

Kellogg School of Management

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Kellogg School of Management



Established [1908](#)

Type [Private](#)

Dean [Dipak C. Jain](#)

Faculty 149

Undergraduates No

Postgraduates 1162

Location [Evanston, Illinois](#) [USA](#)

Campus Lakeshore

Endowment \$580.3 million

The Kellogg School of Management at [Northwestern University](#), officially named the *J.L. Kellogg School of Management*, is also known as *The Kellogg School* or simply *Kellogg*. The School is considered one of the world's leading business schools.

Founded in 1908, the School was chartered to educate business leaders with "good moral character." Kellogg pioneered the use of group projects and group evaluations as a means of educating future executives. As a result, the School has been widely credited with popularizing the importance of "teamwork" and "team leadership" within the business world, as other business schools have followed suit in using group projects as educational tools.

Kellogg differentiates itself from other business schools by virtue of: its teaching method, which places equal emphasis on theory and practice; its entrepreneurial culture, which involves students in every facet of the School's decision-making process; its partnerships with other schools in China, India, Hong Kong, Israel, Germany, Canada, and Thailand; and its constantly evolving curriculum, which frequently introduces new courses based on changing market demands.

Kellogg graduates hold leadership positions in for-profit, non-profit, governmental, and academic institutions around the world.

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History

The School, originally founded as Northwestern University's School of Commerce in 1908, was one of 16 founding members of the American Assembly of Collegiate Schools of Business, the organization that sets accreditation standards for business schools. As one of the organization's original members, the School later played a major role in helping to establish the Graduate Management Admission Test, the standardized test that is use to assess the intellectual prowess of MBA applicants.

In the 1950s, Kellogg began offering executive education courses, beginning a program in Bürgenstock, Switzerland, and expanding its executive education offerings in Evanston. In 1958, the School was renamed as the School of Business.

Originally an undergraduate business school, in 1966 the School discontinued its highly respected undergraduate program so as to focus its energies solely on graduate education. At the same time, the school broadened its emphasis to so as to prepare its students for a wide variety of management careers - whether in the corporate, public, or nonprofit sectors - rather than careers focused solely on traditional business. As a result, the School began to be known as the "Graduate School of Management" or "GSM", instead of the "School of Business."

In 1979, in honor of a generous gift that was made to the School on behalf of John L. Kellogg, the former President of the Kellogg Company, the School was renamed as the *J.L. Kellogg Graduate School of Management*. In 2001, as a simplification, the name was shortened to *Kellogg School of Management*. It also includes the Allen Center for executive education, established during the 1980s.

While Kellogg is distinguished overall for its graduate business programs, its reputation is particularly notable in marketing. It has been consistently ranked as the leading program in marketing among graduate schools of business by Business Week and the Wall Street Journal, among others.

Students & Culture

Kellogg offers **Full-time MBA**, **Executive MBA**, and **Part-time MBA** programs. The Kellogg School's Full-time MBA programs include the traditional Two-Year MBA program (known as the *Six-Quarter Program*); the accelerated One-Year MBA program (known as the *Four-Quarter Program*); the Master of Management and Manufacturing (MMM) program, a joint program with Northwestern University's [Robert R. McCormick School of Engineering and Applied Science](#); and the JD-MBA program, taught in conjunction with [Northwestern University Law School](#). In addition to its highly-successful MBA programs, the School also offers a **PhD program**.

Regardless of which program they enroll in, the School's students are part of a culture that is famous for its emphasis on [teamwork](#) and [leadership](#) skills. Much of this reputation is driven by the School's operational model, which provides a plethora of opportunities for students to lead initiatives on behalf of the School. Many aspects of the School, from admissions decisions, to admitted students weekend, to orientation week, to the annual conferences and events that the School hosts, are organized and led by students.

Because student leadership is such an integral part of the School, Kellogg was the first business school in the world to insist that all applicants be interviewed to assess their leadership potential and suitability for Kellogg's cooperative environment. As a result, in addition to grades, GMAT scores, professional achievement, and demonstrated leadership, 'fit' is an important part of the admissions equation at Kellogg. Admitted students are expected to be high-achievers as well as team players, and to embrace the concept of 'co-opetition' (cooperation and competition). Kellogg graduates are reputed to be exceptional team leaders, and the School is particularly envied for its fun and co-operative culture.

Research and Academics

Some of Kellogg's most prominent scholars and professors, past and present, include:

- [Philip Kotler](#), #4 management guru of all-time as ranked by the [Financial Times](#) and renowned marketing scholar
- [Arthur Andersen](#), founder of the auditing firm bearing his name and former President of [Northwestern University](#)
- [Willard Eugene Hotchkiss](#), founding Dean of Kellogg who went on to act as founding Dean of [Stanford University's Graduate School of Business](#)
- [Bala Balachandran](#), one of the top management accountants alive, pioneered Activity Based Costing
- [Walter Scott](#), former Chairman of [Diageo](#), CEO of [Ameriprise](#), CFO of the [Pillsbury Company](#), and Associate Director for Economics and Government at the [United States Office of Management and Budget](#)
- [Mohan Sawhney](#), pioneer in the field of technology management, and one of the 25 most influential people in e-Business as ranked by [Businessweek](#)
- [Donald Jacobs](#), Dean Emeritus who led the school during its rise to national and international prominence from the 70s into the 90s.
- [Louis Stern](#), the inventor of channel strategy
- [Robert McDonald](#), author of *Derivatives Markets*, the textbook on derivatives taught at business schools around the world
- [Donald Haider](#), expert on intergovernmental relations, and the only individual to be named both a Congressional Fellow and a White House Fellow
- [Steven Rogers](#), professor of entrepreneurship and winner of the Entrepreneur of the Year Award (supporter

category) by Ernst and Young

- [Ranjay Gulati](#), one of the top 10 most cited scholars in Economics and Business over the last 10 years
- [Andris Zoltners](#), pioneer in sales force strategy and founder of ZS Associates, a global management consulting firm specializing in sales and marketing strategy
- [Lynn M. Martin](#), Chair of the **Council for the Advancement of Women**
- [Sergio Rebelo](#), pioneer in the field of international finance and exchange rate theory
- [Brian Uzzi](#), pioneer in social networking theory
- [Sunil Chopra](#), world-renowned expert in supply chain management
- [John Ward](#), expert in family-business issues, co-founder of the Family Business Consulting Group, author of several books on the subject, and winner of the Richard Beckhard Award for Distinguished Leadership in Family Business
- [Oprah Winfrey](#), daytime talk TV host, (guest lecturer)

Kellogg's research centers include:

- The Accounting Research Center
- The Center for Biotechnology
- The Center for Business, Government and Society
- The Center for Executive Women
- The Center for Family Enterprises
- The Center for Financial Institutions and Markets
- The Center for Health Industry Market Economics
- The Center for Mathematical Studies in Economics & Mathematical Science
- The Center for Nonprofit Management
- The Center for Operations & Supply Chain Management
- The Center for Retail Management
- The Center for Research on Strategic Alliances
- The Center for Strategic Decision-Making
- The Center for Research in Technology & Innovation
- The Dispute Resolution Research Center
- The Ford Motor Company Center for Global Citizenship
- The General Motors Research Center for Strategy in Management
- The Guthrie Center for Real Estate Research
- The Heizer Center for Entrepreneurial Studies
- The International Business Research Center
- The Larry and Carol Levy Institute for Entrepreneurial Practice
- The Kellogg Team & Group Research Center
- The Zell Center for Risk Research.

All of Kellogg's professors perform both teaching and research. The school takes feedback from executives participating in Executive MBA and Part-time MBA programs into account in defining the curriculum of its Full-time MBA program. Most classes combine lectures on theory, discussion of case studies, as well as student group projects.

Global Partnerships

Kellogg has built a network of partner schools around the world to increase collaboration across regions, create a global dialogue on important management topics, and provide an integrated global network for executive education. Partner schools include:

- [Indian School of Business in Hyderabad, India](#) (Kellogg co-founded the school)
- School of Business and Management at [The Hong Kong University of Science and Technology in Hong Kong, China](#)
- [Guanghua School of Management](#) at [Peking University, Beijing, China](#)
- Recanati Graduate School of Management at [Tel Aviv University in Israel](#)
- [WHU-Otto Beisheim School of Management in Germany](#)
- [Schulich School of Business at York University in Toronto, Canada](#)
- [Sasin Graduate Institute of Business Administration of Chulalongkorn University in Thailand](#) (Kellogg co-founded the school)

Alumni

Kellogg has over 50,000 alumni. Prominent alumni include:

Private Equity

- [Peter G. Peterson](#), Founder and Chairman of [Blackstone Group](#), one of the world's largest buyout firms
- [John Meriwether](#), Founder of [Long Term Capital Management](#), one of the world's most influential hedge funds
- [T. Bondurant French](#), Founder and CEO of [Adams Street Partners](#), one of the world's largest private equity fund-of-funds
- [Stephen G. Woodsum](#), Founder and Managing Partner of [Summit Partners](#), one of the world's largest growth capital firms
- [David Kabiller](#), Founding Principal of [AQR Capital Management](#), one of the world's largest hedge funds (\$20 billion in assets)
- [Michael S. Gross](#), Founder and Chairman of Apollo Investment Corp
- [Harry M. Jansen Kraemer, Jr.](#), Executive Partner of [Madison Dearborn Partners](#)
- Robert L. Berner, Managing Director of [Ripplewood Holdings LLC](#)
- [Jack S. Levin](#), Senior Partner at [Kirkland & Ellis](#), and author of *Structuring Venture Capital, Private Equity, and Entrepreneurial Transactions* and *Mergers, Acquisitions, and Buyouts*, textbooks that are taught at dozens of business schools and law schools

Professional Services

- [Edwin G. Booz](#), founder of [Booz Allen Hamilton](#) consultancy
- [James L. Allen](#), founder of [Booz Allen Hamilton](#) consultancy, and namesake of the Kellogg School's executive education center
- [Arthur Andersen](#), Founder of the auditing firm bearing his name and former President of [Northwestern University](#)
- [Ken Danieli](#), Brand Strategist and Principal, [Danieli Consulting, LLC](#), strategy & branding consultancy, [Pepsi Stuff](#) creator
- [Jack S. Levin](#), Senior Partner at [Kirkland & Ellis](#), and author of *Structuring Venture Capital, Private Equity, and Entrepreneurial Transactions* and *Mergers, Acquisitions, and Buyouts*, textbooks that are taught at dozens of business schools and law schools
- Edwin C. Gage III, Chairman and CEO of [Gage Marketing Group, LLC](#)
- Kenneth R. Herlin, Partner at [Ernst & Young LLP](#)
- Virginia A. Clarke, Director of [Spencer Stuart](#)
- Robert C. Knuepfer, International Partner at [Baker & McKenzie](#)
- Susan G. Rosenstein, President of [Susan Rosenstein Executive Search Limited](#)
- Mark A. Shapiro, Principal of [New England Consulting Group](#)
- [Ben Perks](#), CFO of [Navigant Consulting](#)

Financial Services

- [Patrick Ryan](#), Founder and Executive Chairman of [Aon Corporation](#), one of the world's largest insurance companies
- Wayne E. Hedien, Chairman Emeritus of [Allstate Insurance Company](#)
- [Craig Donohue](#), CEO of [Chicago Mercantile Exchange](#), one of the world's largest commodities and derivatives exchanges
- Leland C. Brendsel, Chairman and CEO Emeritus of [Freddie Mac](#)
- [Andrew Duff](#), CEO of [Piper Jaffray](#)
- Chris Peacock, CEO Emeritus of [Jones Lang LaSalle](#), one of the world's leading real estate firms

- Stephen W. Baird, President & CEO of [Baird & Warner Inc.](#)
- Donald C. Clark, Chairman Emeritus of Household International
- Alan J. Weber, Chairman & CEO Emeritus of [U.S. Trust Corporation](#)
- [William A. Osborn](#), Chairman and CEO of Northern Trust Corporation
- [Scott C. Evans](#), CFO of [TIAA-CREF](#)
- [Steven E. Buller](#), CFO of [Blackrock](#)
- A. John Gambs, CFO Emeritus of [Charles Schwab](#)
- Robert J. Simmons, CFO of [E-Trade](#) Financial
- [Martha Coolidge Boudos](#), CFO of [Morningstar](#)
- Paul J. Krump, COO of Chubb Commercial Insurance
- David P. Bolger, EVP, CFO and Chief Administrative Officer of Aon Corporation

Venture Capital

- [Promod Haque](#), Managing Partner at [Norwest Venture Partners](#) and winner of [Forbes](#) magazine's *Midas Award* for venture capitalist of the year.
- [Stephen G. Woodsum](#), Founder and Managing Partner of [Summit Partners](#)
- [Matt McCall](#), Founder and Managing Partner of Draper Fisher Jurvetson / Portage Ventures
- [James O'Connor, Jr.](#), Founder of [Motorola](#) Ventures
- [L. Scott Minick](#), Managing Director of ARCH Venture Partners
- Scott Halstead, General Partner at [Morgan Stanley](#) Venture Partners
- [John Chapman](#), General Partner at Techno Venture Management
- [Tod H. Francis](#), General Partner of Shasta Ventures
- [Eric Young](#), General Partner at Canaan Partners
- [David Mayer](#), General Partner at Thoma Cressey Equity Partners
- [Gordon Pan](#), General Partner at Baird Venture Partners

- [E. Scott Crist](#), Founder & Managing Director of Crist Ventures
- [Patrick Pollard](#), President and Managing Director of BlueStar Ventures LP
- [James Dugan](#), CEO and General Partner of OCA Ventures

Technology

- [Christopher Galvin](#), CEO and Chairman Emeritus of [Motorola](#)
- [Mark Randall Goldston](#), CEO of [United Online](#)
- [Jim Safka](#), CEO of [Match.com](#)
- [Andrew Parkinson](#), Founder of [Peapod.com](#)
- J. Scott Etzler, President & CEO of [InterCall](#)
- [Jim Rose](#), Chairman and CEO Emeritus of [QXL.com](#)
- [Cedric Loiret-Bernal](#), President & CEO of [NanoInk](#)
- [Laurance A. Spear](#), Founder of [Go2Call.com](#)
- [Stephen Hafner](#), Founder and CEO of [Kayak.com](#)
- [C. David Moll](#), CEO of [Webroot Software](#)
- Kent J. Lindstrom, COO of Friendster
- [Robert Wayman](#), CFO of [Hewlett Packard](#)
- [David W. Devonshire](#), CFO of [Motorola](#)
- Robert P. Dotson, President & CEO, T-Mobile USA

Consumer Goods

- [Walter Scott](#), former Chairman of [Diageo](#), CEO of [Ameriprise](#), CFO of the [Pillsbury Company](#), and Associate Director for Economics and Government at the [United States Office of Management and Budget](#)
- [Richard H. Lenny](#), Chairman, President, & CEO of [The Hershey Company](#)
- [Phil Marineau](#), CEO of [Levi Strauss & Co.](#)
- [Robert Eckert](#), CEO of [Mattel](#)

- Raymond F. Farley, President and CEO Emeritus of [S.C. Johnson & Sons, Inc.](#)
- [Douglas R. Conant](#), President and CEO of [Campbell Soup Company](#)
- Robert H. Beeby, Retired CEO of [Frito-Lay, Inc](#)
- William D. Smithburg, Retired Chairman and CEO of The [Quaker Oats Company](#)
- [Sheryl O'Loughlin](#), CEO of [Clif Bar Inc.](#)
- Ronald C. Kesselman, President & CEO of Elmer's Products, Inc.
- Kevin Kotecki, CEO of Pabst Brewing
- Paul Tate, SVP & CFO of Frontier Airlines

Retail

- Gordon I. Segal, Founder & CEO of [Crate & Barrel](#)
- [Steve Odland](#), Chairman and CEO of [Office Depot](#)
- [Gregory P. Josefowicz](#), Chairman and CEO of [Borders Group](#)
- [Joseph M. DePinto](#), President and CEO of [Seven-Eleven](#)
- [Brad Blum](#), CEO Emeritus of [Burger King](#)
- Daniel M. Smith, President & CEO of Jillian's Entertainment Corp.
- [Selim Bassoul](#), Chairman and CEO of [Middleby Corp](#)
- Thomas P. Cawley, CFO of Peet's Coffee & Tea, Inc.
- Mark Berey, CFO of [Giant Food](#)

Healthcare / Biotech

- [Harry M. Jansen Kraemer, Jr.](#), Chairman and CEO Emeritus of [Baxter International](#)
- [Colleen A. Goggins](#), Worldwide Chairman of [Johnson & Johnson Consumer Products](#)
- [Jerry K. Myers](#), President and CEO Emeritus of SleepMed Inc
- [Brian Pereira](#), CEO of Tufts-NE Medical Center

- [George Fotiades](#), President & COO of [Cardinal Health](#)
- [Gary A. Lyons](#), President and CEO of [Neurocrine Biosciences](#)
- Ivette Estrada, CEO of [Resurrection Healthcare](#)
- Haruo Naito, President and CEO of [Eisai Pharmaceuticals](#)
- Jeff Gerard, CFO of [Sutter Health](#)
- [Thomas C. Freyman](#), CFO of [Abbott Labs](#)
- [John J. Greisch](#), CFO of [Baxter International](#)
- Dr. Robert I. Lufrano, Chairman & CEO, Blue Cross Blue Shield of Florida

Media / Entertainment / Information Services

- [Sheraton Kalouria](#) President, Martha Stewart Living Omnimedia Television
- [Theodore Peter Phillips](#), President and CEO of the [Chicago Bears](#)
- [Kenard Gibbs](#), President of [Vibe Magazine](#)
- W.C. Korn, Former President and CEO of [CBS Stations Group](#)
- Michael George, President and CEO of [QVC](#)
- [Scott C. Smith](#), President and Publisher of the [Chicago Tribune](#)
- [David Shaffer](#), CEO of [Thomson Financial](#)
- [Paul Johnson](#), President & Publisher of [Kelley Blue Book](#)
- [John J. Lewis](#), President and CEO of [AC Nielsen USA](#)
- [Linda Johnson Rice](#), President and CEO of [Johnson Publishing](#)
- [Henry W. Adams](#), Founder & CEO of Sportvision
- [Bruce P. Boren](#), President and CEO of [Televisa Networks](#)
- [Joseph M. Vrankin](#), CFO of the [Arena Football League](#)
- [James J. Palos](#), President of the Institute for Media and Entertainment

- James M. Rose, CEO of Media Planning Group
- Raymond L. Gellein, Chairman & Co-CEO, Starwood Vacation Ownership, Inc

Industrials

- James Keyes, CEO Emeritus of Johnson Controls
- Fred Kindle, President and CEO of the ABB Group, the world's largest engineering firm
- J. Stephen Simon, President of ExxonMobil Refining & Supply Company
- David Speer, President and CEO of Illinois Tool Works
- Tadahiro Yoshida, President and CEO of **YKK Corporation**
- John W. Seiple, Jr., President & COO of ProLogis
- Pamela Forbes Lieberman, CEO Emeritus of **TruServ Corporation**
- John J. Zillmer, Chairman and CEO of **Allied Waste**
- Stephen R. Wilson, Chairman, President and CEO of CF Industries
- Terrell K. Crews, CFO of Monsanto
- Thomas E. Bergmann, CFO of Harley-Davidson
- John H. Tate, CFO of Frontier Airlines
- Jeffrey L. Keefer, CFO of DuPont
- Andrew Fastow, former CFO, Enron
- William G. Walter, Chairman of the Board, President and CEO of FMC Corporation

Government

- John Hoeven, Governor of North Dakota [1]
- Andrew Maner, CFO of the Department of Homeland Security
- Somkid Jatusripitak, Minister of Finance of Thailand
- Ali Babacan, Minister of State for the Economy of Turkey

- [Jye-Cherng "Joseph" Lyu](#), Minister of Finance of [Taiwan](#)
- [Anwar Ul-Haq Ahady](#), Minister of Finance of [Afghanistan](#)
- [Cesar Purisima](#), Secretary of Trade & Industry, Republic of the [Philippines](#)
- Carole Brown, Chairperson of the [Chicago Transit Authority](#)

Academia

- [Glen L. Urban](#), Dean Emeritus of [MIT Sloan School of Management](#).
- [Sally Blount-Lyon](#), Dean, [NYU Stern School of Business](#) Undergraduate College
- [George G. Daly](#), Dean, [McDonough School of Business](#) at [Georgetown University](#)
- [Thomas S. Robertson](#), Dean of [Goizueta Business School](#) at [Emory University](#)
- M Alison Peirce, Associate Dean of the [Wharton School](#) at [University of Pennsylvania](#)
- Rita Anne Bunch, COO of [University of California Irvine](#)
- Marcia Warman Shackelford, Assistant Dean of [Anderson School of Management](#) at [UCLA](#)
- Donald L. Rebstock, Assistant Dean of [Northwestern University School of Law](#)
- Mark E. Cooper, Assistant Dean of [University of Illinois Chicago](#)
- Steven J. DeKrey, Director of [Hong Kong University of Science and Technology](#) School of Business
- Carmine L. Salvucci, Senior Associate Dean of [Stanford University](#) School of Engineering

Rankings

Recent historical rankings of Kellogg's MBA, Executive MBA, and Part-time MBA in [BusinessWeek](#), [The Economist](#), [Financial Times](#), [Forbes](#), [US News & World Report](#), and [Wall Street Journal](#) are:

	2006	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996	1995	1994	1993	1992	1991	1990	1989	1988
BusinessWeek (MBA)	1	1	1	1	2	2	2	2	2	3	3	2	2	1	1	1	1	1	1
BusinessWeek (EMBA)	1	1	1	1	1	1													
Economist (MBA)	2	1	1	1															

Financial Times (MBA)	17	11	11	13	10	12	10	11	13	11	9	8	11	8					
Financial Times (EMBA*)		8	2	7															
Forbes (MBA)		10	9	11	8	8	7	8	9										
US News (MBA)	4	4	4	4	5	3	3	4	4	3	4	4	4	3	4	3	4	2	4
US News (EMBA)	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1
US News (Part-time)	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
WSJ (MBA)		4	7	4	4	5													

- Two of Kellogg's other Executive MBA programs are also highly ranked by the Financial Times. The School's Kellogg-HKUST program at the Hong Kong UST Business School is ranked #2 in the world, while the School's Kellogg-WHU program at WHU Business School in Germany is ranked #12 in the world.

Location & Facilities

Kellogg's Full-time and Executive MBA facilities are situated along the shores of [Lake Michigan](#) in [Evanston, Illinois](#) on [Chicago's North Shore](#), while the school's Part-time MBA program is housed on Northwestern's Downtown Chicago campus. Full-time and Executive students of the Kellogg School enjoy access to a private beach, extensive sports and aquatic facilities, bike paths, playing fields and a [sailing](#) and [windsurfing](#) center. In 2006, Kellogg opened a new campus for its EMBA program for Latin American executives in Miami. [Kellogg-Miami EMBA Program](#) Executives fly in from all over Latin America for weekend courses.

See also

- [MBA](#)
- [business school](#)

External links

- [Official site](#)
- [Online ad for Kellogg's executive-level *Renaissance Program*](#)

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