

# Dissertation, Graduation, and Job Placement Data of Kellogg PhD Students: 1997 - 2012

## Accounting Information and Management

**Dora Altschuler:** "Empirical studies on managements' voluntary disclosures of earnings and cash flows," 2011; Loyola University, Chicago.

**Anne Beyer:** "Essays on Earnings Forecasts, Earnings Management, and Capital Market Prices," 2006; Stanford University.

**Stephen Brown:** "The Impact of Pension Assumptions on Firm Valuation," 2001; Emory University.

**Daniel Cohen:** "Quality of Financial Reporting Choice: Determinants and Economic Consequences," 2004; University of Southern California.

**Aiysha Dey:** "Corporate Governance and Financial Reporting Credibility," 2005; University of Chicago.

**Thomas Fields:** "Debt Contracts: Dividend Restrictions and Capital Rationing," 2004; Harvard University.

**Ole-Kristian Hope:** "A Study of International Variations in the Financial Reporting Environment, Disclosure Practices and Analysts' Forecasts," 2001; University of Toronto.

**Peter Hostak:** "Measures of Risk in Performance Pricing-Based Debt Contracts and Firms' Reporting Behavior," 2006; University of Massachusetts, Dartmouth.

**Bjorn Jorgensen:** "Essays on Accounting, Capital Structure, and Risk Management," 1999; Harvard University

**Emre Karaoglu:** "Regulatory Capital and Earnings Management in Banks: The Case of Loan Sales and Securitization", 2002; University of Southern California.

**Kiat Bee Jimmy Lee:** "The Role of Accounting Conservatism in Firms' Financial Decisions," 2011; Singapore Management University.

**Xiaohui Gloria Liu:** "Analysts' Response to Earnings Management," 2004; University of Texas, Dallas.

**Kin Lo:** "Economic Consequences of Changes in Executive Compensation Disclosure Rules," 1999; University of British Columbia.

**Iván Marinovic:** "Essays on Financial Reporting," 2011; Stanford University.

**Ramanan Natarajan Venkataraman:** "Essays on Disclosure and Corporate Governance," 2007; University of California, Davis.

**Rafael Rogo:** "The Choice of Selling Mechanism in Business Combinations," 2012; University of British Columbia.

**Ewa Sletten:** "Essays on Discretionary Disclosure," 2007; Massachusetts Institute of Technology.

**Liang Tan:** "Essays on Debt Contracting," 2011; George Washington University.

**Eric Weber:** "Auditor Rotation and Retention Rules: A Theoretical Analysis," 1997; Universidad De Navarra, Barcelona.

**Yang George Yong:** "Why Insiders in Some Firms Are More Inside Than Those in Others: Cross-Sectional Determinants and Effects of Insider Purchase Profitability," 2005; Chinese University of Hong Kong.

**Jingjing Zhang:** "Determinants of Contracting Structure: Evidence from Syndicated Loan Agreements," 2012; McGill University.

**Jie Zhou:** "Do Analysts Act Strategically to Induce Management Guidance? -- Theory and Evidence." 2012; National University of Singapore.

## **Finance**

**Arik Ben Dor:** "Essays in Initial Public Offerings," 2004; Lehman Brothers, New York.

**Luca Benzoni:** "Essays in Empirical Finance," 2001; University of Minnesota.

**Jonathan Brogaard:** "Essays on High Frequency Trading," 2012; University of Washington.

**Luis Bryce:** "The Role of Financial Markets in the Long and the Short Run," 2012; Postdoctoral Fellow, University of Lausanne, Switzerland.

**Frederick Burkhardt:** "Essays in Corporate Finance," 2012; Champlain College.

**Kevin Crotty:** "Essays on Financial Markets," 2012; Rice University.

**Zhi Da:** "Three Essays on Asset Pricing," 2006; University of Notre Dame.

**Robert Dam:** "Essays in Corporate Finance," 2012; United States Air Force Academy.

**Ashish Das:** "Essays in Empirical Finance: An Investigation of High Frequency Return Volatility in Equity and Foreign Exchange Markets," 2000; Moody's KMV, San Francisco.

**Flavio De Andrade, Jr.:** "Essays in Financial Economics," 2010; INSEAD.

**David Dicks:** "Essays in Corporate Finance," 2009; University of North Carolina, Chapel Hill.

**Vadim Di Pietro:** "Essays in Empirical Asset Pricing," 2007; JPMorgan, London.

**Dobrislav Dobrev:** "High-Frequency Returns and Volatility in Financial Markets: Generalized Range Theory and Conditional Moment Tests of No-Arbitrage Semi-Martingale Restrictions," 2007; Board of Governors of the Federal Reserve System, Washington, D.C.

**Joseph Engelberg:** "Three Essays on News, Financial Media and Investor Behavior," 2009; University of North Carolina, Chapel Hill.

**Michael Faulkender:** "Essays in Empirical Corporate Finance," 2002; Washington University, St. Louis.

**Pengjie Paul Gao:** "Essays in Financial Economics," 2007; University of Notre Dame.

**Yao Gao:** "Essays on Initial Public Offerings (IPOs)," 2002; Baruch College, The City University of New York.

**Larry Gorman:** "Asset Allocation Imbalances and Potential Causes of International Asset Pricing Model Rejections," 1998; Cal Poly College of Business.

**Jingling Guan:** "Equity Market Returns and Recessions," 2011; Georgia State University.

**Zhiguo He:** "Essays in Optimal Contracting," 2008; University of Chicago.

**Xiaoqing Hu:** "Essays on Portfolio Choices for Homeowners," 2002; University of Illinois, Chicago.

**Lubomira Ivanova:** "Essays on Mutual Funds Performance," 2005; LECG, LLC, Chicago.

**Andrew Kaplin:** "Essays in Financial Economics," December 2003; Moody's KMV, San Francisco.

**Grace Koo:** "Mutual Fund Flows and Liquidity," 2007; JPMorgan, London.

**Yizaq (Isaac) Kleshchelski:** "Essays in Asset Pricing and Macroeconomics," 2008; Washington University, St. Louis.

**Ilan Kremer:** "Competition in Financial Markets," 2000; Stanford University.

**Nisan Langberg:** "Entrepreneurial Financing," 2004; University of Houston.

**Yaron Leitner:** "Optimal Financial Arrangements with Lack of Commitment: Fragile Networks, Collateralized Trade, and a Theory of an Exchange," 2001; Federal Reserve Bank, Philadelphia.

**Amnon Levy:** "Essays in Financial Economics," 2000; New York University.

**Qianqiu Liu:** "Essays on Using High-Frequency Data in Empirical Asset Pricing Models," 2003; University of Hawaii.

**Qi Lu:** "Do Stock Mergers Create Value for Acquirers?," 2008; Pace University.

**Srikant Marakani:** "Essays on Asset Pricing with Long Run Risks," 2010; City University of Hong Kong.

**Danny Meidan:** "Essays in Finance," 2006; Barclays Global Investors, San Francisco.

**Ioan Mirciov:** "Essays in Asset Pricing," 2010; Barclays, Quantitative Portfolio Management Area, London.

**George Nishiotis:** "Essays on International Finance," 1999; Tulane University.

**Dmitry Novikov:** "Essays in Empirical Finance," 2004; Goldman Sachs, New York.

**Elizabeth Odders-White:** "Essays in Market Microstructure," 1997; University of Wisconsin, Madison.

**Ioan Olaru:** "Essays in Hedge Fund Economics," 2008; Cornerstone Research, New York.

**Valery Polkovnichenko:** "Essays in Financial Economics," 2000; University of Minnesota.

**Ronnie Sadka:** "Essays on Stock Momentum and Asset Liquidity," 2003; University of Washington.

**Stephen Sapp:** "Essays on the Workings of the Foreign Exchange Market," 1999; University of Western Ontario.

**Caroline-Anne Sasseville:** "Essays in Finance," 2007; Barclays Global Investors, San Francisco.

**Niels Schuehle:** "Essays in Finance," 2010; London Business School.

**Anna Shcherbina:** "Differences of Opinion and Asset Returns," 2002; Harvard University.

**Georgios Skoulakis:** "Essays in Asset Pricing and Financial Econometrics," 2006; University of Maryland.

**Arne Staal:** "Essays in Empirical Finance," 2006; Lehman Brothers, New York.

**Yong Wang:** "Essays on the Cross Section of Stock Returns," 2005; Hong Kong Polytechnic University.

**Adam Werner:** "The Role of Investment Bankers in Security Offerings: An Empirical study of Underwriter Reputation," 1999; Cornerstone Research.

**Jared Williams:** "Essays on Behavioral Finance and Economic Forecasting," 2009; Penn State University.

**Jing David Xue:** "Essays in Capital Structure," 2004; Hong Kong and Shanghai Banking Corporation (HSBC).

**Shaoxuan "Sharon" Yang:** "Essays in Asset Pricing," 2011; Peking University.

**Weina Zhang:** "Essays on Credit Ratings, Credit Risk and Modeling," 2006; National University of Singapore.

## **Management and Organizations**

**Wendi Adair:** "Reciprocity in the Global Market: Cross-Cultural Negotiations," 2000; Cornell University.

**Lisa Amoroso:** "Social Hierarchy and Autonomy in Germany and the United States 1980 - 2000), 2003; Beloit College.

**Gail Berger:** "Power and Communication: Message Interpretation and Message Construction," 2003; The School of Education and Social Policy, Northwestern University; Ruda Cohen and Associates.

**Y. Sekou Bermiss:** "The Emergence and Evolution of Professional Service Industries," 2009; University of Texas, Austin.

**Marcus Britton:** "The Spatial Organization of Contact, Ties, and Investment Flows: Customer Relationships and Credit Access in Commercial Banking," 2006; post-doc, Rice University, Sociology Department.

**Eileen Chou:** "Contract Specificity: The Motivational, Cognitive, and Behavioral Benefits of Less Specific Contracts," 2012; Batten School of Public Policy, University of Virginia.

**Susan Crotty:** "Creativity or Chaos: Channeling the Creative Capacity of Multicultural Teams," 2008; Purdue University.

**Dania Dialdin:** "Multi-Firm Alliance Formation and Governance Structure: Configural and Geometric Perspectives," December 2003; Erasmus University, Rotterdam.

**Nicole Dubbs:** "Strategic Linkage Consistency and organizational Performance in the Health Care Industry;" 1999; Columbia University.

- Tracy Dumas:** "When to Draw the Line: Effects of Identity and Role Boundary Management on Interrole Conflict," December 2003; George Washington University.
- Brenda Ellington-Booth:** "Processes in the Evolution of Trust in Interfirm Collaborative Relationships: A Longitudinal Study," 1998; Clinical Assistant Professor and Associate Director of Executive Programs, Kellogg School, Northwestern University.
- Peer Fiss:** "Corporate Governance and the Symbolic Management of Stakeholders: The Emergence of a Shareholder Value Orientation in Germany," 2003; Queen's University.
- Tiffany Galvin:** "Organized Interests and Governance in the Health Care Field: Institutional Perspectives on Field-Level Dynamics," 1998; University of Texas at Dallas.
- Amin Ghaziani:** "The Paradox of Infighting: Conflict and Culture in Lesbian and Gay Marches on Washington," 2006; Cotsen Postdoctoral Fellow in the Society of Fellows, Princeton University; currently the University of British Columbia.
- James Gillespie:** "The Law, Sociology, and Strategy of an Illegitimate Organizational Field: Cocaine, 1880-1930," 2006; University of Illinois, Chicago.
- Simona Giorgi:** "Culture in Action: Cultural Competence and Agency in Institutional Environments," 2010; Boston College.
- Brian Gunia:** "The blame-taker's dilemma: Actions and reactions in the wake of organizational failure," 2011; Johns Hopkins University.
- Richard Hayes:** "Towards a Constituency Perspective of Organizational Embeddedness: Online Graduate Professional Programs and Higher Education," 2005; Hofstra University.
- Kathryn Heinze:** "Working with Harmony: Institutional Entrepreneurship in the Context of Integrative Medicine," 2010; University of Michigan.
- Li Huang:** "Mind-Body Dissonance: A Catalyst to Creativity and A Source of Illusions," 2011; INSEAD.
- Michael Jensen:** "The Role of Network Resources in Market Entry: Commercial Banks' Entry into Investment Banking 1987-1999" 2001; University of Michigan, Ann Arbor.
- John Joseph:** "Goal Activation, Managerial Attention and Resource Allocation: The Effects of Organizational Goals on Innovation," 2009; Duke University.
- Mark Kennedy:** "The Earliest Moments of New Niches: Firms, Third Party Evaluators, and the Source Costs of Information," 2003; University of Southern California.
- Mary Kern:** "The Illusion of Transparency in Negotiation: Culture's Consequences on Negotiation Biases and Outcomes," 2005; Baruch College, City University of New York.
- Tae Hyun Kim:** "Client Leadership in Professional Service Industries," 2011; Korea Advanced Institute of Science and Technology.
- Peter Kim:** "Working under the Shadow of Suspicion: The Implications of Trust and Distrust for Information Sharing in Groups," 1998; University of Southern California.
- Shirli Kopelman:** "Culture and Power Asymmetry in Resource Negotiations: Implications for Self-Interested Behavior in Social Dilemmas," December 2003; University of Michigan.

**Gillian Ku:** "Stuck in the Big Muddy: Behavioral and Affective Forecasting, Competitive Arousal, and Escalation of Commitment," 2004; London Business School.

**Terri Kurtzberg:** "Creative Styles and Teamwork: Effects of Coordination and Conflict on Group Outcomes," 2000; New York University.

**Rodney Lacey:** "Industry-Level Control of Production: A Case Study of Hollywood Deal Making," 2001; University of Florida, Gainesville.

**Ryon Lancaster:** "The Office of St. Peter: The Emergence of Bureaucracy in the English Catholic Church. 1066-1250," 2005; University of Chicago, Sociology Department.

**Claus Langfred:** "The Importance of Cross-Level Analysis and Contextual Contingencies When Granting Autonomy to Groups and Individuals in Organizations," 1998; Washington University, St. Louis.

**Daniel Levin:** "Transferring Knowledge within the Organization in the R&D Arena," 1999; Rutgers University.

**Katie Liljenquist:** "Resolving the fundamental impression management dilemma: The strategic benefits of soliciting others for advice," 2010; Brigham Young University.

**Michael Lounsbury:** "From Trusteeship to Fund Family: Organizational Form Transformation and the Integration of Mutual Funds into the U.S. Field of Finance, 1924-1991," 1999; Cornell University.

**Robert Lount, Jr.:** "An Examination of the Relationship between Positive Mood and Trust: A Comparison of Two Theoretical Models," 2007; Ohio State University.

**Denise Lewin Loyd:** "Avoiding the Appearance of Favoritism in Evaluating Similar Others: The Impact of Status and Distinctiveness," 2005; Massachusetts Institute of Technology.

**Deepak Malhotra:** "Reciprocity in the Context of Trust: The Differing Perspectives of Trustors and Trusted Parties," 2002; Harvard University.

**Paul Martorana:** "From System Justification to System Condemnation: Antecedents of Low-Power Attempts to Change Power Hierarchies," 2005; University of Texas, Austin.

**Don Moore:** "The Unexpected Benefits of Negotiating under Time Pressure," 2000; Carnegie Mellon University.

**Charles Naquin:** "Trust and Distrust in Group Negotiations," 1999; University of Notre Dame.

**Amit Nigam:** "Transformation of Professional Control: Changes in Medical Work in the Shift to Managed Care," 2006; Emory University.

**John Oesch:** "Emotional Reactions to Injustice: The Effects of Voice and Waiting on Anger and Satisfaction after an Inequitable Payment," 2000; University of Toronto.

**James Oldroyd:** "The Burdens and Benefits of Information Flow: Social Structure, Interdependence, Information Flow, and Performance," 2007; Sungkyunkwan University, Seoul Korea.

**Ming Piao:** "Exploitation and exploration - A new perspective on three fundamental issues," 2007; University of Utah.

**Nicholas Pearce:** "Behind Stained Glass Windows: Institutional Leadership and Organizational Change in Black Megachurches," 2012; Northwestern University.

**Jo-Ellen Pozner:** "An Exploration of the Social Mechanisms Driving the Consequences of Earnings Restatements for Organizational Elites," 2007; University of California, Berkeley.

**Jared Preston:** "Membership Change in Workgroups: The Effects of Reducing Social Bias on Interaction and Performance," 1999; KPMG.

**W. Trexler Proffitt:** "The Evolution of Institutional Investor Identity: Social Movement Mobilization in the Shareholder Activism Field," 2001; University of California, Riverside.

**Mark Rivera:** "On the Origins and Dynamics of a Network of Business Elites," 2010; Google.

**Ashleigh Rosette:** "Unacknowledged Privilege: Setting the Stage for Discrimination and Prejudice," December 2003; University of Houston.

**Michael Sacks:** "The Social Structure of Entrepreneurial Financing: Capital Allocation Decisions in US Venture Capital 1965-1999" 2001; Emory University.

**Vanessa Ruda Seiden:** "Profiling Work and Personal Regret: Linking Regret to Quality of Life," 2001; Consultant, Ruda Cohen & Associates (specialists in communication and management development).

**Niroshaan Sivanathan:** "Scurrilous Competitors: Risk-takers, Bribers and Saboteurs in Promotion Tournaments," 2010; London Business School.

**Sara Soderstrom:** "Processes of Agenda Change in Organizations: Evolution of a Sustainability Agenda," 2010; Erb Institute, University of Michigan (post-doc).

**Maxim Sytch:** "Living in Two Worlds: Exploring the Origins and Consequences of the Dual Social Structure," 2009; University of Michigan.

**Cynthia Wang:** "Punishing Deception and Rewarding Honesty," 2007; National University of Singapore.

**Jiunwen Wang:** "The Psychological Consequences of Being Out of the Loop," 2012; Civil Service College, Center for Leadership Development, Singapore Government.

**Lihua Wang:** "Alliance or Acquisition? A Dyadic Perspective on Interfirm Resource Combinations," 2003; Columbia University.

**Long Wang:** "The Dark Side of Creativity," 2011; City University of Hong Kong.

**Marvin Washington:** "The Role of Status and Institutional Pressure on Organizational Change: Sports as a Visibility Strategy of Colleges and Universities," 1999; Texas Tech University.

**J. Mark Weber:** "Catalysts for Cooperation: Consistent Contributors in Public Good Dilemmas," 2004; University of Toronto.

**Jennifer Whitson:** "Voices in the static: The false perception of patterns in the noise of everyday life," 2007; University of Texas, Austin.

**Xiaoli Yin:** "A Strategic Perspective of Franchising: Fit and Adaptability," 2000; Purdue University.

**Chenbo Zhong:** "The Ethical Dangers of Rational Decision Making," 2007; University of Toronto.

# **Managerial Economics & Strategy/MEDS**

**Mustafa Akan:** "Essays on Revenue Management," 2008; Carnegie Mellon University, Tepper School of Business.

**Alexei Alexandrov:** "Essays in Applied Industrial Organization," 2007; University of Rochester, Simon Graduate School of Business Administration.

**Ricardo Alonso Maranon:** "Essays on the Theory of Delegation in Organizations," 2007; University of Southern California, Marshall School of Business.

**Guy Arie:** "Dynamic Incentives: Firm Strategies and Organizational Design," 2012; Simon Business School, University of Rochester

**Angelique Augereau:** "Empirical Analysis of Network Effects," 1999; McKinsey Global Institute.

**Sourav Bhattacharya:** "Political Institutions and Information Aggregation," 2007; University of Pittsburgh, Economics Department.

**Serra Boranbay:** "Essays on the Influence of Institutions on Decision Making," 2009; Post-Doctoral Research Associate, Princeton University, Political Science Department

**Ron Borkovsky:** "Essays on Dynamic Stochastic Games," 2009; University of Toronto, Rotman School of Business, Marketing Department.

**Ramon Casadesus-Masanell:** "The Economics of Trust," 2000; Harvard University.

**Sayan Chakraborty:** "Market Reaction to News," 2005; Moody's KMV, San Francisco.

**Min Chen:** "Competition Quality Choices and Vertical Differentiation: Applications to the Nursing Home Industry," 2008; CRAI (Charles River Associates).

**Matthew Clements:** "Indirect Network Effects: The Hardware-Software Paradigm," 2000; University of British Columbia.

**Mian Dai:** "Empirical Studies on the U.S. Mobile Telecommunications Industry," 2008; Drexel University, LeBow College of Business.

**Nuh Aygun Dalkiran:** "Issues of Robustness in Economics of Information," 2012; Department of Economics, Bilkent University, Turkey

**Joyee Deb:** "Essays in Economic Theory," 2008; New York University, Stern School of Business.

**Christopher Forman:** "Organizations, User Choice, and the Data Communications Revolution," 2002; Carnegie Mellon University.

**Douglas Frank:** "Labor Markets, Firms, Institutions, and Employees: Three Natural Experiments," 2006; INSEAD.

**Umberto Garfagnini:** "Learning, Experimentation and Policy," 2011; Instituto Tecnológico Autónomo de México (ITAM), School of Business, Mexico.

**Jie Gong:** "Worker Career and Internal Strategy of Organizations," 2011; National University of Singapore.



**Qiang Gong:** “Essays in Information and Uncertainty,” 2004; China Center for Economic Research, Peking University.

**Sidhartha Gordon:** “Essays in Economic Theory,” 2004; post-doc at CORE (Universite Catholique de Louvain, Belgium) in 2004; University of Montreal, Economics Department in 2005.

**Madhurima Gupta:** “Asymmetric Auctions with Resale Opportunities: With Applications to U.S. Forest Service Timber Sales,” 2000; University of Notre Dame.

**Xinyu Hua:** “Essays on Strategic Contracts,” 2005; Hong Kong University of Science and Technology.

**Christian Kellner:** “Incentive Contracts under Ambiguity Aversion,” 2010; University of Bonn.

**Krongkao Gayle Kritayakirana:** “The Effects of Venture Capitalist Prominence on Young Public Corporations,” 2005; Bank of Thailand.

**Tapas Kundu:** “Essays in Political Economy and Regulation,” 2007; University of Oslo, Economics Department.

**Anne Elizabeth Lacey:** “Essays on the Theory of Auctions,” 1999; The Brattle Group.

**Patricia Langohr:** “Competitive Convergence and Equilibrium Industry Dynamics,” 2003; Bureau of Labor Statistics, Price and Index Research Division, Washington, D.C.

**Hon Sing Lee:** “Three Essays on Financial Intermediation: Risk, Maturity and Liquidity,” 2004; Nanyang Technological University.

**Dan Li:** “Essays on careers, incentives and learning in an internal labor market,” 2012; Goldman Sacks, New York.

**Zhiyong Liu:** “Essays in Applied Microeconomics,” 2005; Georgia State University.

**Feng Susan Lu:** “Information Disclosure, Competition and the Behavior of Firms: Evidence from Nursing Homes,” 2008; University of Rochester, Simon School of Business.

**Xiaoyuan Lauren Lu:** “Essays in Operations Economics,” 2007; University of North Carolina, Chapel Hill, Kenan-Flagler Business School.

**Alexey Malakhov:** “Essays on Market Mechanisms,” 2005; University of North Carolina, Chapel Hill.

**Kristina Steffenson McElheran:** “Market Position and Organizational Structure in Information Technology Investment,” 2009; Harvard Business School.

**Priscilla Medeiros:** “Essays in Empirical Analysis of Consumer Behavior and its Impact on Retailer’s Optimal Strategies,” 2008; CRAI (Charles River Associates), Boston.

**B. Pablo Montagnes:** “Essays in Voting and Collective Decisions,” 2010; University of Chicago, Harris School of Public Policy.

**Nolan Miller:** “Moral Hazard: Partnerships, Insurance, and Health Care,” 1999; Harvard University.

**Seong-Wuk Moon:** “Essays on the Effects of Organization on Production, Rent Distribution and Technology,” 2007; Korea Development Institute (KDI), School of Public Policy and Management.

**Urmi Mukherjea:** “The Effects of the 1991 Economic and Trade Reforms on the Managerial Labor Market in India,” 2004; LECCG, Los Angeles.

**Christopher Ody:** "Essays in Healthcare Economics," 2012; Kellogg School of Management, Northwestern University.

**Emre Ozdendoren:** "Essays on Uncertainty with Applications to Economics," 2000; University of Michigan, Ann Arbor.

**Vernon Noronha:** "Essays on Price Cap Regulation and Yardstick Competition," 1999; A.T. Kearney.

**Mallesh Pai:** "Essays in Multi-Dimensional Mechanism Design," 2010; University of Pennsylvania, Economics Department.

**Joaquin Poblete:** "Entrepreneurship, Incentives and the Organization of the Firm," 2009; London School of Economics, Managerial Economics and Strategy Area.

**Subramaniam Ramanarayanan:** "Empirical Studies on the Organization of Health Care," 2007; University of California, Los Angeles, Anderson School of Management.

**Oliver Richard:** "A Framework for Airline Profitability Analysis," 1997; University of Rochester.

**Gilles Reinhardt:** "Coal Movement by Railroads," 1998; University of Alberta.

**Francisco Ruiz-Aliseda:** "Strategic Commitment and Flexibility," 2004; post-doctoral fellow, INSEAD, Economics Department.

**Deepasriya Sampath-Kumar:** "Competition of Nonprofit Firms in the Healthcare Industry," 2004; Northwestern University, School of Continuing Studies.

**William Sandholm:** "Evolutionary Justification of Nash Equilibrium," 1998; University of Wisconsin, Madison.

**Bret Saraniti:** "The Dynamics of Campaign Fundraising," 1997; Hawaii Pacific University.

**Artyom Shneyerov:** "Essays on Auctions and Markets," 2002; University of British Columbia.

**Gregory Stranger:** "Hedonic price indices in rapidly changing markets: Studies of ISP pricing and behavior and pricing in the DVD Market," 2007; Boston Consulting Group, San Francisco.

**Jorge Tarzijan:** "Essays on Strategic Responses of Incumbents to an Entrant's Choice of Incumbents to an Entrant's Choice among Markets," 1998; Catholic University of Chile.

**Mathieu Trepanier:** "Essays in Non-Market Analysis, 2010; Tsquared Consulting Partners, SA, Geneva, Switzerland.

**Theodore Turocy:** "Computation and Robustness in Sealed-Bid Auctions," 2001; Texas A&M University.

**Mauricio Varela:** "Competition And Market Evolution: Studies On The Primitives That Give Rise To Various Market Structures," 2011; University of Arizona, Department of Economics.

**Winai Wonsurawat:** "Studies in Applied Econometrics," 2005; National Economic Research Associates (NERA).  
Jianjun Wu: "Commitment under Uncertainty," 2005; University of Arizona, Economics Department.

**Bingxiao Wu:** "Paying for Performance in Expert Service Markets," 2012; Economics Department, Rutgers University, New Brunswick

**Zhiyun (Frances) Xu:** "Essays in Dynamic Industrial Organization," 2008; Cornerstone Research, Boston.

**Tianxiang Ye:** "Three Essays in Information Economics," 2000; Bankfirst.

**Konstantinos Zachariadis:** "Essays on Financial Economics," 2008; London School of Economics, Finance Department.

**Yang Zhang:** "Essays on Patient Sorting and Welfare," 2011; Paul Merage School of Business, University of California, Irvine.

## **Marketing**

**Ursula Alvarado:** "Horizontal Distribution Alliances: Their Formation and Success," 1999; Texas A&M University.

**Georgios Bakamitsos:** "Mood Effects on Product Evaluations: When and How Does Mood Make a Difference?," 2000; Dartmouth College.

**Tulikaa Bhatia:** "An Empirical Analysis of Physician Prescription Behavior," 2006; Rutgers Business School, New Brunswick.

**Andrea Bonezzi:** "The Psychophysics of Goal Pursuit: Theory and Marketing Implications," 2012; New York University.

**Aaron Brough:** "Categorization Effects in Monetary Valuations of Consumer Products," 2011; Pepperdine University, Malibu.

**Haakon Brown:** "Do or do not: The impact of the mental simulation of future behavior on attitude certainty," 2009; California State University, San Bernardino.

**Fabio Caldieraro:** "Essays on Sales Force Management in Marketing Channels," 2003; Santa Clara University.

**Jennifer C. Chang:** "Analyzing the Impact of Sales Promotions on the Sources of Category Expansion," 2003; Simon Fraser University.

**Jennifer E. Chang:** "Brand Essence in the Household: A Symbolic Interactionist Perspective," 1998; Penn State University.

**Sandeep Conoor:** "Models for Customer Base Analysis in Non-contractual Settings," 2010; Marketing Science, In4mation Insights.

**Benét DeBerry-Spence:** "Transcultural Consumption and Meaning Transfer: African Clothing in the United States," 2003; University of Illinois, Chicago.

**Michaela Draganska:** "Product Assortment and Pricing Decisions in a Competitive Environment: A Market Equilibrium Framework," 2001; Stanford University.

**David Dubois:** "Power and Persuasion: The Interplay of Communicator and Audience Power," 2011; HEC Paris.

**Adam Duhachek:** "An Investigation into Consumer Coping Processes," 2004; Indiana University.

**Gary Gebhardt:** "Creating the Market-Oriented Firm: A Longitudinal Qualitative Study of Organizational Transformations," 2004; University of South Florida.

**Shyam Gopinath:** "Essays on Online Word of Mouth," 2011; University of Utah.

**Ryan Hamilton:** "Price Image in Retail Management," 2008; Emory University.

**Lora Harding:** "Do Brands Like Us? The Perceived Liking of the Brand for the Self and Brand Attraction," 2011; Belmont University.

**Jiewen Hong:** "The Multiple Influences of Mixed Emotions on Consumer Judgment and Choice," 2008; Hong Kong University of Science and Technology.

**Qingyi Huang:** "Empirical studies on the impact of Wal-Mart entry," 2011; Peking University.

**Ashlee Humphreys:** "Culture and Commerce: The Legitimation of Consumption Practices through Cultural, Normative and Regulative Influence," 2008; Integrated Marketing Communications, Medill School of Journalism, Northwestern University.

**Mathew Isaac:** "Linguistic Framing Effects in Consumer Behavior: How "Happiness" versus "Satisfaction" Frames Influence Judgments," 2010; Post-Doctoral Fellow, Northwestern University, Kellogg School of Management; currently Seattle University.

**Hojin Jung:** "Gasoline Prices and Consumer Shopping Behavior," 2012.

**Susan Jung:** "Temporal Framing Effects: An Information-Processing Framework," 2002; University of Colorado, Boulder.

**Huseyin Karaca:** "State Dependence in Frequency Reward Programs: A Dynamic Structural Examination," 2012; Bogazici University, Turkey.

**Romana Khan:** "Empirical Essays on Price Discrimination and Market Segmentation," 2004; University of Texas, Austin.

**Paul Kraus:** "Competitive Brand Differentiation: What Makes Differences Valuable?" 2000; ZS Associates.

**Michael Lewis:** "Applications of Dynamic Programming to Customer Management," 2001; University of Florida, Gainesville.

**Monika Lisjak:** "Depletion Heightens Self-Protection Motivation," 2012; Erasmus University, The Netherlands.

**Junzhao "Jonathan" Ma:** "An Empirical Investigation of Internet Channel Adoption," 2011; Monash University, Australia.

**Kanishka Misra:** "Industrial Organization Models in Retailing," 2010; London Business School.

**Myungwoo Nam:** "The Effects of Different Category Context on Target Brand Evaluations," 2004; INSEAD Singapore.

**Krittinee Nuttavuthisit:** "The Varieties of Consumer Aesthetic Experience: A Phenomenology of Retail Atmospherics," 2003; Sasin Graduate Institute of Business Administration, Chulalongkorn University

**James Oakley:** "Market Orientation: Bridging the Gap between Employees and Consumers," 2002; Purdue University.

**Sea Bum Park:** "Essays on Retrieval Ease-versus Content-Based Judgments," 2004; Korea Advanced Institute of Science and Technology.

**Michelle Peterman:** "Resource Availability and Allocation in Consideration Set Formation and Comparison Processes," 1997; Wake Forest University.

**Breagin Riley:** "Trust, Power, and the Relationship Between Trust and Power," 2009; Syracuse University.

**Federico Rossi:** "Essays on Consumers' and Firms' Forward-Looking Behavior," 2008; University of North Carolina, Chapel Hill.

**Jeffrey Shulman:** "Essays on Modeling Product Returns and Durable Goods Secondary Markets," 2006; University of Washington.

**Siddharth Singh:** "Customer Lifetime Value Analysis," 2003; Rice University.

**Vishal Singh:** "Consumer Behavior and Firm Strategies in a Changing Retail Environment," 2003; Carnegie Mellon University.

**Gonca Pinar Soysal:** "Dynamics of Demand in Seasonal Goods Industries: An Empirical Analysis," 2008; University of Texas, Dallas.

**Jacquelyn Thomas:** "Managing the Customer-Firm Relationship," 1997; Stanford University.

**Manish Tripathi:** "Essays on Offline Entry," 2008; Emory University.

**Daniel Turner:** "A Model of Consumer Regime Switching in Retail Grocery Expenditures: The Impact of Store Price Image," 2001; University of Washington.

**Wen Echo Wan:** "A Monitoring Model for Understanding the Regulatory Depletion Effect," 2007; University of Hong Kong.

**Jing Wang:** "Media Transportation and Advertising," 2005; University of Iowa.

**Lei Wang:** "Essays on Estimating Demand for Fashion Goods," 2010; Bocconi University.

**Lei K. Wang:** "Empirical Models of Consumer Behavior in Retailing," 2008; Rutgers University.

**Yantao Wang:** "Explaining Consumer Consumption Decisions: An Empirical Investigation," 2012; Seattle University.

**James Wilkie:** "Are Numbers Gendered? Numerical Gender Associations and Judgment," 2012; University of Notre Dame.

**Tonya Williams-Bradford:** "Receiving Assets and Reciprocating Affect: Emotional Budgeting in Consumer Behavior," 2007; University of Notre Dame.

**Ying Xie:** "Essays on Promotion Mix Management: An Application to Prescription Pharmaceutical Industry," 2004; Rutgers University.

**Nara Youn:** "Product Assortment: A Dynamic Model of Competition and Cannibalization," 2002; University of Washington, Seattle.

**Jie Zhang:** "Investigating Dynamic Brand Choice Processes: A Comparison of Online Shopping Environments and Store Shopping Environments," 1999; University of Michigan, Ann Arbor.

# Operations Management

\* **Mustafa Akan:** "Essays on Revenue Management," 2008, Carnegie Mellon University, Tepper School of Business.

**Eren Cil:** "Managing Service Systems with Self-interested Actors," 2010; University of Oregon, Lundquist College of Business.

**Tingliang Huang:** "Essays on the Role of Clickstream Tracking Technology and Consumer Behavior in Operations Management," 2011; University College London.

\* **Xiaoyuan Lauren Lu:** "Essays in Operations Economics," 2007; University of North Carolina, Chapel Hill, Kenan-Flagler Business School.

\* These doctoral graduates were part of the Managerial Economics and Strategy PhD Program, which at the time had an Operations Management concentration. These students were placed as professors in operations departments at business schools. Kellogg's PhD program in Operations Management was formally launched in fall 2007.