



**Kellogg**  
School of Management

DOCTORAL STUDIES  
AT THE KELLOGG SCHOOL OF MANAGEMENT

# Faculty Research Interests

Academic Year 2008–2009

# ACCOUNTING INFORMATION AND MANAGEMENT

## BALA V. BALACHANDRAN

Professor Emeritus of Accounting Information and Management. BSc (Hons) 1959, MA 1961, MSc 1963, Annamalai University; MSE 1969, University of Dayton; MSIA 1972, PhD 1973, Industrial Administration, Carnegie Mellon University; CPA 1978; CMA 1979. **Research:** Performance evaluation, cost management, audit planning, allocation models.

## CRAIG CHAPMAN

Senior Lecturer/Donald P. Jacobs Scholar of Accounting Information and Management. BA 1989, MA 1995, Mathematics, University of Oxford; MBA 2003, DBA 2008, Accounting and Management, Harvard Business School. **Research:** Real earnings management, analyst forecasts, risk allocation.

## ALLAN R. DREBIN

Professor of Accounting Information and Management. BBA 1957, MBA 1958, Business, PhD 1962, Economics, Statistics, Accounting, University of Michigan; CPA 1959. **Research:** Government accounting and budgeting, consolidated financial statements.

## RONALD A. DYE

Leonard Spacek Professor of Accounting Information and Management, Chair of Accounting Information and Management Department. BS 1976, Mathematics, State University of New York, Cortland; MS 1978, PhD 1980, Economics, Carnegie Mellon University. **Research:** Managerial accounting, management compensation, financial disclosure, information economics, economics of standards, auditors' liability.

## BENJAMIN NELSON LANSFORD

Assistant Professor of Accounting Information and Management. BA 1997, International Studies, University of South Carolina; MBA 2000, University of Pittsburgh; PhD 2005, Accounting, Pennsylvania State University. **Research:** Voluntary disclosure with emphasis on management guidance and intellectual property.

## THOMAS LYS

Eric L. Kohler Professor of Accounting Information and Management. Lic. rer. Pol 1976, Economics, University of Bern, Switzerland; MS 1980, PhD 1982, Accounting, University of Rochester. **Research:** Stock price consequences of financial reporting standards, changes in capital structure, money supply, corporate disclosures, risk arbitrage, labor participation in corporate decisions, auditors' liability, earnings forecasts.

## ROBERT P. MAGEE

Keith I. DeLashmutt Professor of Accounting Information and Management, Director of the Accounting Research Center. AB 1969, Mathematics, MS 1972, Quantitative Methods for Management Decision Making, PhD 1974, Accounting, Cornell University. **Research:** Effects of financial reporting practices on investor and manager decision making.

## THOMAS R. PRINCE

Professor of Accounting Information and Management, Professor of Health Industry Management. BS 1956, MS 1957, Accounting, Mississippi State University; PhD 1962, Accounting and Economics, University of Illinois, Urbana-Champaign; CPA 1957. **Research:** Financial management of healthcare with emphasis on joint ventures, affiliations, consolidations, related parties, bonds, debt insurance, standby letters of credit, line of credit, hospital and healthcare systems.

## TJOMME O. RUSTICUS

Assistant Professor of Accounting Information and Management. Masters 2001, Business Economics, University of Groningen, The Netherlands; PhD 2007, Accounting, University of Pennsylvania. **Research:** Corporate governance, executive compensation, research methods and capital markets research.

## SWAMINATHAN SRIDHARAN

John L. and Helen Kellogg Professor of Accounting Information and Management. BCom 1976, University of Madras, India; PGDBM 1979, Indian Institute of Management, Ahmedabad, India; PhD 1990, Business Administration, University of Pittsburgh. **Research:** Interaction of different factor markets on characteristics of accounting and information systems of a firm, significance of disclosing or signaling data related to managerial accounting systems, managerial incentives in the adoption of accounting.

# ACCOUNTING INFORMATION AND MANAGEMENT

## ANUP SRIVASTAVA

Senior Lecturer/Donald P. Jacobs Scholar of Accounting Information and Management. B.Tech 1988, Mechanical Engineering, Indian Institute of Technology, Delhi; MBA 1990, University of Delhi; PhD 2008, Accounting, Texas A&M University. **Research:** Management, executive compensation, accounting conservatism, revenue recognition.

## JAYANTHI SUNDER

Assistant Professor of Accounting Information and Management, and Revsine Research Professor. B.Com 1988, University of Madras, India; MBA 1988, Bombay University, India; PhD 2003, Finance, New York University. **Research:** Information theory, cost of capital, optimal contracting and earnings quality.

## SHYAM V. SUNDER

Assistant Professor of Accounting Information and Management, and Revsine Research Professor. MBA 1972, Indian Institute of Management, Ahmedabad, India; MPA 1997, University of Texas; PhD 2002, Accounting, New York University. **Research:** Financial reporting and valuation issues with emphasis on the effects of accounting transparency, disclosure regulation and the role of information intermediaries.

## LINDA VINCENT

Associate Professor of Accounting Information and Management. BA 1970, MM 1977, PhD 1994, Northwestern University. **Research:** Capital markets; corporate restructuring including mergers, acquisitions and divestitures; role of accounting information in firm valuation; economic impact of changes in accounting standards.

## BEVERLY R. WALTHER

Associate Professor of Accounting Information and Management. BS 1990, Vanderbilt University; MBA 1990, Owen Graduate School of Business, Vanderbilt University; PhD 1995, University of Chicago. **Research:** Incorporation of accounting information in security prices; sell-side security analysts; managerial disclosures.

## WAN WONGSUNWAI

Assistant Professor of Accounting Information and Management. CPA 1993, Institute of Chartered Accountants in England and Wales; DBA 2007, Harvard University. **Research:** Financial accounting, venture capital, private equity, financial reporting, corporate governance.

# FINANCE

## TORBEN G. ANDERSEN

Nathan S. and Mary P. Sharp Professor of Finance, Director of the International Business and Markets Research Program and Center. BA 1980, Economics/Mathematics, MA 1985, Economics/Mathematics, University of Aarhus, Denmark; MPhil 1988, PhD 1992, Economics, Yale University. **Research:** Asset pricing, empirical finance, international finance.

## SNEHAL BANERJEE

Assistant Professor of Finance. BA 2002, Economics, Computer Science and Math, Brandeis University; PhD 2007, Finance, Stanford University. **Research:** Information and learning in financial markets, market microstructure.

## JANICE C. EBERLY

John L. and Helen Kellogg Professor of Finance. BS 1986, University of California, Davis; PhD 1991, Economics, Massachusetts Institute of Technology. **Research:** Capital budgeting and real options; financial frictions; household finance, portfolio choice, and consumption.

## ANDREA L. EISFELDT

Associate Professor of Finance. BS 1994, Economics, University of Illinois, Urbana-Champaign; MA 2000, PhD 2000, University of Chicago. **Research:** Financial market liquidity, capital and asset reallocation, financial markets and the business cycle, corporate financial constraints, credit, and investment, leasing and financial constraints.

## MICHAEL J. FISHMAN

Norman Strunk Professor of Financial Institutions. BA 1979, Economics, University of Illinois, Urbana-Champaign; MA 1982, PhD 1986, Economics, University of Chicago. **Research:** Regulation of financial markets, financial contracting, corporate finance.

## KATHLEEN M. HAGERTY

Senior Associate Dean: Faculty and Research, First Chicago Professor of Finance. AB 1975, Mathematics, MS 1977, Operations Research, MBA 1979, University of California, Berkeley; PhD 1985, Economics, Stanford University. **Research:** Microstructure of financial markets, security market regulation, disclosure, insider trading, industrial organization, derivatives.

## Yael V. HOCHBERG

Assistant Professor of Finance. BSc 1997, Industrial Engineering and Management, Technion - Israel Institute of Technology; AM 2000, Economics, PhD 2003, Business Administration (Finance), Stanford University. **Research:** Empirical corporate finance, venture capital, entrepreneurial finance, corporate governance.

## DONALD P. JACOBS

Dean Emeritus, Kellogg School of Management, Gaylord Freeman Professor of Banking. BA 1949, Economics, Roosevelt University; MA 1951, PhD 1956, Economics, Columbia University. **Research:** Banking, capital markets, monetary policy, corporate finance, international finance.

## Ravi Jagannathan

Chicago Mercantile Exchange/John F. Sander Professor of Finance, Co-Director of the Center for Financial Institutions and Markets. BE Mechanical Engineering 1970, University of Madras, India; MBA 1972, Indian Institute of Management, Ahmedabad, India; MS 1981, PhD 1983, Financial Economics, Carnegie Mellon University. **Research:** Capital markets, valuation of financial assets, derivative securities and risk management, portfolio performance evaluation.

## JIRO KONDO

Assistant Professor of Finance. BA 2001, Economics, Princeton University; PhD 2007 (Expected), Financial Economics, Massachusetts Institute of Technology. **Research:** Corporate finance, financial institutions, regulation of financial markets, contract theory, intersection of law, economics and finance; role of self-regulatory organizations in financial regulation; choice between public and private enforcement of corporate contracts; role of informable financiers in the financing of innovations.

## ROBERT A. KORAJCZYK

Harry G. Guthmann Professor of Finance, Director of the Zell Center for Risk Research. BA 1976, Mathematics, MBA 1977, Finance and Econometrics, PhD 1983, Finance, University of Chicago. **Research:** Investments, corporate finance, international finance.

## ARVIND KRISHNAMURTHY

Harold Stuart Professor of Finance. BS/BSE 1990, Economics, Electrical Engineering, University of Pennsylvania; PhD 1998, Financial Economics, Massachusetts Institute of Technology. **Research:** Liquidity, financial crises, banking and monetary policy, debt markets, international finance.

## CAMELIA MARIANA KUHNEN

Assistant Professor of Finance. BS 2001, Finance and Neuroscience, Massachusetts Institute of Technology; PhD 2006, Finance, Stanford University. **Research:** Corporate finance, behavioral finance, industrial organization, neuroeconomics and experimental finance.

# FINANCE

## DEBORAH J. LUCAS

Donald C. Clark/Household International Professor of Consumer Finance. BA 1980, Applied Math and Economics, MA 1983, PhD 1986, Economics, University of Chicago. **Research:** Asset pricing, credit risk, valuing government financial guarantees, pensions and social security, budgetary policy.

## DAVID A. MATSA

Assistant Professor of Finance. BS 2000, Economics and Mathematics, PhD 2006 Economics, Massachusetts Institute of Technology. **Research:** Corporate finance, industrial organization, regulation.

## ROBERT L. McDONALD

Erwin Plein Nemmers Professor of Finance, Co-Director of the Center for Financial Institutions and Markets. BA 1975, Economics, University of North Carolina; PhD 1982, Economics, Massachusetts Institute of Technology. **Research:** Corporate finance, derivative securities and hedging, the role of asymmetric information in corporate fund-raising, application of option pricing theory to corporate decision-making.

## BRIAN MELZER

Senior Lecturer/Donald P. Jacobs Scholar of Finance. AB 1999, Philosophy, Princeton University; MLIitt 2000, Philosophy, St. Andrews University; PhD, Economics, University of Chicago Graduate School of Business. **Research:** Financial institutions, household finance.

## DIMITRIS PAPANIKOLAOU

Assistant Professor of Finance. BA 2000, Economics and Finance, University of Piraeus; MSc 2001, Finance and Economics, London School of Economics; PhD 2007 (Expected), Financial Economics, Massachusetts Institute of Technology. **Research:** Asset pricing, macroeconomics.

## JONATHAN A. PARKER

Professor of Finance. BA 1988, Economics and Mathematics, Yale University. PhD 1996, Economics, Massachusetts Institute of Technology. **Research:** Asset pricing, macroeconomics, behavioral economics, public economics.

## MITCHELL A. PETERSEN

Glen Vasel Professor of Finance, Co-Director of the Heizer Center for Entrepreneurial Studies. AB 1986, Economics, Princeton University; PhD 1990, Economics, Massachusetts Institute of Technology. **Research:** Empirical corporate finance (how firms, especially small firms, are financed and, risk management, and the role of debt markets in funding investments).

## ARTUR RAVIV

Alan E. Peterson Professor of Finance. BSc 1967, Mathematics and Physics, BA 1968, Economics and Statistics, The Hebrew University; MSc 1971, Operations Research, Technion-Israel Institute of Technology; PhD 1975, Managerial Economics, Northwestern University. **Research:** Corporate finance, corporate governance, capital structure, economics of uncertainty, information economics.

## SERGIO T. REBELO

Tokai Bank Professor of International Finance. MS 1985, Operations Research, Technical University of Lisbon; MA 1987, PhD 1989, Economics, University of Rochester. **Research:** Business cycles, economic growth, exchange rates.

## PAOLA SAPIENZA

Associate Professor of Finance. Laurea 1983, Economics, Bocconi University, Italy; AM 1993, PhD 1998, Economics, Harvard University. **Research:** Financial development, financial institutions, political economy, behavioral economics.

## ERNST SCHAUMBURG

Assistant Professor of Finance. BS 1993, MS1996, Mathematics-Economics, University of Copenhagen, Denmark; PhD 2001, Economics, Princeton University. **Research:** Econometrics of finance, time series, and monetary economics.

## CONSTANTINOS N. SKIADAS

Harold L. Stuart Professor of Finance, Chair of Finance Department. BSc 1986, Electrical Engineering, Imperial College of Science and Technology, London; MS 1987, Electrical Engineering, MS 1990, PhD 1992, Operations Research, Stanford University. **Research:** Choice under uncertainty, asset pricing theory, mathematical economics.

## VIKTOR TODOROV

Assistant Professor of Finance. BSc 1999, Finance, Varna University of Economics, Bulgaria; MA 2002, Economics, CEU-Budapest, Hungary; PhD 2007, Economics, Duke University. **Research:** Asset pricing, econometrics, applied probability.

## ANNETTE VISSING-JØRGENSEN

Associate Professor of Finance. BA 1993, University of Aarhus, Denmark; MSc 1994, University of Warwick, England; PhD 1998, Massachusetts Institute of Technology. **Research:** Household consumption and portfolio choice, stock market participation, returns to entrepreneurial investment, private equity.

# MANAGEMENT AND ORGANIZATIONS

## JEANNE M. BRETT

DeWitt W. Buchanan Jr. Professor of Dispute Resolution and Organizations, Director of the Dispute Resolution Research Center. BA 1967, History, Southern Methodist University; AM 1969, PhD 1972, Industrial/Organizational Psychology, University of Illinois. **Research:** Cross-cultural, deal making, dispute resolution, mediation, emotions and negotiation, technology and negotiation, negotiating teams, trust and culture, influence and culture, status and culture, communication and culture.

## ROBERT DEWAR

Associate Professor of Management and Organizations. BA 1969, History and Philosophy, Fordham University; MS 1971, PhD 1976, Sociology, University of Wisconsin, Madison. **Research:** Implementation of market/customer focus; manufacturers' response to retail trade concentration; organization learning and innovation.

## ADAM GALINSKY

Morris and Alice Kaplan Professor of Ethics and Decision in Management. AB 1991, Psychology, Harvard University; PhD 1999, Social Psychology, Princeton University. **Research:** Power and status; negotiation and auctions; multicultural experience and creativity; diversity, intergroup conflict, stereotyping, and stigma; counterfactual thinking and decision making.

## PAUL M. HIRSCH

James L. Allen Professor of Strategy and Management and Organizations, Chair of Management and Organizations Department. BA 1966, City College of New York; MA 1968, PhD 1973, Sociology, University of Michigan. **Research:** Managing mergers and restructurings, corporate strategy, organizational change, human resource management.

## BRAYDEN KING

Assistant Professor of Management and Organizations. BA 1999, MS 2001, Sociology, Brigham Young University; PhD 2005, Sociology, University of Arizona. **Research:** Organizational change, social movements and corporate policymaking, economic sociology, the emergence and transformation of organizational identities.

## ROBERT W. LIVINGSTON

Assistant Professor of Management and Organizations. BA 1993, Spanish/Latin American Studies, Tulane University; MA 1996, Romance Literature and Linguistics, University of California, Los Angeles; MS 1998, PhD 2001, Social Psychology, The Ohio State University. **Research:** Intergroup relations, emotion, social cognition, intuitive judgment and decision-making, workplace discrimination, managing cultural and ethnic diversity, nonconscious stereotyping and prejudice, social justice, conflict resolution, trust and cooperation.

## VICTORIA H. MEDVEC

Adeline Barry Davee Professor of Management and Organizations, Executive Director of the Center for Executive Women. BA 1986, Bucknell University; PhD 1995, Cornell University. **Research:** Judgment and decision-making with a particular emphasis on how people feel about the decisions they have made; research in both independent decision-making and interdependent decisions within the context of negotiations.

## J. KEITH MURNIGHAN

Harold H. Hines Jr. Professor of Risk Management. BS 1970, Psychology, MS 1972, PhD 1974, Social Psychology, Purdue University. **Research:** Decision making, negotiations, group dynamics, behavioral game theory, trust, fairness, team building, ethics, and emotions.

## LORAN NORDGREN

Senior Lecturer/Donald P. Jacobs Scholar of Management and Organizations. BA 2001, Psychology, St. Olaf College; PhD 2007, Social Psychology, University of Amsterdam. **Research:** Judgment and decision-making, emotion, self-control, and risk perception.

## WILLIAM OCASIO

John L. and Helen Kellogg Professor of Management and Organizations. BA 1976, Economics, University of Puerto Rico; MBA 1984, Harvard University; PhD 1992, Organizational Behavior, Stanford University. **Research:** Political dynamics in organizations, corporate governance and control, organizational attention and decision-making, organizational change.

# MANAGEMENT AND ORGANIZATIONS

## SUSAN PERKINS

Assistant Professor of Management and Organizations. BA 1991, Marketing, Howard University; MBA 1995, MPhil 2003, Management, PhD 2006, Management: Strategy and International Business, New York University. **Research:** Foreign direct investment, multinational enterprise strategy, institutional theory, corporate ownership and governance.

## KATHERINE W. PHILLIPS

Associate Professor of Management and Organizations, Co-Director of the Interdisciplinary Center on Science of Diversity. BSc1994, Psychology, University of Illinois, Urbana-Champaign; PhD 1999, Organizational Behavior, Stanford University. **Research:** Process and performance of work groups in organizations including the roles of informational and demographic diversity, minority influence, social categorization; expectancy violations on group decision-making and problem solving.

## MICHAEL RADNOR

Professor of Management and Organizations. BSc 1956, DIC 1957, Imperial College of Science and Technology, London University; Diploma 1956, London School of Economics; PhD 1964, Northwestern University. **Research:** International technology strategy, international business and trade development, technology sourcing, innovation processes, industry and trade policy, technology transfer and application, US/Third World relations, industrial restructuring and privatization, small business development.

## ITHAI STERN

Assistant Professor of Management and Organizations. BS 1997, Hebrew University of Jerusalem, Israel; MA 1998, University of Notre Dame; PhD 2005, University of Texas at Austin. **Research:** Strategic management and organization theory.

## LEIGH THOMPSON

J. Jay Gerber Professor of Dispute Resolution and Organizations, Director of the Kellogg Teams and Groups Research Center. BS 1982, Northwestern University; MA 1984, University of California, Santa Barbara; PhD 1988, Northwestern University. **Research:** Negotiation, group behavior, decision-making, social cognition and affective evaluations of events. How groups and teams develop shared understanding of problems and behaviors.

## BRIAN UZZI

Richard L. Thomas Professor of Leadership and Organizational Change, Professor of Management and Organizations, Professor of Sociology. BA 1982, Business and Psychology, Hofstra University; MS 1989, Carnegie Mellon University; MA 1991, PhD 1994, Sociology, State University of New York, Stony Brook. **Research:** Social Networks, complexity theory, embeddedness, diffusion.

## KLAUS WEBER

Assistant Professor of Management and Organizations. BA 1994, European Studies and Business, Middlesex University; Dipl. - Betriebswirt 1994, FH Reutlingen; MS 1995, Industrial Relations, London School of Economics; PhD 2003, Organizational Behavior, University of Michigan. **Research:** Cultural and institutional theory; organizational sensemaking, language and discourse; social movements and organizations; environmental sustainability, globalization.

## EDWARD J. ZAJAC

James F. Beré Professor of Management and Organizations, Professor of Health Industry Management, Director of the Center for Research on Strategic Alliances. BS 1979, Accounting and German, LaSalle College; MBA 1984, Management/Strategic Planning, MA 1985, PhD 1986, Organization and Strategy, University of Pennsylvania. **Research:** Study of strategic management issues, particularly strategic alliances, corporate governance (CEO/board relations and CEO succession and compensation), and organizational adaptation to changing business environments.

# MANAGERIAL ECONOMICS AND STRATEGY

## NABIL AL-NAJJAR

Professor of Managerial Economics. BA 1979, Al-Mustansiriah University, Baghdad; MA 1983, University of Ottawa; PhD 1989, University of Minnesota. **Research:** Decision theory, learning, game theory.

## ALP E. ATAKAN

Assistant Professor of Managerial Economics and Decision Sciences. BS 1993, University of Pennsylvania; MBA 1997; PhD 2003, Columbia University. **Research:** Game theory, bargaining and search theory, industrial organization.

## DAVID AUSTEN-SMITH

Peter G. Peterson Professor of Corporate Ethics, Professor of Political Science and Economics. BSc 1974, Economics, University of Bristol (England); PhD 1978, Economics, Cambridge University. **Research:** Political economy, social choice and welfare, deliberation, income distribution.

## SANDEEP BALIGA

Associate Professor of Managerial Economics and Decision Sciences. BA 1988, Cambridge University; PhD 1993, Economics, Harvard University. **Research:** Game theory; mechanism design; contract theory; theory of the firm; game-theoretic approach to international relations.

## DAVID A. BESANKO

Senior Associate Dean: Planning and External Relations, Alvin J. Huss Professor of Management and Strategy. AB 1977, Political Science, Ohio University; MS 1980, PhD 1982, Managerial Economics and Decision Sciences, Northwestern University. **Research:** Industrial economics; competitive strategy; public policy economics.

## HENRY S. BIENEN

President, Northwestern University, Professor of Management and Strategy. BA (honors) 1960, Cornell University; MA 1961, PhD 1966, University of Chicago. **Research:** Political science with interests in political and economic development, comparative politics, civil-military relations, and U.S. foreign policy; particularly concerned with economic and political conditions in the nations of Africa.

## JENNIFER BROWN

Senior Lecturer/Donald P. Jacobs Scholar of Management and Strategy. BSc 2001, Agribusiness, University of Manitoba; MSc 2003, Agricultural Economics, University of Guelph; PhD 2008, Agricultural and Resource Economics, University of California, Berkeley. **Research:** Industrial organization, personnel economics, auctions and tournaments.

## MEGHAN BUSSE

Associate Professor of Management and Strategy. BA 1992, Economics, Brigham Young University; PhD 1997, Economics, Massachusetts Institute of Technology. **Research:** Pricing, price discrimination, market structure and competition.

## STEVEN CALLANDER

Assistant Professor of Managerial Economics and Decision Sciences. B. Comm 1996, The University of New South Wales; MS 1999 and PhD 2001, California Institute of Technology. **Research:** Political economy, voting systems and elections.

## LEEMORE S. DAFNY

Assistant Professor of Management and Strategy. AB 1995, Economics, Harvard University; PhD 2001, Economics, Massachusetts Institute of Technology. **Research:** Industrial organization, competition in healthcare markets, anticompetitive conduct, merger analysis, healthcare reform, public health insurance programs.

## SUDHAKAR D. DESHMUKH

Charles E. Morrison Professor of Decision Sciences, Co-Director of Master of Management and Manufacturing Program. BE 1964, Mechanical Engineering, Poona University, India; MS 1966, Industrial Engineering, Purdue University; PhD 1971, Business Administration, University of California, Berkeley. **Research:** Applied probability and stochastic optimization models of decisions involving time and uncertainty, with applications in management science and economics.

## DANIEL DIERMEIER

IBM Professor of Regulation and Competitive Practice; Director, Ford Motor Company Center for Global Citizenship; Co-Director, Northwestern Institute on Complex Systems (NICO). AM 1989, University of Southern California; MA 1990, University of Munich; PhD 1994, University of Rochester; PhD candidate, Philosophy, Duisburg University, Germany. **Research:** Political economy, comparative political institutions, legislative politics, explanations in the social sciences, ethics.

# MANAGERIAL ECONOMICS AND STRATEGY

## DAVID S. DRANOVE

Walter J. McNerney Professor of Health Industry Management, Professor of Management and Strategy, Director of the Center for Health Industry Market Economics. BA 1977, Biology, MBA 1979, Cornell University; PhD 1983, Economics, Stanford University. **Research:** Industrial organization and the economics of information, business strategy, medical economics, health services policy analysis.

## WIOLETTA DZIUDA

Senior Lecturer/Donald P. Jacobs Scholar of Managerial Economics and Decision Sciences. Magister 2000, Quantitative Methods and Information Systems, Warsaw School of Economics; PhD 2008 (Expected), Economics, Princeton University. **Research:** Microeconomic theory, game theory, communication games.

## MEHMET EKMEKCI

Assistant Professor of Managerial Economics and Decision Sciences. BSc 2000, Industrial Engineering, Bogazici University; PhD 2006, Economics, Princeton University. **Research:** Microeconomic theory, game theory, political economics.

## PÉTER ESŐ

Assistant Professor of Managerial Economics and Decision Sciences. BA 1993, Budapest University of Economics, PhD 2000, Economics, Harvard University. **Research:** Auction theory, contract theory, mechanism design.

## TIMOTHY J. FEDDERSON

Wendell Hobbs Professor of Managerial Politics, Director of Social Enterprise at Kellogg (SEEK). BA 1985, Indiana University; PhD 1993, University of Rochester. **Research:** Political economy with a specific interest in democratic institutions and voting systems.

## YUK-FAI FONG

Assistant Professor of Management and Strategy. BSc 1994, MPhil 1996, Chinese University of Hong Kong, PhD 2003, Economics, Boston University. **Research:** Industrial organization, applied microeconomic theory, dynamic/repeated games.

## SHANE M. GREENSTEIN

Elinor and Wendell Hobbs Professor of Management and Strategy. BA 1983, University of California, Berkeley; PhD 1989, Stanford University. **Research:** Commercialization of technology; high-technology markets; computing, communications and Internet markets; industrial economics.

## DONALD H. HAIDER

Professor of Management and Strategy, Professor of Social Enterprise. BA 1964, Stanford University; MA 1967, PhD 1973, Political Science, Columbia University. **Research:** Nonprofit mergers and alliances, public finance and management, economic development.

## BÅRD HARSTAD

Associate Professor of Managerial Economics and Decision Sciences. MS 1999, Economics, University of Oslo; PhD 2003, Economics, Stockholm University. **Research:** Political economics, contract theory.

## FLORIAN HEROLD

Assistant Professor of Managerial Economics and Decision Sciences. BS 1995, MS 2000, Physics, University of Munich; PhD 2005, Economics, University of Munich. **Research:** Game theory, evolution, contract theory, political economics, behavioral economics.

## THOMAS N. HUBBARD

John L. and Helen Kellogg Professor of Management and Strategy. BA 1989, Economics, Princeton; PhD 1996, Economics, Stanford University. **Research:** Industrial organization, organizational economics, economics of technology.

## EDWARD F.X. HUGHES, MD

Professor of Health Industry Management, Professor of Management and Strategy, Professor of Preventive Medicine. BA 1962, Philosophy, Amherst College; MD 1966, Harvard Medical School; MPH 1969, Public Health, Columbia University. **Research:** Health policy; health management; managed care; physician behavior; physician-hospital relations; health delivery systems; economics and quality of health care; pharmaceutical, biotechnology, and medical device industries; leadership.

## BENJAMIN F. JONES

Associate Professor of Management and Strategy. BSE 1995, Mechanical and Aerospace Engineering, Princeton University; MPhil 1997, Economics, Oxford University; PhD 2003, Economics, Massachusetts Institute of Technology. **Research:** Economic growth; development economics; technology and innovation.

# MANAGERIAL ECONOMICS AND STRATEGY

## EHUD KALAI

James J. O'Connor Professor of Decision and Game Sciences, Professor of Mathematics, Director of the Center for Strategic Decision-Making. AB 1967, Mathematics, University of California, Berkeley; MS 1971, Mathematics, PhD 1972, Applied Mathematics, Cornell University. **Research:** Game theory, mathematical economics.

## PETER KLIBANOFF

Associate Professor of Managerial Economics and Decision Sciences. AB 1990, Applied Mathematics, Harvard University; PhD 1994, Economics, Massachusetts Institute of Technology. **Research:** Decision theory, especially issues related to modeling uncertainty and ambiguity; economic theory; behavioral economics and finance.

## CHRISTOPH A. KUZMICS

Assistant Professor of Managerial Economics and Decision Sciences. MA 1997, Mathematics, Technical University Graz, Austria; MA 1998, Quantitative Finance, Institute for Advanced Studies, Austria; MPhil 2000, Economics, PhD 2003, Economics, University of Cambridge. **Research:** (Evolutionary) game theory, mathematical economics.

## JUSTIN LENZO

Assistant Professor of Management and Strategy. BA 2000, Government, Georgetown University; MA 2006, PhD 2006, Economics, Boston University. **Research:** Industrial organization, applied econometrics, game theory.

## JIN LI

Assistant Professor of Management and Strategy. BA 2002, Economics and Math, Wesleyan University; BS 2002, Applied Math, California Institute of Technology; PhD 2007, Economics, Massachusetts Institute of Technology. **Research:** Labor economics, organizational economics.

## ANTOINE LOEPER

Assistant Professor of Managerial Economics and Decision Sciences. BA 2001, Applied Mathematics and Physics, Ecole Polytechnique; MSc 2002, Economic Theory and Econometrics, PhD 2006, Economics, MPSE, University of Toulouse. **Research:** Political economy, voting theory, mechanism design, federalism.

## NIKO MATOUSCHEK

Associate Professor of Management and Strategy. BSc 1995, Economics; MSc 1996, Economics; PhD 2000, Economics, London School of Economics. **Research:** Economics of organization, contract economics, industrial organization.

## MICHAEL J. MAZZEO

Assistant Professor of Management and Strategy. AB 1991, Economics and Urban Studies; PhD 1998, Economics, Stanford University. **Research:** Empirical industrial organization, structural econometric modeling of oligopoly competition.

## THERESE MCGUIRE

ConAgra Foods Research Professor of Strategic Management, Director of the Guthrie Center for Real Estate Research, Director of the Real Estate Management Program. BA 1978, Mathematics and Economics, University of Nebraska at Lincoln; PhD 1983, Economics, Princeton University. **Research:** State and local public finance, fiscal decentralization, property taxes, education finance, regional economic development, tax incentives.

## MARCO OTTAVIANI

Professor of Management and Strategy. Laurea (BA/MA) 1992, Economics, Bocconi University; PhD 1996, Economics, Massachusetts Institute of Technology. **Research:** Microeconomics, industrial organization, contract theory, and organization economics.

## BRIAN ROGERS

Assistant Professor of Managerial Economics and Decision Sciences. BA 2001, Mathematics and Economics, University of Virginia; MS 2003, PhD 2006, Social Sciences, California Institute of Technology. **Research:** Microeconomic theory, game theory, network formation, behavioral game theory.

## YUVAL SALANT

Senior Lecturer/Donald P. Jacobs Scholar of Managerial Economics and Decision Sciences. BSc 2000, MSc 2003, Computer Science, Hebrew University; PhD 2008, Economic Analysis and Policy, Stanford University. **Research:** Economic theory, foundations of behavioral economics, decision theory, bounded rationality.

# MANAGERIAL ECONOMICS AND STRATEGY

## ALBERTO B. SALVO

Assistant Professor of Management and Strategy. BA 1994, University of Sao Paulo; MSc 2000, London School of Economics; PhD 2005, London School of Economics. **Research:** Industrial organization, applied microeconomics, international economics, applied microeconometrics, strategy.

## MARK A. SATTERTHWAITTE

A.C. Buehler Professor of Hospital and Health Services Management, Professor of Managerial Economics, Professor of Management and Strategy, Chair of Management and Strategy Department, Director of the General Motors Research Center for Strategy in Management. BS 1967, Economics, California Institute of Technology; MS 1969, PhD 1973, Economics, University of Wisconsin, Madison. **Research:** Trading under asymmetric information, dynamics of competition within oligopolies, competition among health care providers.

## KARL SCHMEDDERS

Associate Professor of Managerial Economics and Decision Sciences. Vordiplom (German BA) 1989, Business Engineering, Universitaet Karlsruhe, Germany; MS 1992, PhD 1996, Operations Research, Stanford University. **Research:** Mathematical economics, in particular general equilibrium models involving time and uncertainty, asset pricing, mathematical programming.

## JAMES SCHUMMER

Associate Professor of Managerial Economics and Decision Sciences. BS 1992, Finance, Pennsylvania State University; PhD 1997, Economics, University of Rochester. **Research:** Collective decision-making, mechanism design, game theory.

## KYOUNGWON SEO

Senior Lecturer/Donald P. Jacobs Scholar of Managerial Economics and Decision Sciences. BA 1998, MA 2002, Economics, Seoul National University; PhD 2008, Economics, University of Rochester. **Research:** Decision theory, game theory.

## ERAN SHMAYA

Senior Lecturer/Donald P. Jacobs Scholar of Managerial Economics and Decision Sciences. BA 1994, MA 2002, PhD 2007, Mathematics, Tel Aviv University. **Research:** Game theory, probability, information theory, decision theory.

## DANIEL F. SPULBER

Elinor Hobbs Professor of International Business, Professor of Management and Strategy. BA 1974, Economics, University of Michigan; MA 1976, PhD 1979, Economics, Northwestern University. **Research:** Microeconomics, theory of the firm, entrepreneurship, industrial organization, international economics, law and economics, management strategy.

## SCOTT STERN

Associate Professor of Management and Strategy, Academic Director, Kellogg Biotechnology Program. BA 1990, Economics, New York University; PhD 1996, Economics, Stanford University. **Research:** Technology-intensive industries and markets, economics of technological change, strategic management of technology, industrial organization, creating and commercializing new products, health economics.

## RAKESH V. VOHRA

John L. and Helen Kellogg Professor of Managerial Economics and Decision Sciences, Director of the Center for Mathematical Studies in Economics and Management Science. BS 1980, Mathematics, University College, London; MS 1981, Operational Research, London School of Economics; PhD 1985, University of Maryland. **Research:** Pricing strategies, auctions and game theory.

## YASUTORA WATANABE

Assistant Professor of Management and Strategy. BA 1997, University of Tokyo; MA 2004, University of Pennsylvania; PhD 2005, University of Pennsylvania. **Research:** Empirical microeconomics, public economics, political economics, law and economics.

## ROBERT J. WEBER

Frederic Esser Nemmers Professor of Decision Sciences. AB 1969, Mathematics, Princeton University; MS 1972, PhD 1974, Operations Research, Cornell University. **Research:** Game theory, auctions and bidding, voting systems.

## JONATHAN WEINSTEIN

Assistant Professor of Managerial Economics and Decision Sciences. BA 1998, Harvard University; PhD 2005, Massachusetts Institute of Technology. **Research:** Game theory, higher-order uncertainty, microeconomic theory.

# MARKETING

## NIDHI AGRAWAL

Assistant Professor of Marketing. BBA 1997, Gujarat University, India; PGDM 1999, Marketing Communications, Mudra Institute of Communications, India; PhD 2006, Marketing, Stern School of Business, New York University. **Research:** Marketing, consumer psychology, consumer information.

## ERIC T. ANDERSON

Hartmarx Research Associate Professor of Marketing. BS 1988, Electrical Engineering, Northwestern; MS 1989, Engineering Economic Systems, Stanford; PhD 1995, Marketing, MIT Sloan School of Management. **Research:** Pricing strategies, channel management, effects of price promotions, sale signs, nine endings and installment billing using large-scale field tests.

## JAMES C. ANDERSON

William L. Ford Professor of Marketing and Wholesale Distribution, Professor of Behavioral Science in Management. BA 1974, Psychology, Western Illinois University; MA 1975, PhD 1978, Psychology, Michigan State University. **Research:** Constructing persuasive value propositions in business markets, and measurement approaches for demonstrating and documenting the value of market offerings.

## GALEN V. BODENHAUSEN

Lawyer Taylor Professor of Psychology, Professor of Marketing, Co-Director of the Interdisciplinary Center on Science of Diversity. BS 1982, Psychology, Wright State University; MA 1984, PhD 1987, Social Psychology, University of Illinois at Urbana-Champaign. **Research:** Social attitudes and social cognition; the role of implicit and automatic reactions in judgment and choice; influence of emotion on decision making; the impact of social identities and reference groups on attitudes and behavior; psychological implications of social diversity.

## MIGUEL BRENDL

Associate Professor of Marketing. Diplom (MA) 1990, Psychology, University of Mannheim; MA 1992, MPhil 1994, PhD 1995, Psychology, Columbia University. **Research:** Consumer behavior: preference formation, decision making, motivation, automatic psychological processes.

## BOBBY J. CALDER

Charles H. Kellstadt Professor of Marketing, Professor of Psychology, Director of the Center for Cultural Marketing. AB 1966, Psychology and Economics, MA 1970, PhD 1970, Social Psychology, University of North Carolina, Chapel Hill. **Research:** New approaches to marketing research; studies of consumer behavior, advertising effectiveness, cultural marketing.

## GREGORY S. CARPENTER

James Farley/Booz Allen & Hamilton Professor of Marketing Strategy, Chair of the Marketing Department. BA 1978 Ohio Wesleyan University; MBA 1980, M.Phil. 1983, PhD 1983, Columbia University. **Research:** Marketing planning and strategy: brand management, timing of new product introduction, strategies for early market entry, defensive marketing strategies.

## ALEXANDER CHERNEV

Associate Professor of Marketing. BA/MA 1986, PhD 1990, Psychology, Sofia University; PhD 1997, Business Administration, Duke University. **Research:** Consumer behavior: preference formation, decision processes, and brand choice.

## ANNE T. COUGHLAN

Professor of Marketing. BA 1977, PhD 1982, Economics, Stanford University. **Research:** Channels of distribution, sales force management and compensation, competitive strategy, international applications of research in these areas.

## DAVID GAL

Assistant Professor of Marketing. BS 1999, Computer Science, Penn State University; MS 2004, Management Science and Engineering, PhD 2007, Business Administration, Stanford University. **Research:** Consumer judgment and decision-making, investor decision-making, multisensory integration.

## KENT GRAYSON

Associate Professor of Marketing. BA 1984, MA 1986, University of Michigan; PhD 1994, Northwestern University. **Research:** Trust and deception in market exchange, authentic and counterfeit products, brand meaning and management, the role of marketing in achieving corporate goals.

## KARSTEN T. HANSEN

Associate Professor of Marketing. MA 1995, Economics, The University of Copenhagen; PhD 2000, Economics, Brown University. **Research:** Econometrics, discrete choice models, data-based marketing.

# MARKETING

## DIPAK C. JAIN

Dean, Kellogg School of Management, Sandy and Morton Goldman Professor of Entrepreneurial Studies, Professor of Marketing. BS 1976, Mathematics and Statistics, MS 1978, Mathematical Statistics, Gauhati University, India; MS 1986, Management Science, PhD 1987, Marketing, University of Texas, Dallas. **Research:** Market segmentation and competitive market structure analysis, new product diffusion, forecasting models, pricing models, analyzing the impact of marketing mix variables on consumer purchase behavior.

## PHILIP KOTLER

SC Johnson & Son Professor of International Marketing. MA 1953, Economics, University of Chicago; PhD 1956, Economics, Massachusetts Institute of Technology. **Research:** Development of marketing principles and new products, strategy, promotional planning, marketing for nonprofit organizations, international marketing.

## LAKSHMAN KRISHNAMURTHI

A. Montgomery Ward Professor of Marketing. BS 1975, Electrical Engineering, IIT, Madras, India; MBA 1977, Louisiana State University, Baton Rouge; MS 1980, Statistics, PhD 1981, Marketing, Stanford University. **Research:** Impact of price and advertising on consumer purchase decisions, new product strategy, competitive strategy, application of conjoint analysis.

## ANGELA Y. LEE

Mechthild Esser Nemmers Professor of Marketing. BBA 1981, Marketing and Travel Industry Management, University of Hawaii; MPhil 1990, Economics, University of Hong Kong; PhD 1995, Marketing, University of Toronto. **Research:** Consumer psychology, with a focus on learning, judgment and choice (cross-cultural consumer behavior; conscious and nonconscious influences of memory; motivation, goals and emotions).

## VINCENT NIJS

Assistant Professor of Marketing. BS 1994, Marketing Management, HEAO Eindhoven; MA 1997, Marketing Research, University of Groningen; PhD 2001, Marketing, University of Leuven. **Research:** Price rigidity, pass-through of trade deals, brand equity, cross-category dependencies, competitive response, advertising impact, pricing.

## YI QIAN

Assistant Professor of Marketing and Kraft Foods Research Professor. AB 2001, Economics, AM 2001, Statistics, PhD 2006, Economics, Harvard University. **Research:** Intellectual property rights, technology advancement and adoptions, foreign direct investment in China, education, econometrics.

## DEREK D. RUCKER

Assistant Professor of Marketing. BS 1998, Psychology, University of California, Santa Cruz; MS 2000, PhD 2005 Psychology, The Ohio State University. **Research:** Psychology of conviction (consumer certainty and power), emotions, attribution, and statistical methodology.

## BRIAN STERNTHAL

Kraft Foods Professor of Marketing. BSc 1965, McGill University; PhD 1972, The Ohio State University. **Research:** Analysis of how communication strategies and audience characteristics influence the processing and impact of advertising messages.

## ALICE M. TYBOUT

Harold T. Martin Professor of Marketing. BS 1970, Business Administration, MA 1972, Consumer Behavior, Ohio State University; PhD 1975, Marketing, Northwestern University. **Research:** Consumer decision making, brand management, brand management during scandals.

## FLORIAN ZETTELMEYER

Professor of Marketing. Vordiplom 1990, Business Engineering, University of Karlsruhe, Germany; MSc. 1991, Economics, University of Warwick; PhD 1996, Management, Massachusetts Institute of Technology. **Research:** Marketing implications of consumer search and uncertainty, industrial organization, pricing, Internet.

## ANDRIS A. ZOLTNERS

Professor of Marketing. BS 1967, Mathematics, University of Miami; MS 1969, Mathematics, Purdue University; MSLA 1972, PhD 1973, Industrial Administration, Carnegie Mellon University. **Research:** Sales force strategy, sales force effectiveness, sales force sizing, structure and resource allocation, sales force compensation.

# OPERATIONS MANAGEMENT

## GAD ALLON

Assistant Professor of Managerial Economics and Decision Sciences. BSc, Industrial Engineering, Technion-Israel Institute of Technology; M.Sc, Operations Research and Systems Analysis, Technion- Israel Institute of Technology; PhD 2005, Columbia University. **Research:** Operations management; service operations; supply chain model of dual sourcing; information sharing among firms and customers; empirical studies of service markets.

## BARIS ATA

Associate Professor of Managerial Economics and Decision Sciences. BS 1997, Industrial Engineering, Bilkent University, Turkey; MS 1999 EES and OR, MA 2000 Business Research, MS 2001 Mathematics, MS 2002 Statistics, PhD 2003 Business, Stanford University. **Research:** Dynamic control of manufacturing systems and communication networks: heavy traffic approximations, Brownian and fluid network models, discrete-review policies and analysis of asymptotic performance; pricing congestible resources; revenue management.

## ACHAL BASSAMBOO

Assistant Professor of Managerial Economics and Decision Sciences. B.Tech 2000, Mechanical Engineering, Indian Institute of Technology, Delhi; MS 2003, Statistics, Stanford University; PhD 2005, Business (Operations, Information and Technology), Stanford University. **Research:** Applied probability and stochastic models; stochastic systems: performance analysis and optimal control; revenue management; operations management; rare event simulation.

## SUNIL CHOPRA

Senior Associate Dean: Curriculum and Teaching, IBM Professor of Operations Management and Information Systems. BTech 1981, Mechanical Engineering, Indian Institute of Technology, Delhi; MS 1984, PhD 1986, Operations Research, State University of New York, Stony Brook. **Research:** Operations management, network design, combinatorial optimization.

## SARANG DEO

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## SUDHAKAR D. DESHMUKH

Charles E. Morrison Professor of Decision Sciences, Co-Director of Master of Management and Manufacturing Program. BE 1964, Mechanical Engineering, Poona University, India; MS 1966, Industrial Engineering, Purdue University; PhD 1971, Business Administration, University of California, Berkeley. **Research:** Applied probability and stochastic optimization models of decisions involving time and uncertainty, with applications in management science and economics.

## ITAY GURVICH

Senior Lecturer/Donald P. Jacobs Scholar of Managerial Economics and Decision Sciences. BSc 2002, Industrial Engineering, MSc 2004, Operations Research, Technion, Israel Institute of Technology; PhD 2008, Decision, Risk, and Operations, Columbia University. **Research:** Service systems, queueing systems, and applied probability.

## MARTIN A. LARIVIERE

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## WUQIN LIN

Assistant Professor of Managerial Economics and Decision Sciences. BS 1998, Shanghai Jiaotong University, Shanghai, China; MPhil 2001, The Hong Kong University of Science and Technology, Hong Kong, China; PhD 2005, Georgia Institute of Technology. **Research:** Stochastic process, applied probability, optimization, stochastic processing networks, logistics and supply chain management.

## R. CANAN SAVASKAN-EBERT

Assistant Professor of Managerial Economics and Decision Sciences. MS 1995, Industrial engineering, Bogazici University, Turkey; MS 1997, PhD 2000 INSEAD, France. **Research:** Incentive Issues in supply chain management, marketing/operations interface, sustainable operations, reverse logistics, quality management.

# OPERATIONS MANAGEMENT

## HYO DUK SHIN

Senior Lecturer/Donald P. Jacobs Scholar of Managerial Economics and Decision Sciences. Bachelor of Engineering 1997, Industrial Engineering, KAIST; Master of Engineering 2001, Management Engineering, KAIST; MS 2003, Statistics, University of Chicago; PhD 2008, Operations, Information and Technology, Stanford University. **Research:** Supply chain management and contracting; competition in operations management; economics in information systems.

## JAN VAN MIEGHEM

Harold L. Stuart Professor of Managerial Economics, Professor of Operations Management, Chair of the Managerial Economics and Decision Sciences Department. MS 1989, University KU Leuven, Belgium; MS 1990, PhD 1995, Stanford University. **Research:** Operations management (capacity, inventory and supply chain management; queuing, newsvendor, and heavy traffic theory and optimization), operations strategy (capacity investment, network design, strategic sourcing, pricing).

## RAKESH V. VOHRA

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