

PhD AT A GLANCE

# DOCTORAL STUDIES FACULTY RESEARCH GUIDE

NORTHWESTERN UNIVERSITY

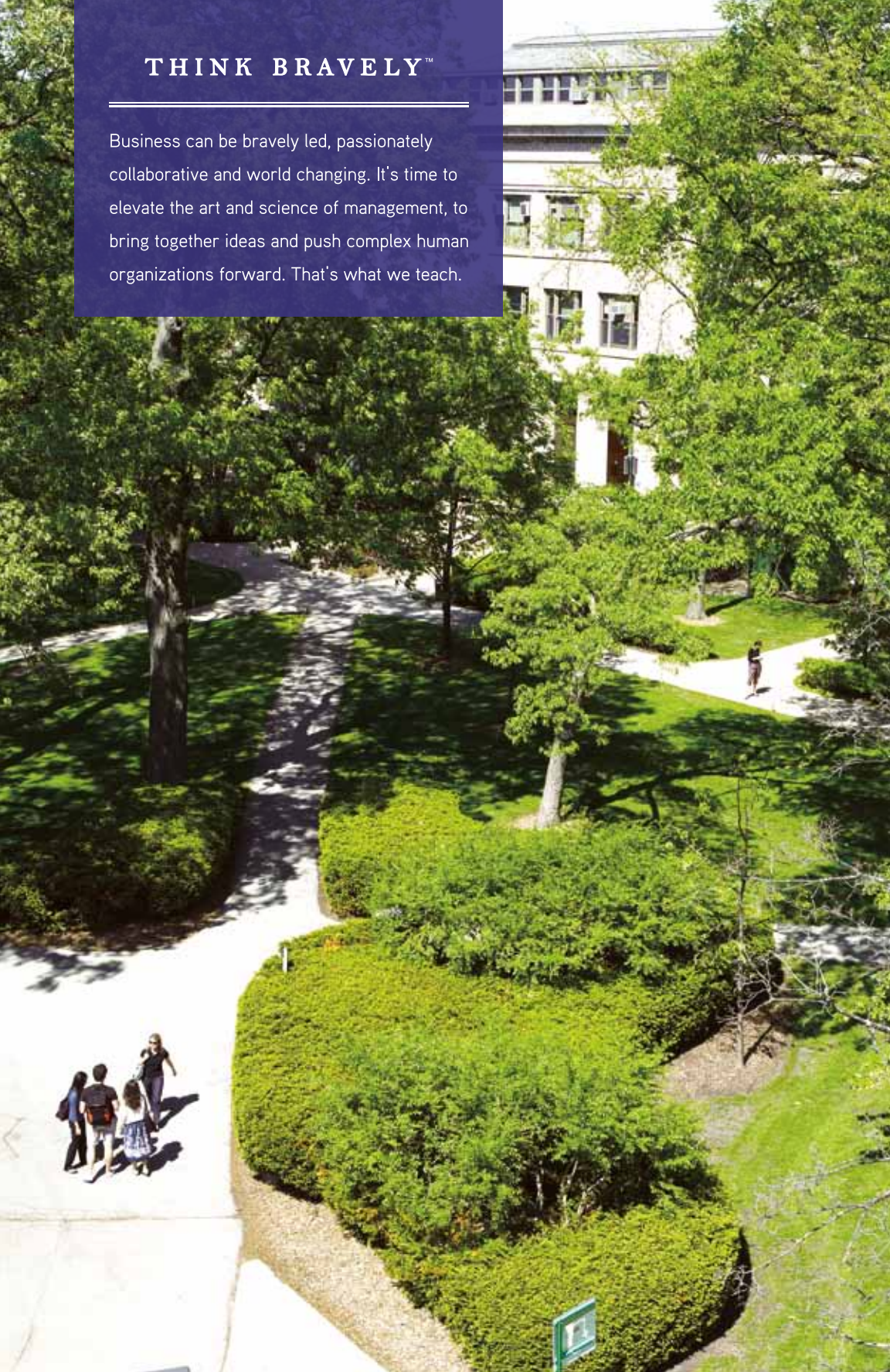


**Kellogg**  
School of Management

# THINK BRAVELY™

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Business can be bravely led, passionately collaborative and world changing. It's time to elevate the art and science of management, to bring together ideas and push complex human organizations forward. That's what we teach.



# ACCEPT THE CHALLENGE. CHANGE THE WAY BUSINESS THINKS AND WORKS.

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## ***Inspiring the next generation of scholars and thought leaders***

The Kellogg School of Management attracts PhD students who share our pioneering spirit, 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. Here, students undergo a critical transformation from being the *consumers of knowledge* to being the *producers of new knowledge*, which they then pass on through their teaching and published research to educate and inspire others.

Throughout this transformation, they are guided and supported by Kellogg faculty members as teachers, mentors and collaborators. Highly respected experts and leaders in their fields, Kellogg professors have developed groundbreaking theories and models that have changed the way people think and how business works. Their thought leadership and the knowledge they create enrich our programs in Accounting Information and Management, Finance, Management and Organizations, Management and Organizations and Sociology, Managerial Economics and Strategy, Marketing and Operations Management.

## ***An intellectual environment and a culture of research***

Kellogg's doctoral studies program, based on the Evanston, Illinois, campus of Northwestern University, awarded its first PhD degree more than 80 years ago. Today, we offer a distinctive and stimulating intellectual environment and a culture that fully supports the research endeavors of faculty and students.

Recognized as one of the nation's foremost private research universities and noted for its interdisciplinary strengths, Northwestern maintains one of the largest private university libraries in the United States. Kellogg supports the research of our doctoral students with two state-of-the-art experimental and behavioral laboratories and two subject pools that contain thousands of participants. We also provide access to major data sets maintained by Kellogg and Northwestern University as well as some of the most important data repositories in the world.

## ***Finding the right fit***

Because Kellogg's doctoral studies program is noted for fostering close, collaborative relationships among students and faculty, we encourage prospective students to carefully consider if we offer a good academic fit and if our research expertise and resources support their own scholarly agendas. This *Faculty Research Guide* is designed to help you learn more about our areas of study, our distinguished faculty and their research interests.

## 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.

### CRAIG CHAPMAN

Assistant Professor 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.

### RONALD A. DYE

Leonard Spacek Professor of Accounting Information and Management. 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.

### 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.

### JAMES NAUGHTON

Donald P. Jacobs Scholar, Assistant Professor of Accounting Information and Management. BSM 1996, Economics and Technology, Management, Worcester Polytechnic Institute; JD 2010, Harvard Law School; DBA 2011, Accounting and Management, Harvard University. **RESEARCH:** Corporate governance; financial accounting; management compensation; pension funds.

### TJOMME O. RUSTICUS

Assistant Professor of Accounting Information and Management. MA 2001, Business Economics, University of Groningen, The Netherlands; PhD 2006, Accounting, University of Pennsylvania. **RESEARCH:** Corporate governance, executive compensation, research methods and capital markets research.



**SWAMINATHAN SRIDHARAN**

John and Norma Darling Professor of Accounting Information and Management, Chair of the Accounting Information and Management Department. BCom 1976, Economics, Finance, University of Madras, India; MBA 1979, Finance, Economics, Indian Institute of Management; 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.

**ANUP SRIVASTAVA**

Assistant Professor of Accounting Information and Management. BTech 1988, Mechanical Engineering, Indian Institute of Technology, Delhi; MBA 1990, Finance, University of Delhi; PhD 2008, Accounting, Texas A&M University. **RESEARCH:** Earnings management, executive compensation, accounting conservatism, revenue recognition, valuation.

**LINDA VINCENT**

Associate Professor of Accounting Information and Management. BA 1970, Social Sciences, MM 1977, Accounting and Finance, PhD 1994, Accounting, 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**

Professor of Accounting Information and Management. BS 1990, Economics, MBA 1990, Accounting, Vanderbilt University; PhD 1996, Accounting, University of Chicago. **RESEARCH:** Incorporation of accounting information in security prices; sell-side security analysts; managerial disclosures.

**CLARE WANG**

Donald P. Jacobs Scholar, Assistant Professor of Accounting Information and Management. BS 2001, Accounting and Finance, PhD 2011, Accounting, University of Pennsylvania. **RESEARCH:** Financial disclosure/statements; international accounting.

**WAN WONGSUNWAI**

Assistant Professor of Accounting Information and Management, and Lawrence Revsine Research Professor. BS 1990, Mathematics, Imperial College of Science, Technology, and Medicine, London; ACA 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

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.

### **TORBEN G. ANDERSEN**

Nathan S. and Mary P. Sharp Professor of Finance, Director of the International Business and Markets Program and Research 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, Computer Science, Economics and Math, Brandeis University; PhD 2007, Finance, Stanford University. **RESEARCH:** Information and learning in financial markets, market microstructure, behavioral finance, asset pricing.

### **JULES VAN BINSBERGEN**

Assistant Professor of Finance. MA 2002, Financial Econometrics, Tilburg University; PhD 2008, Finance, Duke University. **RESEARCH:** Asset pricing (equity markets/stock market, investments and portfolio choice); econometrics; quantitative portfolio management.

### **ANNA CIESLAK**

Donald P. Jacobs Scholar, Assistant Professor of Finance. MS 2003, Economics, Warsaw School of Economics, Poland; PhD 2011, Finance, University of Lugano, Switzerland. **RESEARCH:** Asset pricing (equity markets/stock market, investments and portfolio choice); econometrics; macroeconomics (includes: monetary economics, Federal Reserve, interest rates); yield curve modeling.

### **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.

### **MICHAEL J. FISHMAN**

Senior Associate Dean: Curriculum and Teaching, 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.

**BRETT GREEN**

Assistant Professor of Finance. BSE 2004 Electrical Engineering, Biomedical Engineering and Economics, Duke University; MS 2008, Financial Math, PhD 2009, Economic Analysis and Policy, Stanford University. **RESEARCH:** Micro theory: dynamic games/contracting, market/mechanism design, information economics; finance: market microstructure corporate.

**KATHLEEN M. HAGERTY**

First Chicago Professor of Finance. AB 1975, Mathematics, MS 1977, Operations Research, MBA 1979, Finance, 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; MA 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. Sandner Professor of Finance, Co-Director of the Center for Financial Institutions and Markets. BE 1970, Mechanical Engineering, 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 E. KONDO**

Assistant Professor of Finance. BA 2001, Economics, Princeton University; PhD 2008, Management (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. AB 1976, Mathematics, MBA 1977, Finance and Econometrics, PhD 1983, Finance, University of Chicago. **RESEARCH:** Investments, corporate finance.

**ARVIND KRISHNAMURTHY**

Harold L. Stuart Professor of Finance. BS/BSE 1990, Economics and 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 M. KUHNEN**

Associate Professor of Finance and Zell Center Faculty Fellow. BS 2001, Brain and Cognitive Sciences and Finance, Massachusetts Institute of Technology; PhD 2006, Finance, Stanford University. **RESEARCH:** Corporate finance, behavioral finance, industrial organization, neuroeconomics and experimental finance.

**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 P. 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**

Assistant Professor of Finance. AB 1999, Philosophy, Princeton University; MLitt 2000, Philosophy, St. Andrews University, UK; PhD, Economics, University of Chicago. **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, Financial Economics, Massachusetts Institute of Technology. **RESEARCH:** Asset pricing, macroeconomics.

**JONATHAN A. PARKER**

Donald C. Clark/HSBC Professor in Consumer 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, Director of the Heizer Center for Private Equity and Venture Capital, Chair of the Finance Department. 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).

**JOSHUA RAUH**

Associate Professor of Finance. BA 1996, Economics, Yale University; PhD 2004, Economics, Massachusetts Institute of Technology. **RESEARCH:** Corporate investment and financial structure; earnings manipulation, pension assumptions and managerial investment decisions.

**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. Licenciatura, 1981, Economics, Portuguese Catholic University; MSc 1985, Operations Research, Technical University of Lisbon; MA 1987, PhD 1989, Economics, University of Rochester. **RESEARCH:** Business cycles, economic growth, exchange rates.

**PAOLA SAPIENZA**

Merrill Lynch Capital Markets Research Professor of Finance and Zell Center Faculty Fellow. Laurea 1989, Economics, Bocconi University, Italy; MA 1993, PhD 1998, Economics, Harvard University. **RESEARCH:** Financial development, financial institutions, political economy, behavioral economics.

**CONSTANTINOS N. SKIADAS**

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

**VIKTOR TODOROV**

Associate Professor of Finance. BA 1999, Finance, Varna University of Economics, Bulgaria; MA 2002, Economics, Central European University, Hungary; PhD 2007, Economics, Duke University. **RESEARCH:** Asset pricing, econometrics, applied probability.

**ANNETTE VISSING-JØRGENSEN**

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

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## MANAGEMENT & ORGANIZATIONS

Integrating psychological and sociological perspectives in the study of organizations and their members, this program's areas of emphasis include corporate governance, decision making, institutional analysis, negotiations, networks, ethics and social responsibility, strategic change and team processes. **Management & Organizations and Sociology** is a joint program combining 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.

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### SALLY BLOUNT

Dean, Kellogg School of Management, Michael L. Nemmers Professor of Management and Organizations. BSE 1983, Engineering Systems and Economic Policy, School of Engineering and Applied Science and Woodrow Wilson School of International and Public Affairs, Princeton University; MA 1991, PhD 1992 Organizational Behavior, Northwestern University. **RESEARCH:** Negotiations, decision making, how time is valued in 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, Institute of Labor and Industrial Relations, 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, Co-Chair of the Management and Organizations Department. 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. BA 1991, Psychology, Harvard University; MA 1995, 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. 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, Tulane University; MA 1996, Romance Literature and Linguistics, University of California, Los Angeles; MA 1998, PhD 2001, Psychology, Ohio State University. **RESEARCH:** Inter-group 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, Psychology, 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. BA 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**

Assistant Professor 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-Mayaguez; MBA 1984, General Management, Harvard University; PhD 1992, Organizational Behavior, Stanford University. **RESEARCH:** Political dynamics in organizations, corporate governance and control, organizational attention and decision-making, organizational change.

**SUSAN E. PERKINS**

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

**MICHAEL RADNOR**

Professor of Management and Organizations. BSc 1956, Mechanical Engineering, Imperial College London, Diploma 1956, Business Administration, London School of Economics; DIC 1957, Production Engineering, Imperial College London; 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.

**LAUREN RIVERA**

Assistant Professor of Management and Organizations. BA 2000, Psychology and Sociology, Yale University; AM 2006, PhD 2009, Sociology, Harvard University.

**RESEARCH:** Stratification, culture, labor markets, impression management, sociological theory, gender, qualitative/mixed methods, micro-macro links.

**NICOLE STEPHENS**

Assistant Professor of Management and Organizations. BA 2002, Psychology, Williams College; MA 2007, PhD 2009 (Expected) Social Psychology, Stanford University. **RESEARCH:** Culture, the self, and agency; the processes through which social class, race/ethnicity, and gender shape how people make choices in their lives, as well as important life outcomes such as educational attainment and health; the sociocultural sources and consequences of prejudice, discrimination, and social inequality.

**ITHAI STERN**

Assistant Professor of Management and Organizations. BS 1997, Business Administration, Hebrew University, Jerusalem; MA 1998, Peace Studies, University of Notre Dame; PhD 2005, University of Texas, Austin. **RESEARCH:** Strategic management and organization theory.

**LEIGH THOMPSON**

J. Jay Gerber Professor of Dispute Resolution and Organizations, Director of the Kellogg Team and Group 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 Industrial Engineering and Management Sciences, McCormick School; Professor of Management and Organizations, Professor of Sociology, Weinberg College; Co-Director, Northwestern Institute on Complex Systems. BA 1982, Business Economics, Hofstra University; MS 1989, Organizational Psychology, Carnegie Mellon University; MA 1991, PhD 1994, Sociology, State University of New York, Stony Brook. **RESEARCH:** Social Networks, complexity theory, embeddedness, diffusion.

**ADAM WAYTZ**

Donald P. Jacobs Scholar, Assistant Professor of Management and Organizations. BA 2003, Psychology, Columbia University; MA 2006, Psychology, PhD 2009, Psychology, University of Chicago. **RESEARCH:** Ethics; group decision-making; intergroup behavior; negotiations; psychology.

**KLAUS WEBER**

Associate 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, Organization and Management Theory, 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, Co-Chair of the Management and Organizations Department, 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 & 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 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.

### **NABIL AL-NAJJAR**

Professor of Managerial Economics and Decision Sciences, Chair of the Managerial Economics and Decision Sciences Department. BA 1979, Economics, Al-Mustansiriah University, Baghdad; MA 1982, Economics, University of Ottawa; PhD 1989, Economics, University of Minnesota. **RESEARCH:** Decision theory, learning, game theory.

### **DAVID AUSTEN-SMITH**

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

### **SANDEEP BALIGA**

Associate Professor of Managerial Economics and Decision Sciences. BA 1988, University of Cambridge; 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**

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**

Professor of Management and Strategy, President Emeritus. BA 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**

Assistant Professor 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.

**LEEMORE S. DAFNY**

Associate 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.

**LUCIANO DE CASTRO**

Assistant Professor of Managerial Economics and Decision Sciences. 1995, Electronic Engineer, ITA, Aeronautics Technological Institute; MBA 1999, Getulio Vargas Foundation; MS 2001, PhD 2004, Mathematical Economics, IMPA. **RESEARCH:** Game theory; economic theory; decision theory.

**SUDHAKAR D. DESHMUKH**

Charles E. Morrison Professor of Decision Sciences, Co-Director of the Master of Management and Manufacturing Program. BE 1964, Mechanical Engineering, University of Pune, 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). MA 1989, Philosophy, University of Southern California; MA 1990, Political Science, University of Munich; MA 1993, PhD 1994, Political Science, University of Rochester; PhD candidate, Philosophy, Duisburg University, Germany. **RESEARCH:** Political economy, comparative political institutions, legislative politics, explanations in the social sciences, ethics.

**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, Director of the Health Enterprise Management Program. BA 1977, Genetics, MBA 1979, Health Administration, Cornell University; PhD 1983, Economics, Business and Policy, Stanford University. **RESEARCH:** Industrial organization and the economics of information, business strategy, medical economics, health services policy analysis.

**WIOLETTA DZIUDA**

Assistant Professor of Managerial Economics and Decision Sciences. Magister 2000, Quantitative Methods and Information Systems, Warsaw School of Economics; PhD 2008, Economics, Princeton University. **RESEARCH:** Microeconomic theory, game theory, communication games.

**GEORGY EGOROV**

Assistant Professor of Managerial Economics and Decision Sciences. MS 2001, Mathematics, Moscow State University; MA 2003, Economics, New Economic School, Moscow; MA 2008, PhD 2009 Economics, Harvard University. **RESEARCH:** Political economy; economic theory; game theory; organizational economics.

**MEHMET EKMEKCI**

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

**TIMOTHY J. FEDDERSEN**

H. Wendell Hobbs Professor of Managerial Economics and Decision Sciences, Director of Social Enterprise at Kellogg (SEEK Program). BA 1985, Mathematics, Indiana University; PhD 1993, Political Science, University of Rochester. **RESEARCH:** Political economy with a specific interest in democratic institutions and voting systems.

**CRAIG GARTHWAITE**

Assistant Professor of Management and Strategy. BA 2000, Political Science, MPP 2001, Public Policy, University of Michigan; MA 2008, PhD 2009, Economics, University of Maryland, College Park. **RESEARCH:** Applied microeconomic theory, public economics, health economics, and political economy.

**RONEN GRADWOHL**

Assistant Professor of Managerial Economics and Decision Sciences. BSc 2003, Electrical Engineering and Computer Science, University of California, Berkeley; MSc 2005, PhD 2009, Computer Science and Applied Mathematics, Weizman Institute of Science, Rehovot, Israel. **RESEARCH:** Game theory, probability, and computer science.

**SHANE M. GREENSTEIN**

Elinor and H. Wendell Hobbs Professor of Management and Strategy, Kellogg Chair in Information Technology. BA 1983, Economics, University of California, Berkeley; PhD 1989, Economics, 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, Max McGraw Professor in Management and Environment. MS 1999, Economics, University of Oslo; PhD 2003, Economics, Stockholm University. **RESEARCH:** Political economics, contract theory.

**TAI-WEI HU**

Assistant Professor of Managerial Economics and Decision Sciences. BA 2002, Accounting, MA 2005, Economics, National Taiwan University; PhD 2009, Economics, Penn State University. **RESEARCH:** Game theory, decision theory; monetary economics.

**THOMAS N. HUBBARD**

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

**EDWARD F. X. HUGHES, MD**

Professor of Management and Strategy, Professor of Preventive Medicine, Feinberg School of Medicine (Courtesy). BA 1962, Philosophy, Amherst College; MD 1966, Harvard University; 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.

**OZEGE ISLEGEN**

Donald P. Jacobs Scholar, Assistant Professor of Managerial Economics and Decision Sciences. BS 2005, Industrial Engineering, Bilkent University, Turkey; PhD 2011, Operations, Information and Technology, Stanford University. **RESEARCH:** Capacity management; environmental sustainability; supply chain management and logistics.

**BENJAMIN F. JONES**

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

**EHUD KALAI**

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Donald P. Jacobs Scholar, Assistant Professor of Managerial Economics and Decision Sciences. BSc and MSc 1999, Chemistry, Nijmegen University; PhD 2008, Economics, Tilburg University. **RESEARCH:** Behavioral economics; economic theory; economics of uncertainty; game theory; information economics; Microeconomics.

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**RESEARCH:** Microeconomic theory, game theory, network formation, behavioral game theory.

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**ALBERTO B. SALVO**

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

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**MARK A. SATTERTHWAITE**

A.C. Buehler Professor of Hospital and Health Services Management, Professor of Strategic Management and Managerial Economics. 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.

**MORTON SCHAPIRO**

President, Northwestern University; Professor of Economics, Weinberg College of Arts and Sciences; Professor of Human Development and Social Policy, School of Education and Social Policy; Professor of Management and Strategy, Kellogg School of Management. BS 1975, Economics, Hofstra University; PhD 1979, Economics, University of Pennsylvania. **RESEARCH:** Economics of higher education, college financing and affordability and trends in educational costs and student aid.

**JAMES SCHUMMER**

Associate Professor of Managerial Economics and Decision Sciences. BS 1992, Finance, Pennsylvania State University; MA 1995, PhD 1997, Economics, University of Rochester. **RESEARCH:** Collective decision-making, mechanism design, game theory.

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Assistant Professor 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.

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Elinor Hobbs Professor of International Business, Professor of Management and Strategy, Professor of Law. 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.

**JAKUB STEINER**

Assistant Professor of Managerial Economics and Decision Sciences. MA 2000, Theoretical Physics, MA 2004, PhD 2006, Economics, CERGE, Charles University (Prague). **RESEARCH:** Game theory and economic theory.

**JEROEN SWINKELS**

Richard M. Paget Professor of Management Policy, Management and Strategy. BA(hon.) 1986, Economics, Queen's University, Canada; PhD 1990, Economics, Princeton University. **RESEARCH:** Game theory; auctions and other models of price formation; evolution and learning; job-market signaling; corporate compensation; principal-agent models; procurement.

**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. BSc 1980, Mathematics, University College, London; MSc 1981, Operational Research, London School of Economics; PhD 1985, Mathematics, University of Maryland. **RESEARCH:** Pricing strategies, auctions and game theory.

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**ROBERT J. WEBER**

Frederic E. 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 L. WEINSTEIN**

Associate Professor of Managerial Economics and Decision Sciences. AB 1998, Mathematics, Harvard University; PhD 2005, Economics, Massachusetts Institute of Technology. **RESEARCH:** Game theory, higher-order uncertainty, microeconomic theory.

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## 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.

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### **NIDHI AGRAWAL**

Associate Professor of Marketing, James R. McManus Research Professor. BA 1997, Business Administration, Gujarat University, India; MM 1999, Marketing Communications, Mudra Institute of Communications, India; PhD 2006, Marketing, New York University. **RESEARCH:** Marketing, consumer psychology, consumer information.

### **ERIC T. ANDERSON**

Hartmarx Research Professor of Marketing, Director of the Center for Global Marketing Practices. BS 1988, Electrical Engineering, Northwestern University; MS 1989, Engineering Economic Systems, Stanford University; PhD 1995, Marketing, Massachusetts Institute of Technology. **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.

### **ULF BÖCKENHOLT**

John D. Gray Professor of Marketing. Diplom 1982, Psychology and Computer Science, University of Oldenburg, Germany; PhD 1985, Research Methodology and Quantitative Psychology, University of Chicago; Dr. phil. habil. 1995, Psychology, University of Oldenburg, Germany. **RESEARCH:** Judgment and choice models, consumer psychology, psychometrics.

### **GALEN V. BODENHAUSEN**

Lawyer Taylor Professor of Psychology and Marketing, Weinberg College; Professor of Marketing, Kellogg School of Management; Co-Director of the Center on the Science of Diversity. BS 1982, Psychology, Wright State University; MA 1984, PhD 1987, Social Psychology, University of Illinois, 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**

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**BOBBY J. CALDER**

Charles H. Kellstadt Professor of Marketing, Director of the Center for Cultural Marketing, Co-Director of MMM Program. 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**

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**YUXIN CHEN**

Polk Brothers Professor of Retailing, Professor of Marketing. BS 1992, Physics, Fudan University; MS 1994, Program in Computer Science, Zhejiang University; MSBA 1997, PhD 1999, Marketing, Washington University, St. Louis. **RESEARCH:** Competitive strategies; retailing, pricing; internet marketing; database marketing advertising; structural empirical models; bayesian econometric methods; behavioral economics.

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

**ANNE T. COUGHLAN**

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**DAVID GAL**

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**KELLY GOLDSMITH**

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**KENT GRAYSON**

Bernice and Leonard Lavin Professor of Marketing. BA 1984, English and Communication, MA 1986, University of Michigan; PhD 1994, Marketing, 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.

### **PHILIP KOTLER**

S.C. 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**

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### **ANGELA Y. LEE**

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### **BLAKE MCSHANE**

Assistant Professor of Marketing. BA 2003, Economics, Wharton School, BA 2003, MA 2003, Mathematics, College of Arts and Sciences, University of Pennsylvania; MA 2010, PhD 2010, Statistics, University of Pennsylvania. **RESEARCH:** Bayesian hierarchical modeling; statistical learning; generalized Markov models; probability models for marketing; developing new methodology for unique data structures with application to business problems

### **AVIV NEVO**

Professor of Economics, Weinberg College of Arts and Sciences; Professor of Marketing, Kellogg School of Management. BSc 1991, Mathematics and Economics, Tel-Aviv University, Israel; AM 1994, PhD 1997, Economics, Harvard University. **RESEARCH:** Industrial organization, econometrics, choice modeling.

### **YI QIAN**

Assistant Professor of Marketing and Kraft Research Professor. BA 2001, Economics, MA 2001, Statistics, MA 2003, Economics, PhD 2006, Economics, Harvard University. **RESEARCH:** Intellectual property rights, technology advancement and adoptions, foreign direct investment in China, education, econometrics.

### **NEALE ROESE**

Professor of Marketing. BSc 1987, University of British Columbia; MA 1990, University of Manitoba; PhD 1993, University of Western Ontario. **RESEARCH:** Judgment and decision-making; counterfactual reasoning; regret; hindsight bias; causal inference.

### **DEREK D. RUCKER**

Associate Professor of Marketing, Richard M. Clewitt Research Professor, Director of the Center for Global Marketing Practices. BA 1998, Psychology, University of California, Santa Cruz; MA 2000, PhD 2005 Psychology, Ohio State University. **RESEARCH:** Psychology of conviction (consumer certainty and power), emotions, attribution, and statistical methodology.

### **BRIAN STERNTHAL**

Kraft Professor of Marketing, Chair of the Marketing Department. BS 1965, McGill University; MA 1971, PhD 1972, 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.

**SONG YAO**

Assistant Professor of Marketing. BA 1999, Economics, Renmin University of China, Beijing; CPhil 2003, MA 2004, Economics, University of California, Los Angeles; PhD 2009, Marketing, Duke University. **RESEARCH:** Quantitative marketing; empirical IO; online marketing; auctions; competitive strategy; customer management.

**FLORIAN ZETTELMEYER**

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

## 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.

### GAD ALLON

Associate Professor of Managerial Economics and Decision Sciences. BSc 1995, Industrial Engineering, MSc 2001, Operations Research and Systems Analysis, Technion-Israel Institute of Technology; PhD 2005, Decisions, Risk and Operations, 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, Engineering Economic Systems & Operations Research, MS 2000, Business Research, MS 2001, Mathematics, MS 2002, Statistics, PhD 2003, Operations, Information and Technology, 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

Associate Professor of Managerial Economics and Decision Sciences. BTech 2000, Mechanical Engineering, Indian Institute of Technology, Delhi; MS 2004, Statistics, PhD 2005, 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

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.

### SUDHAKAR D. DESHMUKH

Charles E. Morrison Professor of Decision Sciences, Co-Director of Master of Management and Manufacturing Program. BE 1964, Mechanical Engineering, Pune 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.

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Assistant Professor of Managerial Economics and Decision Sciences. BSc 2002, Industrial Engineering, MSc 2004, Operations Research, Technion-Israel Institute of Technology; PhD 2008, Decisions, Risk and Operations, Columbia University. **RESEARCH:** Service systems, queueing systems, and applied probability.

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