

THE KELLOGG PHD

ACCEPT
THE
CHALLENGE

NORTHWESTERN UNIVERSITY



Kellogg
School of Management



CHANGE THE WAY

BUSINESS THINKS
AND WORKS

WE BELIEVE BUSINESS CAN BE BRAVELY LED, PASSIONATELY COLLABORATIVE AND WORLD CHANGING.

THIS IS THE POINT OF A KELLOGG EDUCATION. IT IS ALSO WHY WE HAVE COMMITTED OUR SCHOOL AND ITS RESOURCES TO A STRONG DOCTORAL STUDIES PROGRAM WHERE RESEARCH AND NEW IDEAS CAN FLOURISH. THIS IS HOW WE FUEL THE INNOVATION AND PROGRESS THAT MAKE POSITIVE CHANGE POSSIBLE IN ORGANIZATIONS, MARKETS AND COMMUNITIES WORLDWIDE.

KELLOGG ATTRACTS PHD STUDENTS WHO SHARE THIS COMMITMENT, WHO SEEK TO BE CHALLENGED BY NEW IDEAS AND NEW EXPERIENCES AND WHO, THROUGH THEIR OWN RESEARCH AND FORWARD THINKING, CHALLENGE OTHERS TO MAKE MEANINGFUL, ENDURING CONTRIBUTIONS TO BUSINESS AND SOCIETY.

AT KELLOGG, OUR PHD STUDENTS UNDERGO A CRITICAL TRANSFORMATION FROM BEING THE CONSUMERS OF KNOWLEDGE, WHICH THEY GAIN FROM COURSEWORK AND THE ACADEMIC LITERATURE, TO BEING THE PRODUCERS OF NEW KNOWLEDGE, WHICH THEY THEN PASS ON THROUGH THEIR TEACHING AND PUBLISHED RESEARCH TO EDUCATE AND INSPIRE OTHERS.

ACCEPT THE CHALLENGE.



WELCOME TO KELLOGG



Long before the Kellogg School of Management invited me to serve as dean, Kellogg helped me find my intellectual voice and my place in the world.

As a doctoral student at Kellogg more than 20 years ago, I was able to combine study in psychology and economics and to explore those fields with some of the best minds. I am still struck by Kellogg's unique ability to find the ideal balance between the study of markets and the study of management.

Today as dean, I challenge those who come here to think bravely. In the context of our enduring commitment to our research mission, this challenge takes on special meaning. Our community of scholars — research faculty and doctoral students alike — shares a willingness to challenge conventional approaches, to question traditional thinking and to pursue new and bold ideas passionately and collaboratively.

This inquisitive spirit is what sparks innovation and creativity here. It broadens the scope of business scholarship, inspires new products and services to meet real human needs and in very identifiable ways drives positive change. I have every confidence that the work of Kellogg PhD students and alumni will generate a great measure of future innovation.

At Kellogg, we are defining the future of business thinking. We welcome all who share that commitment to join our scholarly community.

SALLY BLOUNT '92, DEAN

A handwritten signature in black ink, reading "Sally Blount". The signature is fluid and cursive, with the first name "Sally" and last name "Blount" clearly distinguishable.



**DISCOVERY DRIVEN BY
DISCIPLINE, CREATIVITY AND
COLLABORATION**



SINCE WE AWARDED OUR FIRST PHD MORE THAN 80 YEARS AGO, KELLOGG HAS PROVEN OUR PIONEERING SPIRIT THROUGH AN UNWAVERING COMMITMENT TO GROUNDBREAKING RESEARCH ACROSS A BROAD RANGE OF TRADITIONAL AND NON-TRADITIONAL BUSINESS DISCIPLINES.

We consistently attract some of the world's most promising scholars to our doctoral program and help them lay foundations for productive careers in research and teaching and for positions of influence in commerce, government and social enterprise.

Our renowned faculty members encourage students to think courageously and creatively. Supported by Kellogg's distinctively collaborative culture, PhD students become involved in research early in their programs, pushing the boundaries of conventional wisdom and challenging traditional approaches.

Working closely with faculty and peers within and across disciplines, our students develop the insight and technical ability to produce published research and intellectual capital. They continuously refine their ideas and develop methods and models to address the practical problems the world of business faces.



DAVID AUSTEN-SMITH

SENIOR ASSOCIATE DEAN:
FACULTY AND RESEARCH

PETER G. PETERSON PROFESSOR OF CORPORATE ETHICS

RESEARCHERS. MENTORS. COLLEAGUES.

Widely acclaimed for its breakthrough ideas, the Kellogg faculty includes scholars who have redefined the study of management and contributed to fields as diverse as organizational behavior, marketing, finance, game theory, political economy, accounting, economics, operations management, social psychology and negotiations. Of our 145 research faculty members, 61 hold endowed chairs.

Kellogg's commitment to scholarly inquiry is evident in the school's research centers and the faculty's extensive publications. Each year, Kellogg professors offer 50+ doctoral seminars in which they share current knowledge and — of equal interest to our students — the processes by which that knowledge was gained and the puzzles that remain.

GIVEN THE EXCEPTIONAL QUALITY OF OUR RESEARCH FACULTY ACROSS THE DISCIPLINES, PERHAPS THE MOST EXCITING ASPECT OF DOCTORAL STUDY AT KELLOGG IS THE WIDESPREAD DISREGARD FOR TRADITIONAL DISCIPLINARY BOUNDARIES. OF COURSE STUDENTS CAN EXPECT A FIRST-CLASS EDUCATION IN THEIR CHOSEN FIELDS OF STUDY, BUT IT'S THE EXPOSURE TO A VARIETY OF FIELDS AND THE OPPORTUNITY FOR CROSS-DISCIPLINARY COLLABORATION THAT DELIVER THE DEFINING VALUE OF STUDYING AT KELLOGG.

DAVID AUSTEN-SMITH

145 RESEARCH FACULTY MEMBERS,

61 **ENDOWED CHAIRS**

400+

PUBLISHED TEXTBOOKS AND
REFERENCES BY KELLOGG FACULTY

TO LEARN MORE ABOUT THIS INITIATIVE, VISIT:
kellogg.northwestern.edu/faculty/books_by_faculty

WEEKLY RESEARCH SEMINARS AND
WORKSHOPS

ACCOUNTING INFORMATION AND MANAGEMENT
THEORY (CENTER FOR MATHEMATICAL STUDIES
IN ECONOMICS AND MANAGEMENT SCIENCE)
FINANCE
MANAGEMENT AND ORGANIZATIONS
MANAGEMENT AND STRATEGY
MARKETING
OPERATIONS
POLITICAL ECONOMY

RESEARCH

MORE THAN 20
FACULTY-DIRECTED RESEARCH CENTERS

AFFILIATED PROGRAMS/DEPARTMENTS

APPLIED MICROECONOMICS
(LABOR, PUBLIC AND DEVELOPMENT ECONOMICS)
ECONOMETRICS
ECONOMIC HISTORY
LAW AND ECONOMICS
INDUSTRIAL ORGANIZATION
MACROECONOMICS
POLICY (INSTITUTE FOR POLICY RESEARCH)
SOCIAL PSYCHOLOGY
SOCIOLOGY (CULTURE AND SOCIETY,
COMPARATIVE-HISTORICAL, ETHNOGRAPHY,
URBAN AND COMMUNITIES)
TRANSPORTATION

COLLABORATIVE RESEARCH

FACULTY EXPERTS GUIDE // kellogg.northwestern.edu/faculty/faculty_experts_guide

FACULTY BLOGS // kellogg.northwestern.edu/faculty/blogroll

KELLOGG INSIGHT (FACULTY RESEARCH EMPHASIZING KEY FINDINGS) // insight.kellogg.northwestern.edu

KELLOGG CASE COLLECTION // kellogg.northwestern.edu/faculty/kellogg_case_collection

ECONOMICS COMMUNITY // kellogg.northwestern.edu/faculty/economictheory

SOCIAL PSYCHOLOGY COMMUNITY // kellogg.northwestern.edu/faculty/social-psychology

WITH A BACKGROUND IN MATHEMATICS, I WANTED TO APPLY ABSTRACT MATHEMATICAL TOOLS TO TANGIBLE CONCEPTS IN FINANCE AND ECONOMICS. KELLOGG HAS TOP PROFESSORS IN VIRTUALLY EVERY AREA OF FINANCE. RESEARCH IS HARD, AND HAVING EXPERIENCED FACULTY HELP GUIDE YOU THROUGH THE PROCESS MAKES A WORLD OF DIFFERENCE. KELLOGG IS UNIQUELY STRONG IN THE OPENNESS OF ITS FACULTY – THERE TRULY IS AN OPEN-DOOR POLICY THROUGHOUT THE DEPARTMENT.

TYLER MUIR

FOCUS:
FINANCE

ADVANCING THE SCIENCE AND PRACTICE OF MANAGEMENT

Kellogg is well known for both the breadth and depth of our business school curriculum and its excellence across all academic disciplines. Kellogg's doctoral program exemplifies this diversity of thought in both our curriculum and our students' research interests, which range from the quantitative – mathematical models and theory – to the behavioral – the motivations and actions of people as members of organizations, as consumers and as financial decision makers.

PhD study at Kellogg attracts scholars from both traditional business and non-traditional academic degree programs, including economics, engineering, the humanities, mathematics, the natural sciences, operations, engineering, psychology and sociology. This creates wide-ranging opportunities for scholarly pursuits.



CHANGE THE WAY BUSINESS WORKS

BECOME A THOUGHT LEADER

INFLUENCE THE WAY PEOPLE THINK

PHD PROGRAMS AND AREAS OF STUDY

AN INNOVATIVE CURRICULUM GIVES KELLOGG PHD STUDENTS THE METHODOLOGICAL AND THEORETICAL TOOLS THEY NEED TO ADVANCE TO THE NEXT PHASE OF THE PROGRAM — DESIGNING AND PURSUING THEIR OWN RESEARCH AGENDAS.

ACCOUNTING INFORMATION & MANAGEMENT

This PhD program covers both theoretical and empirical/archival methods. Faculty research specialties include the study of the information content of accounting numbers, firms' disclosure policies and practices, the impact of information intermediaries on financial markets, and the effects of changes in accounting methods on management behavior.

FINANCE

Students in this program develop a strong background, both theoretical and empirical, in finance, economics and statistics. As leaders in financial economics research, the finance faculty members' expertise spans asset pricing, behavioral finance, corporate finance, financial institutions, financial crises, international finance, market microstructure, regulation and related economic theory, and econometrics.

MANAGEMENT & ORGANIZATIONS

Integrating psychological and sociological perspectives in the study of organizations, this program's areas of emphasis include corporate governance, decision-making, institutional analysis, negotiations, networks, ethics and social responsibility, strategic change, diversity and team processes.

MANAGEMENT & ORGANIZATIONS AND SOCIOLOGY

This program combines Kellogg's expertise in management and organization theory with the Weinberg College of Arts and Sciences' Sociology Department's strengths in collective behavior and economic and cultural sociology. The program is for students who want to study business and civil society organizations from a sociological perspective, or examine core issues in sociology such as social movements, culture, inequality and international development from an organizational perspective.

MANAGERIAL ECONOMICS & STRATEGY

The PhD program in managerial economics and strategy, offered jointly by the Departments of Managerial Economics and Decision Sciences (MEDS) and Management and Strategy (M&S), should appeal to those interested in economic models of individual decision makers and firms. A distinctive feature is the heavy focus on methods and insights drawn from microeconomic theory, the theory of the firm and game theory. The MEDS faculty includes economic theorists, game and decision theorists, operations researchers and formal political theorists with broad research interests that include the nature and impact of strategic behavior in competitive environments, dynamic

AREAS OF STUDY IN BUSINESS MANAGEMENT

KELLOGG PHD STUDENTS FOCUS ON THESE AND OTHER AREAS OF SCHOLARLY INVESTIGATION.

ECONOMICS AND FINANCE

- ASSET PRICING
- BANKING AND FINANCIAL INSTITUTIONS
- BEHAVIORAL ECONOMICS
- CONTRACT THEORY
- CORPORATE FINANCE
- CRISIS MANAGEMENT
- DERIVATIVE SECURITIES AND MARKETS
- ECONOMETRICS
- ECONOMIC DECISION-MAKING
- ECONOMICS OF STRATEGY
- EMERGING MARKETS
- ENTREPRENEURSHIP AND INNOVATION
- EQUITY MARKETS (STOCK MARKET)
- GAME THEORY
- HEALTHCARE MANAGEMENT AND ECONOMICS
- INDUSTRIAL ORGANIZATION
- INFORMATION ECONOMICS

- INTERNATIONAL ECONOMICS/FINANCE
- LAW AND ECONOMICS
- MACRO/MICROECONOMICS
- MONETARY POLICY
- POLITICAL ECONOMY
- SOCIAL CHOICE THEORY

ACCOUNTING

- AUDITING AND CONTROL SYSTEMS
- FINANCIAL ACCOUNTING AND ANALYSIS
- FIRMS' DISCLOSURE POLICIES AND PRACTICES

MANAGEMENT AND ORGANIZATIONS

- CORPORATE GOVERNANCE
- DECISION MAKING
- DIVERSITY
- ETHICS
- NEGOTIATIONS

- NETWORKS AND ALLIANCES
- STRATEGIC ADAPTION AND CHANGE

MARKETING

- ANALYTICAL AND EMPIRICAL MARKETING MODELING
- BRAND MANAGEMENT
- CONSUMER BEHAVIOR: MOTIVATION AND EMOTION
- MARKETING STRATEGY AND POLICY

OPERATIONS MANAGEMENT

- DISTRIBUTION AND SUPPLY CHAIN
 - MANAGEMENT AND LOGISTICS
 - CAPACITY AND PRODUCTION PLANNING
 - CONTROL OF PROCESSING NETWORKS
 - CONTRACTING AND MECHANISM DESIGN
 - REVENUE MANAGEMENT
-

economic models, the role of time and uncertainty in economic decision-making, and the theory of auctions. The M&S faculty consists of applied micro-economists whose interests include the industrial organization of healthcare, law and economics, pricing strategies, regulation, and the economics of organizations.

MARKETING

Doctoral study in marketing includes two main areas: consumer behavior and quantitative modeling. To supplement the core marketing doctoral seminars, students may pursue coursework in such additional disciplines as psychology, sociology, organizational behavior, statistics and economics. Faculty research interests include consumer behavior, judgment and decision-making, motivation and emotion, brand management, marketing strategy and policy, and analytical and empirical marketing modeling.

OPERATIONS MANAGEMENT

This program focuses on managerial decision-making through quantitative, economic and empirical modeling of operations functions in firms. Research areas cover all levels of managerial decision-making, from systems design and technology choices to day-to-day scheduling and performance measurement. Faculty research interests include distribution and supply chain management, capacity and production planning, control of processing networks, revenue management, healthcare management, sustainable operations, and contracting and mechanism design. Models are analyzed using tools from optimization, game theory, probability and statistics.

JD-PHD

The JD-PhD Program is open to a small number of students who intend to pursue an academic career and whose research and teaching will be enriched by both the JD and PhD degrees.

THE DEMANDS OF ACADEMIA AND THE REWARDS OF SCHOLARLY ENTERPRISE

Kellogg doctoral students typically complete the PhD degree requirements in five years of full-time study, intense dedication and self-discipline. The time invested here generally includes two years of coursework followed by three years exclusively focused on research and professional development.

As they work closely with faculty in coursework and collaborative research, students acquire the specialized knowledge and skills needed for high-level research. They receive training in statistics and research methodologies and a solid foundation in the academic literature of their field of study. Within each program, students progress systematically toward the creation and successful defense of a scholarly dissertation.

DEGREE REQUIREMENTS

All Kellogg doctoral students must complete a set of required courses, pass written qualifying and oral examinations, and write a dissertation. The program requirements also include annual research presentations, summer research papers, teaching and research assistance, and other program-specific requirements.

Each of our PhD programs oversees the curriculum for its field of study and monitors students' progress toward the degree under the guidelines of the Kellogg School of Management and The Graduate School at Northwestern University.

THE KELLOGG PhD TIMELINE

With slight differences among degree requirements across programs, Kellogg PhD students progress along the same general timeline.

YEAR: 1

COURSEWORK
QUALIFYING (FIELD) EXAMINATION

YEAR: 2

COURSEWORK
INITIATING RESEARCH PROJECTS
QUALIFYING (FIELD) EXAMINATION
CANDIDACY
TEACHING/RESEARCH ASSISTANCE
PROFESSIONAL DEVELOPMENT

YEAR: 3

CONTINUE RESEARCH
RESEARCH PRESENTATIONS
(DEPARTMENTAL AND ACADEMIC/INDUSTRY CONFERENCES)
FORMING DISSERTATION COMMITTEE
DISSERTATION PROPOSAL
TEACHING/RESEARCH ASSISTANCE
PROFESSIONAL DEVELOPMENT

YEARS: 4 AND 5

DISSERTATION PROPOSAL
CONTINUE RESEARCH
RESEARCH PRESENTATIONS
(DEPARTMENTAL AND ACADEMIC/INDUSTRY CONFERENCES)
TEACHING/RESEARCH ASSISTANCE
PROFESSIONAL DEVELOPMENT
POSSIBLE TEACHING APPOINTMENT
DISSERTATION AND FINAL EXAMINATION
ACADEMIC JOB PLACEMENT



INTERDISCIPLINARY THINKING. COMPREHENSIVE EXPLORATION.

Kellogg has a commanding global presence in management education. We bring leading academics and practitioners from around the world to campus to share insights on emerging global markets and to address universal, critical issues in finance, healthcare, real estate, private equity and venture capital, technology, manufacturing, marketing, and social change.

At Kellogg's research seminars, distinguished academics share their most current research with the Northwestern community and engage directly with faculty and students in scholarly discourse. In similar fashion, our business conferences offer rare insights into the work of noted scholars and the practical perspectives of some of the world's most successful business leaders.

A LIBRARY WORTHY OF A GREAT RESEARCH UNIVERSITY:

Northwestern University library is one of the largest university libraries in the United States.

5.4+
MILLION
CURRENT HOLDING OF VOLUMES

RANKS AMONG THE
TOP TEN IN HOLDINGS
AMONG PRIVATE U.S.
UNIVERSITIES.

22 TB
UNIQUE DIGITAL CONTENT

94,000+

CURRENT PERIODICALS, SERIALS AND DATASETS — MORE THAN
90% ACCESSIBLE ELECTRONICALLY.

THE NORTHWESTERN UNIVERSITY ADVANTAGE

As one of the nation's leading private research universities noted for its interdisciplinary strengths, Northwestern University fosters a collaborative research environment across its broad range of academic communities beyond the Kellogg School of Management: economics, engineering, social psychology and law.

Kellogg PhD students have access to courses in many subjects throughout Northwestern University. The interdisciplinary environment gives Kellogg students access to the teaching, advising and mentoring resources across diverse fields of study. The richness of disciplines, courses and research seminars help our students identify and pursue areas of research and possible thesis topics.

To complement their study of the fundamental disciplines that underlie business research, our students attend classes in economics, mathematics, statistics, political science, psychology, sociology, anthropology and other subjects through the Weinberg College of Arts and Sciences.

Doctoral students interested in operations and financial engineering may take classes in the McCormick School of Engineering and Applied Science, located just steps from Kellogg's home in the Donald P. Jacobs Center. Our students also have the advantage of Kellogg's close affiliation with Northwestern Law on the Chicago campus. They attend research seminars in law and economics and may participate in the JD-PhD program.

RESEARCH RESOURCES

Learning effective ways to use research resources for experimental and behavioral data collection, statistical data analysis and computational exercises is an integral part of the doctoral program. Kellogg offers a broad array of resources ranging from experimental facilities and high-end computational servers to training in statistical and experimental applications and the use of business research datasets.

Kellogg doctoral students utilize two experimental and behavioral laboratories with special areas for video recording, control and observation. They draw from two subject pools that contain thousands of participants managed by our research support staff. Empiricists have access to datasets maintained by Kellogg and Northwestern University and to institutional subscriptions to some of the most important data repositories in the world.

ALTHOUGH I'M PURSUING THE ORGANIZATIONAL BEHAVIOR TRACK, KELLOGG SUPPORTS HOW MY PREVIOUS INTEREST IN SOCIOLOGY FUELS MY WORK. I KNOW I'VE LEARNED A GREAT DEAL FROM COLLABORATING WITH FACULTY AND JUST AS MUCH FROM COLLABORATING WITH MORE SENIOR STUDENTS. BECAUSE THEIR BACKGROUNDS ARE SO DIVERSE — PSYCHOLOGISTS, SOCIOLOGISTS, BUSINESS EXECUTIVES, EVEN LAWYERS — COLLABORATING WITH THEM HAS ENRICHED MY RESEARCH AND MADE ME A MORE WELL-ROUNDED PERSON.

ERIKA V. HALL

FOCUS:

MANAGEMENT AND ORGANIZATIONS

THE KELLOGG WAY

Kellogg PhD students make an indispensable contribution to Kellogg's unique culture through their pioneering spirit and collaborative approach. Within this supportive environment, they form friendships and forge research partnerships with fellow students and faculty that will endure throughout their careers.

Northwestern University's Evanston, Illinois campus is home to the PhD program. Our 141 doctoral students occupy office space in the Donald P. Jacobs Center within the academic departments alongside faculty, ensuring easy access to and interaction with their professors and fellow students.

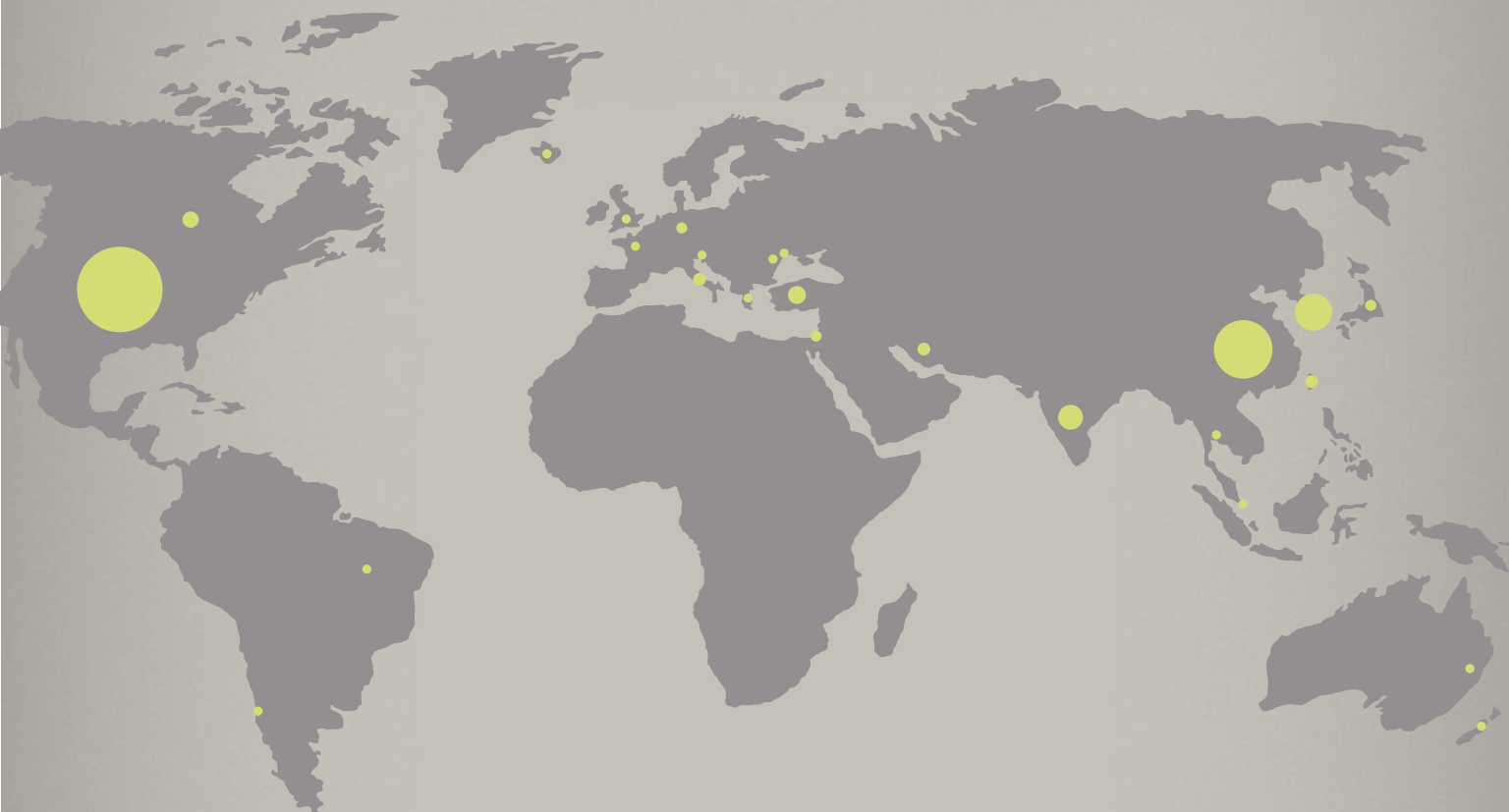
Northwestern University provides a welcoming environment for all students and embraces the diversity of the student body — in thought, life experience and heritage — that enriches our culture and the learning experience. Doctoral students take an active part in that culture through memberships in student organizations, clubs and intramural sports teams and through the individual and group services available to all students.

EVANSTON AND CHICAGO. THE BEST OF BOTH WORLDS.

Northwestern's campus stretches along the shore of beautiful Lake Michigan on the east and blends into the thriving urban community of Evanston on the west with its shops, restaurants, movie theaters, art galleries, residential neighborhoods, parks, business districts, beaches and recreational facilities.

Over the border lies Chicago, the nation's third largest city, a hub of commerce and industry and world renowned for its architecture, cultural institutions, ethnic neighborhoods, restaurants, entertainment and beloved professional sports teams. Known as a "city of neighborhoods," international students feel at home within Chicago's Asian, Hispanic, Indian, Irish, Polish and Middle Eastern communities that provide ethnic grocery stores, restaurants, shopping and cultural outreach opportunities for students and their families.

KELLOGG PHD STUDENTS' COUNTRY OF ORIGIN: REPRESENTING 25 COUNTRIES



KELLOGG'S COMMUNITY OF SCHOLARS: CREATING, ADVANCING AND SHARING KNOWLEDGE.

Building on a strong Kellogg academic and research foundation, our doctoral alumni go on to enrich the scholarly environments at research institutions both domestic and international. In addition to the recent graduate placements shown here, a more comprehensive list can be found online.

BOSTON COLLEGE
BRIGHAM YOUNG UNIVERSITY
CITY UNIVERSITY OF HONG KONG
COLUMBIA UNIVERSITY
DUKE UNIVERSITY
EMORY UNIVERSITY
GEORGE STATE UNIVERSITY
GEORGE WASHINGTON UNIVERSITY
HARVARD UNIVERSITY
HEC PARIS
HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY
INSEAD

JOHNS HOPKINS UNIVERSITY
LONDON BUSINESS SCHOOL
LONDON SCHOOL OF ECONOMICS
MASSACHUSETTS INSTITUTE OF TECHNOLOGY
MCGILL UNIVERSITY
NATIONAL UNIVERSITY OF SINGAPORE
NEW YORK UNIVERSITY
OHIO STATE UNIVERSITY
PEKING UNIVERSITY
PEPPERDINE UNIVERSITY
PRINCETON UNIVERSITY
QUEEN'S UNIVERSITY

SINGAPORE MANAGEMENT UNIVERSITY
STANFORD UNIVERSITY
UNIVERSITY COLLEGE LONDON
UNIVERSITY OF ARIZONA
UNIVERSITY OF BONN
UNIVERSITY OF BRITISH COLUMBIA
UNIVERSITY OF CALIFORNIA, BERKELEY
UNIVERSITY OF CALIFORNIA, IRVINE
UNIVERSITY OF CALIFORNIA, LOS ANGELES

UNIVERSITY OF CHICAGO
UNIVERSITY OF MARYLAND
UNIVERSITY OF MICHIGAN
UNIVERSITY OF NORTH CAROLINA, CHAPEL HILL
UNIVERSITY OF NOTRE DAME
UNIVERSITY OF PENNSYLVANIA
UNIVERSITY OF SOUTHERN CALIFORNIA
UNIVERSITY OF UTAH
UNIVERSITY OF WASHINGTON

SET YOUR SIGHTS. TAKE ACTION NOW.

ADMISSIONS

Admission to the Kellogg PhD program is very competitive. On average, each year we have an enrolling class of 30 students from the approximately 900 applications received. Our faculty admissions committees seek candidates with outstanding intellectual ability, excellent verbal and quantitative skills, strong academic records, demonstrated interest in business management, and a serious commitment to a career in research.

DECISION PROCESS

The applicant's academic record is closely examined. Transcripts, test scores, letters of recommendation, resume, the statement of purpose and a research paper (optional) will be reviewed by the admissions committee to determine the applicant's fit within the doctoral program and his or her potential for scholarly research. Each application will also be evaluated against the applications the Kellogg School received as a whole. Interviews are not part of the general application process. All decisions are finalized in early March for admission in the coming fall.

FINANCIAL AID

Because the PhD program is an integral part of the research mission of Northwestern University, and the time devoted to PhD study is tantamount to a full-time job, all students receive a generous financial aid package that includes:

- Full tuition scholarship
- Stipend/fellowship to offset living expenses
- Health insurance coverage in the Northwestern University student plan
- Laptop computer

This funding is neither treated as a loan nor paid back to Kellogg. Other opportunities for funding include research support, such as travel grants to present papers and attend conferences, data and software for research, subject fees for behavioral experiments, and more. Students may also receive payment for their work as teaching and research assistants.

ADMISSIONS CALENDAR

Admission is offered in the fall quarter only. The online application form is available in September for the following fall. The deadline to apply is Dec. 31.

-----| CONNECT WITH KELLOGG NOW |-----

LEARN MORE ABOUT THE KELLOGG PHD PROGRAM //

kellogg.northwestern.edu/programs/doctoralprogram

APPLY FOR PHD STUDY AT KELLOGG //

kellogg.northwestern.edu/programs/doctoralprogram/admissions

GET TO KNOW OUR WORLD-RENOWNED FACULTY //

kellogg.northwestern.edu/faculty/faculty_experts_guide

FOLLOW THE CAREERS OF OUR PHD GRADUATES //

kellogg.northwestern.edu/programs/doctoralprogram/jobplacement

DISCOVER KELLOGG'S WEALTH OF RESEARCH RESOURCES //

kellogg.northwestern.edu/programs/doctoralprogram/research

BRING FACULTY RESEARCH INTO FOCUS WITH KELLOGG INSIGHT //

insight.kellogg.northwestern.edu

"LIKE" US ON FACEBOOK //

facebook.com/kelloggphd

YOUR TIME IS NOW. ACCEPT THE CHALLENGE.

The Kellogg School of Management is defining the future of business through research and critical thinking. Our community of scholars continuously demonstrates their courage and willingness to pursue new and bold ideas passionately and collaboratively. This is how we inspire innovation and drive positive change. *Will you join us?*

THINK BRAVELY. START HERE.



Northwestern University is an equal opportunity, affirmative action educator and employer.

Northwestern University reserves the right to change without notice any statement in this publication concerning, but not limited to, rules, policies, tuition, fees, curricula and courses.

Northwestern University does not discriminate or permit discrimination by any member of its community against any individual on the basis of race, color, religion, national origin, sex, sexual orientation, gender identity, gender expression, parental status, marital status, age, disability, citizenship or veteran status in matters of admissions, employment, housing or services or in the educational programs or activities it operates.

Harassment, whether verbal, physical or visual, that is based on any of these characteristics is a form of discrimination. This includes harassing conduct affecting tangible job benefits, interfering unreasonably with an individual's academic or work performance or creating what a reasonable person would sense is an intimidating, hostile or offensive environment.

While Northwestern University is committed to the principles of free inquiry and free expression, the discrimination and harassment identified in this policy are neither legally protected expression nor the proper exercise of academic freedom.

For advice or assistance regarding this policy, see northwestern.edu/hr/eo.

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01-12/XX/KSM-KM

KELLOGG SCHOOL OF MANAGEMENT
Northwestern University

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