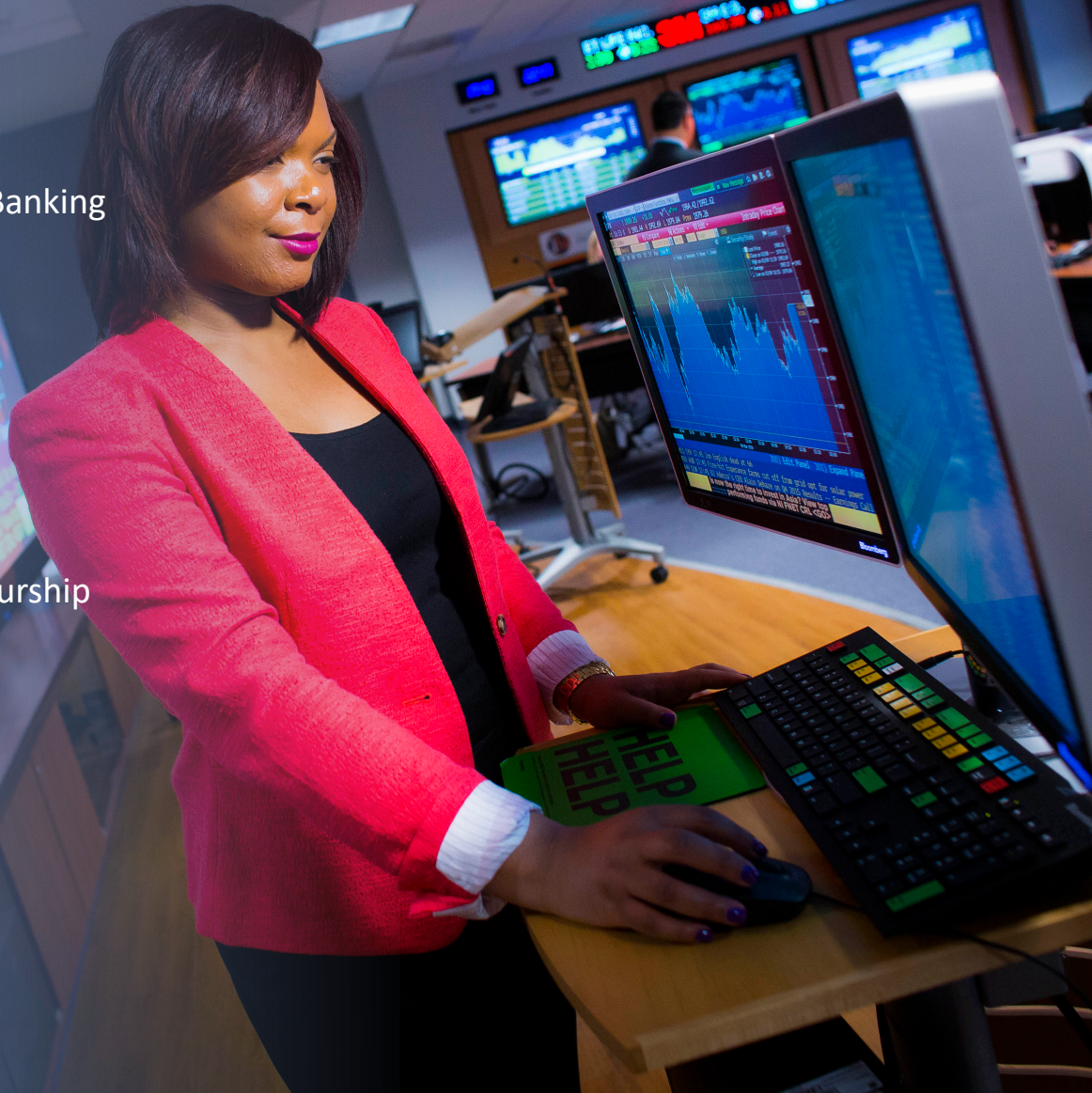
# Undergraduate Majors

## Bachelor of Science

- Accounting
- Finance
  - Credit Analysis & Commercial Banking
  - FinTech
  - Risk Management
- Financial Planning
- Global Business
- Management
  - General Management
  - Human Resource Management
  - Small Business and Entrepreneurship
- Marketing
  - Digital Marketing
  - Marketing Management
- Professional Sales

## Bachelor of Arts

- Economics
  - Research and Data Analysis



# **Degree Requirements**

- **University Core Curriculum (40 credits)**
- **Major requirements (60 – 66 credits)**
- **World language requirement (depends on background)**
- **4 Writing-Intensive courses**
- **2 Technology-Intensive courses**
- **Possibly electives to reach minimum of 120 credits**
  - **2<sup>nd</sup> major, minor, honors track**



# **Academic Standards**

- **Overall GPA: 2.0+**
- **Major GPA: 2.0+**
- **No more than two grades in Cotsakos College of Business courses below C-**

# **Some Advice**

- **Plan to succeed ... and get help if needed**
- **Plan on taking ~15 credits per semester**
- **Make sure to read your WPU e-mail frequently**
- **Work closely with your academic advisor**
  - **Initially: Professional advisor in Advisement Center**
  - **Later: Faculty advisor in area of study**



wpconnect.wpunj.edu/portal/student/default.cfm?

Apps Bookmarks Imported From IE WPconnect CCOB Dean E-Communica... Middle States Self-...

WILLIAM PATERSON UNIVERSITY WP-CONNECT Home Student Employee Faculty & Advisors Search Hi, Martin Gritsch

### My Schedule

- My Schedule
- Registrar Calendar

### Billing and Payments

Click here to view your balance

- 1098-T Tax Information
- Bill and Payment Home
- Enroll into a Payment Plan
- Enrollment & Housing Deposits
- Make a Payment
- Sign up for E-Refunds
- View E-Statements

### My Degree

- Add, Declare, or Change Major
- Add, Declare, or Change Minor
- Degree Works
- Final Grades
- Request Official Transcript
- Starfish Student Success
- Unofficial Transcripts

### Notifications

You have 0 student notifications at this time.

### My Registration

- Add/Drop Courses
- Course Repeat Request
- Look Up Course Offerings

### WP Enrollment Forms

- FERPA Authorization Form
- Leave of Absence Request Form
- Request Proof of Enrollment
- Veteran/Active Duty Enrollment Certification Request

### Campus Life

- Alcohol-Wise (Freshmen Only)
- My Meal Plan
- Not Anymore (New Students)
- Pioneer Express Card
- Pioneer Life Portal (Organizations,

### Resources to Help

- Accessibility Resource Center
- Advisement
- Billing and Payments
- Campus Activities, Service, and Leadership
- Counseling, Health, and Wellness Center

https://www.wpunj.edu/advisement-center/

**WP Connect**  
University Portal



# **Hands-On Learning**

- **Clubs and student organizations**
- **Internships**
  - Goldman Sachs, Johnson & Johnson, KPMG, Unilever, Ernst & Young, TD Bank, Vanguard, Merrill, ...**
- **Networking events**
  - Annual boot camp (incl. scholarships), job fairs, ...**
- **Competitions and conferences**
- **Professional Enrichment**
  - Career development, soft skills, technology, communication**



# Student Clubs



# Career Outlook and Industry Networking (COIN)

COIN is a boot camp program hosted by the Cotsakos College of Business at William Paterson University. It provides business students and alumni of William Paterson University an opportunity to build career readiness skills and develop connections with industry professionals.

The multi-day program is filled with business industry workshops, fireside chats, panel discussions, and networking events in partnership with Cotsakos College of Business corporate partners.

Through our corporate sponsorship opportunities, participating students have a chance to be awarded various scholarships via WP's Scholarship Program.

**2022 Dates: November 1-3, 2022**

Previous COIN partners include KPMG, Enterprise Holdings, MUFG Bank, WithumSmith+Brown, PC, INROADS, CITI, Enterprise Sales Bloomberg, and many more!

*"I had the opportunity to meet many wonderful students, caring staff members, and both dynamic and successful speakers that imparted indispensable advice and inspiration. On top of that, I was awarded two scholarships that will contribute tremendously towards my college career. Thank you for the chance to participate in this incredible program." -Luis del Prado*



# Professional Enrichment

- Develop your skillset from your first day at WPU!
- Network, Network, Network...and Network some more!
  - Build long-lasting relationships with fellow peers, faculty/staff and corporate partners
- Prepare and transition for a highly competitive and demanding job market
  - Research and seek out opportunities early on
- Career Development is a must!
  - Explore what fuels you
  - Get to know your Career Development CCOB Liaison – **Assistant Director Jenny Nesenjuk**
  - Located at the William Paterson University **Student Center, Suite 301**
  - Email: **NESENJUKJ@wpunj.edu**

## Undergraduate Professional Enrichment Plan

COTSAKOS  
COLLEGE OF BUSINESS  
WILLIAM PATERSON  
UNIVERSITY

### What is Professional Enrichment (PE)?

This yearly program seeks to help students prepare for success at WP Cotsakos College of Business (CCOB) and a successful transition to life after WP – career, graduate school, business enterprise. This involves preparing them to conquer the challenges they will meet during their college career and in the future.

To ensure exposure and access to students, the CCOB in collaboration with the Career Development Center will conduct ongoing corporate workshops/information sessions. Events/workshops may be appropriate for multiple years.

Students are encouraged to attend as many events as possible.

Any PE item reflecting an (R) next to it requires a reflection component.

### CONNECT WITH US



[wpunj.edu/ccob](http://wpunj.edu/ccob)



WP Cotsakos College of Business



@wpunjbusiness



### Visit the Career Development Center



[wpunj.edu/career-center](http://wpunj.edu/career-center)



@wpcareercenter

### CONTACT US

Yvette M. Del Valle, Assistant Director - Dean's Office



(973) 720 2847



[delvalley@wpunj.edu](mailto:delvalley@wpunj.edu)



# Professional Enrichment

Undergraduate Professional Enrichment Plan

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What is Professional Enrichment (PE)?

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**\*\*Note: Any PE item reflecting an (R) next to it requires a reflection component.\*\***

0-30 Credits (Year 1)

Minimum Requirements

☐ Attend a club fair on campus and consider joining a club that aligns with your interests  
☐ Schedule and attend an appointment with the Career Development Center to activate and complete the Handshake profile  
☐ Meet with your professional Academic Advisor to review the expectations of your initial 4-year PE plan  
☐ Attend at least one career event/program/workshop hosted by the Career Development Center (R)

Highly Recommended

☐ Participate in at least one CCOB led civic engagement activity (R)  
☐ Connect with the Career Development Center to review resume  
☐ Attend at least one professional development program hosted by the CCOB (R)  
☐ Attend other activities approved by professional Academic Advisors and/or CCOB PE consultant (approved program may require a reflection component)

31-60 Credits (Year 2)

Minimum Requirements

☐ Attend a mentoring or leadership program information session hosted by the Career Development Center or CCOB (e.g. Pesce/MLT/INROADS) and highly consider pursuing a mentorship opportunity (R)  
☐ Meet with the Career Development Center to review and get approval for resume, and upload approved resume into Handshake  
☐ Work with the Career Development Center to create and complete a LinkedIn profile  
☐ Become a member of a campus student club(s) and organization(s)

Highly Recommended

☐ Connect with Career Development Center to schedule and participate in a mock interview  
☐ Attend at least one professional development program hosted by the CCOB (R)  
☐ Attend at least one career event/program/workshop hosted by the Career Development Center  
☐ Attend the university etiquette dinner event

CONTACT US

Yvette M. Del Valle, Assistant Director - Dean's Office

(973) 720 2847

delvalley@wpunj.edu

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Undergraduate Professional Enrichment Plan

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61-90 Credits (Year 3)

Minimum Requirements

☐ Schedule an appointment and meet with the Career Development Center and Academic Advisor to discuss your career progress  
☐ Attend at least one professional development program hosted by the CCOB (R)  
☐ Apply for and complete an internship or other significant experiential learning opportunities  
☐ Attend a career fair

Highly Recommended

☐ Connect with the Career Development Center to schedule and conduct a mock interview  
☐ Attend at least one career event/program/workshop hosted by the Career Development Center (R)  
☐ Apply for the Pesce Mentoring Program

91-120 Credits (Year 4)

Minimum Requirements

☐ Schedule and attend an appointment with the Career Development Center to plan for the next steps post-graduation  
☐ Complete the First Destination Survey (found in Handshake)  
☐ Complete internship/Coop/Job Shadow and/or approved significant experiential learning opportunity  
☐ Complete and submit final reflection assignment

Highly Recommended

☐ Attend at least one professional development program hosted by the CCOB  
☐ Attend at least one career event/program/workshop hosted by the Career Development Center (R)  
☐ Identify a mentor within an organization  
☐ Participate in "Next-Step" workshop (things to consider when accepting an offer) (R)

To ensure exposure and access to students, the CCOB in collaboration with the Career Development Center will conduct ongoing corporate workshops/information sessions. Events/workshops may be appropriate for multiple years. Students are encouraged to attend as many events as possible.

Any PE item reflecting an (R) next to it requires a reflection component.

CONNECT WITH US

wpunj.edu/ccob

WP Cotsakos College of Business

@wpunjbusiness

Visit the Career Development Center

wpunj.edu/career-center

@wpcareercenter

CONTACT US

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# **It's Never too Early to Plan Ahead**

## **Cotsakos College of Business Graduate Programs**

- **General MBA**
- **Eight concentrations in MBA**
- **MS in Applied Business Analytics**
- **MS in Finance and Financial Services**

## **Accelerated MBA (4+1)**

- **Reduce your study time and save money!**
- **Allows high-performing students to take two MBA courses as undergraduates**
- **Interested? Please contact Dr. Aliyah Xu (XuY@wpunj.edu)**



# Follow Us!

- Stay connected and informed about the latest programs and activities



# Summary

- **William Paterson University offers excellent and affordable education**
- **Diverse, welcoming campus community**
- **Comprehensive academic and social support services**
- **Cotsakos College of Business**
  - **is AACSB-accredited**
  - **has excellent faculty**
  - **offers innovative programs, extracurricular opportunities, and ... good job prospects upon graduation**



# Questions?

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[delvalley@wpunj.edu](mailto:delvalley@wpunj.edu)