DOCTORAL STUDIES AT KELLOGG 2015-2016

Accounting Information & Management

Finance

Management & Organizations

Management & Organizations and Sociology

Managerial Economics & Strategy

Marketing

Operations Management

Kellogg School of Management

DOCTORAL PROGRAM



WELCOME TO KELLOGG!

I am delighted by your interest in research at the Kellogg School of Management. Studying for a PhD at Kellogg is a rigorous and collaborative experience, and the doctoral program is an integral part of the school's research mission.

Doctoral students have the opportunity to work with faculty and participate in the intellectual life of their department, taking classes and attending and presenting their research at seminars. In addition to having access to the resources of their respective department, students may also tap into the vast resources of Kellogg as a whole and of Northwestern University, which include courses in Economics, Psychology, Sociology, and Mathematics.

You will find a PhD at Kellogg an exhilarating, challenging, and rewarding experience. Please join us!

Robert L. McDonald

Senior Associate Dean for Faculty and Research
Erwin P. Nemmers Professor of Finance

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Research at Kellogg

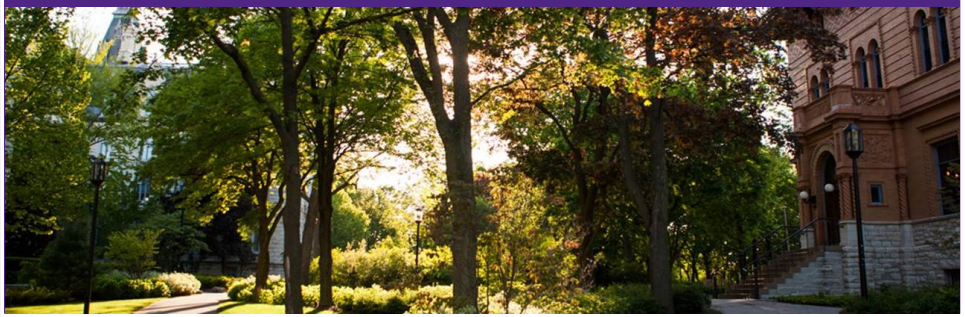
Doctoral study at the Kellogg School of Management is highly individualized, reflecting each student's unique background, training and educational experiences, and research interests and goals. Kellogg offers an outstanding collegial and collaborative environment for pursuing a doctorate, with 136 tenure-line faculty, 128 doctoral students, and access to all the rich research resources characteristic of a great university.

Our six PhD programs cover the full range of business-related disciplines. A seventh program is also offered for those wishing to engage in interdisciplinary studies encompassing management and sociology.

If you are ready to be challenged and to push the frontiers with your research agenda, Kellogg may be the right place for you.

Number of PhD Students by Program





The PhD

When you study at the undergraduate level, you are introduced to a field and become aware of unexpected subtlety, nuance, and complexity in a subject area. In a PhD program, you acquire an intellectual framework that allows you to embrace and accommodate that complexity as you strive to make sense of the world. As you progress, your insights help others make sense of the world as well. When that occurs, you are contributing to knowledge. Doctoral study is rigorous and immersive — but it is rewarding.

A PhD is for those with a passion for learning, a deep curiosity about how the world works, and an affinity for being challenged by new ideas and new experiences. As a professor, you will have the opportunity to lead and inspire others through teaching and research.

Challenging Conventional Approaches

The intellectual landscape constantly evolves, putting existing theories and ideas to the test, creating new challenges, and providing the inspiration for new frameworks and ideas. Faculty and doctoral students have the opportunity to sit back, observe, and study the world around them, and then put forth solutions to questions and problems encountered in the global community and marketplace—innovation through knowledge creation.

Through rigorous analysis of accepted ideologies, scholars at the Kellogg School of Management identify a question, analyze the empirical data, and apply their theoretical evidence to "real world" business situations. These findings challenge conventional wisdom; new theories and models emerge that produce groundbreaking research that makes a lasting impact.

Kellogg can start you on that research journey as you explore and then discover the next great idea, the idea that reshapes current thought and practice within business and organizations.

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The Kellogg-Northwestern Advantage

The Kellogg School of Management has a rich tradition of training the next generation of professors. Kellogg's doctoral program, based on the Evanston, Illinois, campus of Northwestern University just outside Chicago, awarded its first PhD degree more than 85 years ago. Kellogg's PhD program is founded on intellectual rigor, the desire to develop useful frameworks and insights for the business environment, and a culture of collaboration. We offer a distinctive, stimulating intellectual environment and culture in support of the research activities of our faculty and students.

Doctoral Programs

We invite you to join our community of scholars and work with some of the best minds in the world! Choose from among our seven programs of study:

- ***Accounting Information & Management***
- ***Finance***
- ***Management & Organizations***
- ***Management & Organizations and Sociology***
- ***Managerial Economics & Strategy***
- ***Marketing***
- ***Operations Management***

Kellogg also offers a **JD-PhD degree** option that enables doctoral students to earn a law degree and a PhD degree concurrently – optimizing resources and faculty at the Kellogg School of Management and Northwestern University School of Law.

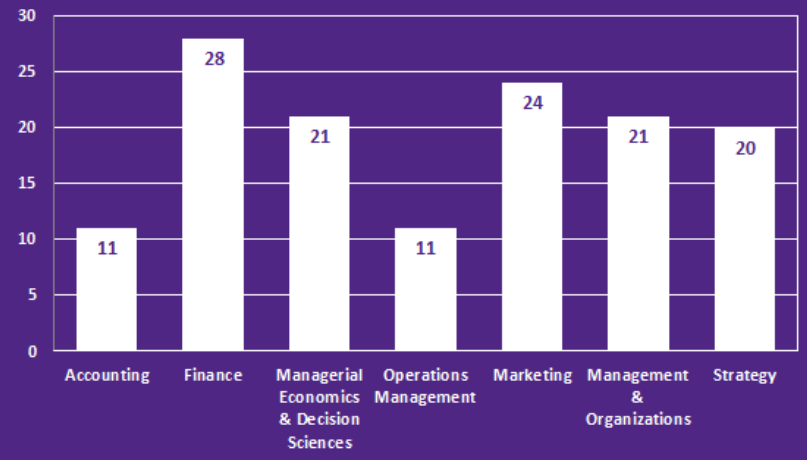
Follow your curiosity—be inspired!

Top Research Faculty

The Kellogg School of Management's distinguished faculty includes trailblazing scholars whose research has redefined the study of management and has set a standard for new ideas and innovation. Their work is published in leading peer-reviewed journals. The impact of their research has made positive change possible in organizations, markets, and communities worldwide.

Our faculty carefully balance their dedication to research with their commitment to teaching and mentoring students, recognizing that both activities contribute to the quality of education our students receive.

Number of Tenure-Track Professors by Area





State-of-the-Art Research Facilities

Northwestern University and the Kellogg School of Management provide its faculty and doctoral students with a broad array of research resources that include experimental facilities, servers for web surveys, high-end computational systems, training in statistical and experimental applications, and the use of business research datasets.

Research Support and Training

Our students learn effective ways to use Kellogg-Northwestern research resources for experimental and behavioral data collection, statistical data analysis, and computational exercises. Empirical research — which includes performing econometric analysis and numerical simulations, and conducting experiments and surveys — is an integral part of contemporary research endeavors. More than two-thirds of the doctoral dissertations produced at Kellogg have included some empirical component.

Behavioral Labs and Subject Pools

The Kellogg School of Management provides two experimental and behavioral laboratories with special areas for video recording, control, and observation. Faculty and students draw from three subject pools that contain thousands of participants managed by our Research Support team.

New Building — Doors Opening in Winter 2017!

The Kellogg School of Management is completing construction on a new 410,000-square-foot lakefront education complex. Designed to encourage collaboration by pulling students and faculty out of traditional silos, the building is filled with open and inviting communal spaces that enable discussion and debate, spontaneous idea sharing, and inspired problem solving.

At left: a rendition of Kellogg's new Global Hub on the lakefront. The Chicago skyline can be seen at top-right.

Holistic Research Support Model

Kellogg-Northwestern provides a welcoming environment for all students by embracing the diversity of the student body — in thought, life experiences, and heritage — which enriches our culture and learning experience. Our 128 doctoral students occupy office space within the academic departments, ensuring easy access to, and interaction with, their professors and fellow students.

PhD Courses

Each year Kellogg faculty offer 40+ PhD courses in which they share current knowledge and, more significantly to students, the processes by which that knowledge was gained and the puzzles that remain. Our students attend classes within Northwestern's affiliated programs in communications, economics, engineering, mathematics, psychology, and sociology as well. Another opportunity for students is enrolling in a course at the University of Chicago and/or University of Illinois at Chicago through an exchange program and earning Northwestern University credit.

Faculty Mentoring

Under the mentorship of our faculty, doctoral students become involved in research early in their studies. The richness of the curriculum within this collegial environment encourages close working relationships with Kellogg advisors and affiliated faculty and opportunities for joint research projects.

Preparation for Success

By the time our students reach the dissertation stage, they possess a thorough understanding of their field, the ability to identify opportunities for new insights, and the technical ability to turn those insights into published research. These experiences prepare students for productive careers in research and teaching and for positions of influence in academia, commerce, government, and social enterprise.

Collaborative Research Approach

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. Students may take courses in economics, engineering, social psychology, and law to complement their study of the fundamental disciplines that underlie business research.

Training Methodology

Our Kellogg doctoral students work closely with faculty as they acquire the toolkit needed for research, such as training in statistics and research methodologies as well as a foundation in the academic literature, culminating with the dissertation. Within this collaborative learning environment, Kellogg students are introduced to new ideas and are inspired to create their own distinctive research plans.

Scholarly Discourse

Because students must subject their research to rigorous testing and analysis to ensure its validity before it is published, Kellogg students present their research in a seminar setting before faculty and other students. This engagement encourages questions and comments from scholars that foster further study and examination, and provides different perspectives that enhance the student's dissertation research.

An Engaging Environment for Research — Finding the Right Fit

Kellogg's doctoral program is noted for fostering close, collaborative relationships among students and faculty. Prospective students should consider whether we offer a good fit academically and if our faculty's research expertise supports their own scholarly goals. The faculty profiles that follow will help you learn more about our areas of study, our distinguished faculty, and their research interests. Tap into our faculty's research expertise and explore their publications online through Northwestern Scholars.

Accounting Information & Management

The Department of Accounting Information & Management's doctoral program prepares students to become faculty members at leading research universities around the world. One of the Department's important strengths is that faculty do both analytical (theoretical) and empirical research, thus providing students with the rigorous training in both areas.

Students also receive training in the basic disciplines of microeconomics, econometrics, and statistics to strengthen their research capabilities. Students then select other doctoral level courses based on their developing research interests, including finance (empirical and analytical), mechanism design, industrial organization, and information economics.

Current analytical and empirical research in the Department of Accounting Information & Management includes the role of information intermediaries in capital markets; public and private pensions; the changing role of the audit function; discretionary disclosures; accounting based valuation; international accounting standards; and accounting regulation.

Meet our Faculty!



Beverly Walther

Accounting Department Chair



Linda Vincent

Accounting PhD Coordinator

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DANIEL AOBDIA

Assistant Professor of Accounting Information and Management. PhD 2012, Accounting, University of California, Los Angeles. **RESEARCH:** Auditing, financial accounting, financial disclosure/ statements, mergers and acquisitions.

CRAIG CHAPMAN

Assistant Professor of Accounting Information and Management. DBA 2008, Accounting and Management, Harvard University. **RESEARCH:** Real earnings management, analyst forecasts, risk allocation.

RONALD A. DYE

Leonard Spacek Professor of Accounting Information and Management. PhD 1980, Economics, Carnegie Mellon University. **RESEARCH:** Managerial accounting, management compensation, financial disclosure, information economics, economics of standards, auditors' liability.

MATTHEW LYLE

Assistant Professor of Accounting Information and Management. PhD 2009, Finance and Mathematical Finance, University of Calgary; PhD 2013, Accounting, University of Toronto. **RESEARCH:** Accounting-based valuation, information quality, disclosure, accounting-based risk forecasting, cost capital.

ROBERT P. MAGEE

Keith I. DeLashmutt Professor of Accounting Information and Management, Director of the Accounting Research Center. PhD 1974, Accounting, Cornell University. **RESEARCH:** Effects of financial reporting practices on investor and manager decision making.

JAMES P. NAUGHTON

Assistant Professor of Accounting Information and Management. JD 2010, Harvard Law School; DBA 2011, Accounting and Management, Harvard University. **RESEARCH:** Disclosure choices, and consequences, pensions, employee benefits, executive compensation.

SWAMINATHAN SRIDHARAN

John and Norma Darling Professor in Accounting. 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.

LINDA VINCENT

Associate Professor of Accounting Information and Management. 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, Chair of the Accounting Information and Management Department. PhD 1996, Accounting, University of Chicago. **RESEARCH:** Incorporation of accounting information in security prices, sell-side security analysts, managerial disclosures.

CLARE WANG

Assistant Professor of Accounting Information and Management. PhD 2011, Accounting, University of Pennsylvania. **RESEARCH:** Financial disclosure/statements, international accounting.

WAN WONGSUNWAI

Assistant Professor of Accounting Information and Management, Lawrence Revsine Research Professor in Accounting. DBA 2007, Harvard University. **RESEARCH:** Financial accounting, venture capital, private equity, financial reporting, corporate governance.

A sampling of recent graduates' dissertation topics and positions after Kellogg

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

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

Kyung Ha (Kari) Lee: "Essays on Certification: 1. Partner Identification and Audit Quality, 2. The Classification System of Certification," 2015; **Rutgers Business School.**

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

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

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

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

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

Ira Yeung: "Essays on Information Quality and Capital Markets", 2015; **University of British Columbia.**

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

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

Finance

The Finance Doctoral Program trains students to be future faculty members at leading research universities. The program provides students with a rigorous background in finance, both theoretical and empirical, economics, mathematics and statistics. These tools, plus opportunities for supervised independent research, enable students to make their own contributions to the understanding of financial markets and institutions.

Current theoretical and empirical research in the Department of Finance broadly spans the areas of asset pricing and corporate finance. Active current research topics include macro-finance, financial crises, international finance, market microstructure, regulation, and financial econometrics. Moreover, PhD candidates have the opportunity to interact with the broader research community at the Kellogg School and the adjacent Economics Department of Northwestern University.

Meet our Faculty!



Torben Anderson

Finance

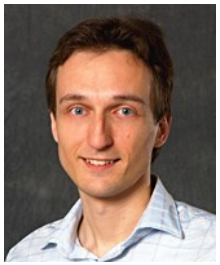
Department Chair



Dimitris Papanikolaou

Finance

PhD Coordinator



Viktor Todorov

Finance

PhD Coordinator

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TORBEN G. ANDERSEN

Nathan S. and Mary P. Sharp Professor of Finance, Chair of the Finance Department, Director of the International Business and Markets Research Center. PhD 1992, Economics, Yale University. **RESEARCH:** Asset pricing, empirical finance, international finance.

SCOTT BAKER

Assistant Professor of Finance. PhD 2014, Economics, Stanford University. **RESEARCH:** Economics of Uncertainty, Macroeconomics, Entrepreneurial Finance, Behavioral Finance, Personal Finance.

EFRAIM BENMELECH

Professor of Finance. PhD 2005, Finance, University of Chicago. **RESEARCH:** Applied corporate finance, banking, bankruptcy, financial contracting.

NICHOLAS CROUZET

Donald P. Jacobs Scholar, Assistant Professor of Finance. PhD 2014, Economics, Columbia University. **RESEARCH:** Macroeconomics, corporate finance.

ANTHONY DEFUSCO

Donald P. Jacob Scholar, Assistant Professor of Finance. PhD 2015, Applied Economics, University of Pennsylvania. **RESEARCH:** Real estate and urban economics, household finance, public finance, applied microeconomics.

IAN DEW-BECKER

Assistant Professor of Finance. PhD 2012, Economics, Harvard University. **RESEARCH:** Econometrics, Economic Models, Economic Theory, Economics of Uncertainty, Equilibrium, Macroeconomics, Asset Pricing, Equity Markets, and Derivative Securities and Markets.

JANICE C. EBERLY

James R. and Helen D. Russell Professor of Finance; Faculty Director, Kellogg Public-Private Initiative. PhD 1991, Economics, Massachusetts Institute of Technology. **RESEARCH:** Capital budgeting and real options, financial frictions, household finance, portfolio choice, consumption.

MICHAEL J. FISHMAN
Norman Strunk Professor of Financial Institutions. PhD 1986, Economics, University of Chicago. **RESEARCH:** Regulation of financial markets, financial contracting, corporate finance.

KATHLEEN M. HAGERTY
First Chicago Professor of Finance, Faculty Director of Kellogg's Doctoral Program. PhD 1985, Economics, Stanford University. **RESEARCH:** Microstructure of financial markets, security market regulation, disclosure, insider trading, industrial organization, derivatives.

BENJAMIN IVERSON
Assistant Professor of Finance. PhD 2013, Business Economics, Harvard University. **RESEARCH:** Corporate finance, corporate restructuring, financial intermediation, household finance.

DONALD P. JACOBS
Dean Emeritus, Kellogg School of Management, Gaylord Freeman Professor of Banking. 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 Financial Institutions and Markets Research Center. PhD 1983, Financial Economics, Carnegie Mellon University. **RESEARCH:** Capital markets, valuation of financial assets, derivative securities and risk management, portfolio performance evaluation.

ROBERT A. KORAJCZYK
Harry G. Guthmann Professor of Finance, Director of the Zell Center for Risk Research, Co-Director of Financial Institutions and Markets Research Center. PhD 1983, Finance, University of Chicago. **RESEARCH:** Investments, corporate finance.

LORENZ KUENG
Assistant Professor of Finance. PhD 2012, Economics, University of California, Berkeley. **RESEARCH:** Consumer behavior, information economics, macroeconomics (includes monetary economics, Federal Reserve, interest rates), public finance, taxation.

DAVID A. MATSA
Associate Professor of Finance. PhD 2006, Economics, Massachusetts Institute of Technology. **RESEARCH:** Corporate finance, industrial organization, regulation.

ROBERT L. MCDONALD
Senior Associate Dean for Faculty and Research; Erwin P. Nemmers Professor of Finance. 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. PhD, Economics, University of Chicago. **RESEARCH:** Financial institutions, household finance.

KONSTANTIN MILBRADT
Associate Professor of Finance. PhD 2009, Economics, Princeton University. **RESEARCH:** Financial economics, liquidity, asset pricing, corporate finance under frictions.

JOHN MONDRAGON
Donald P. Jacobs Scholar, Assistant Professor of Finance. PhD 2015, Economics, University of California, Berkeley. **RESEARCH:** Household finance, empirical macroeconomics.

CHARLES NATHANSON
Assistant Professor of Finance. PhD 2014, Economics, Harvard University. **RESEARCH:** Asset Pricing, Behavioral Finance, Public Finance, Real Estate.

DIMITRIS PAPANIKOLAOU
Associate Professor of Finance. PhD 2007, Financial Economics, Massachusetts Institute of Technology. **RESEARCH:** Asset pricing, macroeconomics.

MITCHELL A. PETERSEN
Glen Vasel Professor of Finance, Director of the Heizer Center for Private Equity and Venture Capital. PhD 1990, Economics, Massachusetts Institute of Technology. **RESEARCH:** Empirical corporate finance (how firms, especially small firms, are financed, risk management, the role of debt markets in funding investments).

ARTUR RAVIV
Alan E. Peterson Professor of Finance. 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. PhD 1989, Economics, University of Rochester. **RESEARCH:** Business cycles, economic growth, exchange rates.

PAOLA SAPIENZA
Donald C. Clark and HSBC Chair in Consumer Finance. PhD 1998, Economics, Harvard University. **RESEARCH:** Financial development, financial institutions, political economy, behavioral economics.

CONSTANTINOS N. SKIADAS
Harold L. Stuart Professor of Finance. PhD 19 92, Operations Research, Stanford University. **RESEARCH:** Asset-pricing theory, choice under uncertainty, mathematical economics.

VIKTOR TODOROV
Professor of Finance. PhD 2007, Economics, Duke University. **RESEARCH:** Asset pricing, econometrics, applied probability.

BRIAN WELLER
Assistant Professor of Finance. PhD 2013, Financial Economics, University of Chicago. **RESEARCH:** Asset pricing, financial economics, market microstructure.

A sampling of recent graduates' dissertation topics and positions after Kellogg

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

Robert Dam: "Essays in Corporate Finance," 2012; **University of Colorado, Boulder.**

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

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

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

Soohun Kim: "Essays in Financial Economics," 2013; **Georgia Institute of Technology.**

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

Tyler Muir: "Essays in Financial Economics," 2013; **Yale University.**

Andreas Neuhierl: "Essays in Asset Pricing," 2015; **University of Notre Dame.**

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

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

Management & Organizations

The Management & Organizations (MORS) PhD Program integrates psychological, sociological, and economic perspectives on the study of organizations and their members. Faculty and students pursue research on the behavior of individuals, groups, organizations, and groups of organizations with the goal of advancing the theoretical understanding of these phenomena. The program of study emphasizes the interplay between theory development and empirical research.

The program is designed to develop the content knowledge and methodological skills necessary to become a successful and productive scholar. Students are expected to engage in research projects throughout the course of graduate study and to complete a series of coursework requirements.

The Doctoral Program in **Management & Organizations and Sociology** combines the Kellogg School's MORS Department's expertise in business organizations with the Weinberg College of Arts and Sciences Sociology Department's strengths in economic, comparative, historical, and cultural sociology. The joint program attracts students who want to study business, markets, or non-profit organizations using a sociological perspective on markets, institutions, firms or stratification, or who wish to apply management and strategic theory to core problems in sociology such as social movements, the production of culture, entrepreneurship, social networks, gender and race inequality in organizations, globalization, or other topics that bridge management, strategy and economic sociology.



Loran Nordgren
MORS
PhD Coordinator



Brayden King
MORS-Sociology
PhD Coordinator

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SALLY BLOUNT

Dean, Kellogg School of Management, Michael L. Nemmers Professor of Management and Organizations. 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. 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. PhD 1976, Sociology, University of Wisconsin, Madison. **RESEARCH:** Implementation of market and customer focus, manufacturers' response to retail trade concentration, organizational learning and innovation.

ELI FINKEL

Professor of Psychology, Weinberg College of Arts & Sciences; Professor of Management and Organizations. PhD 2001, Social & Quantitative Psychology, University of North Carolina, Chapel Hill. **RESEARCH:** Initial romantic attraction, interpersonal conflict, self-control.

PAUL M. HIRSCH

James L. Allen Professor of Strategy and Organizations, PhD 1973, Sociology, University of Michigan. **RESEARCH:** Managing mergers and restructurings, corporate strategy, organizational change, human resource management.

BRAYDEN KING

Professor of Management and Organizations. PhD 2005, Sociology, University of Arizona. **RESEARCH:** Organizational change, social movements and corporate policymaking, economic sociology, the emergence and transformation of organizational identities.

MARYAM KOUCHAKI

Assistant Professor of Management and Organizations. PhD 2012, Organizational Behavior, University of Utah. **RESEARCH:** Ethics, Diversity, Psychology, Behavioral Economics.

NOUR KTEILY

Assistant Professor of Management and Organizations. PhD 2013, Psychology, Harvard University. **RESEARCH:** Psychology, Intergroup Behavior, Negotiations, Social Media.

JON MANER

Professor of Management and Organizations. PhD 2003, Social Psychology, Arizona State University. **RESEARCH:** power, dominance, and leadership; social affiliation and rejection; close relationships; self-protective processes (fear, anxiety, disgust).

VICTORIA H. MEDVEC

Adeline Barry Davee Professor of Management and Organizations, Executive Director of the Center for Executive Women. PhD 1995, Psychology, Cornell University. **RESEARCH:** Judgment and decision making, 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. PhD 1974, Social Psychology, Purdue University. **RESEARCH:** Decision making, negotiations, group dynamics, behavioral game theory, trust, fairness, team building, ethics, emotions.

LORAN NORDGREN

Associate Professor of Management and Organizations. PhD 2007, Social Psychology, University of Amsterdam. **RESEARCH:** Judgment and decision making, emotion, self-control, risk perception.

WILLIAM OCASIO

John L. and Helen Kellogg Professor of Management and Organizations. PhD 1992, Organizational Behavior, Stanford University. **RESEARCH:** Political dynamics in organizations, corporate governance and control, organizational attention and decision making, organizational change.

LAUREN RIVERA

Associate Professor of Management and Organizations. PhD 2009, Sociology, Harvard University. **RESEARCH:** Stratification, culture, labor markets, impression management, sociological theory, gender, qualitative/mixed methods, micro-macro links.

EDWARD (NED) SMITH

Associate Professor of Management and Organizations. PhD 2010, Economic Sociology and Organizational Behavior, University of Chicago. **RESEARCH:** Economic sociology, social networks, status and identity, decision making, financial markets, entrepreneurship and innovation, stratification and inequality.

NICOLE STEPHENS

Associate Professor of Management and Organizations. PhD 2009, 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.

LEIGH THOMPSON

J. Jay Gerber Professor of Dispute Resolution and Organizations, Director of the Kellogg Team and Group Research Center. PhD 1988, Psychology, Northwestern University. **RESEARCH:** Negotiation, group behavior, decision making, social cognition, 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, Co-Director of the Northwestern Institute on Complex Systems (NICO), Faculty Director of the Kellogg Architectures of Collaboration Initiative (KACI). PhD 1994, Sociology, State University of New York, Stony Brook. **RESEARCH:** Social networks, complexity theory, embeddedness, diffusion.

ADAM WAYTZ
Associate Professor of Management and Organizations. PhD 2009, Psychology, University of Chicago. **RESEARCH:** Ethics, group decision making, intergroup behavior, negotiations, psychology.

KLAUS WEBER
Associate Professor of Management and Organizations. 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, Professor of Health Industry Management, Director of the Center for Research on Strategic Alliances. PhD 1986, Organization and Strategy, University of Pennsylvania. **RESEARCH:** Strategic management issues, particularly strategic alliances, corporate governance (CEO/board relations and CEO succession and compensation), organizational adaptation to changing business environments.

A sampling of recent graduates' dissertation topics and positions after Kellogg

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

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

Erika Hall: "Gender matching 2.0: Gendered demographic identities and positions in person-position fit," 2014; **Emory University.**

Li Huang: "Mind-Body Dissonance: A Catalyst to Creativity and A Source of Illusions," 2011; **INSEAD.**

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

Brian Lucas: "People Underestimate the Value of Persistence for Creative Performance," 2015; Postdoc, **University of Chicago.**

Mary-Hunter (Mae) McDonnell: "The Moving Targets of Market Contention: An Exploration of how Social Movements Affect Corporate Strategy," 2013; **Georgetown University.**

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

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

Jayaram Uparna: "On penniless peddlers: Subsistence Entrepreneurship in Emerging Economies," 2015; Postdoc, **University of California, Irvine.**

Franz Wohlgezogen: "Network engineering at the nexus of structure and culture," 2014; **SDA Bocconi School of Management.**

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

Management & Sociology recent placements

Peer Fiss: "Corporate Governance and the Symbolic Management of Stakeholders: The Emergence of a Shareholder Value Orientation in Germany," 2003; **Queen's University.**

Amin Ghaziani: "The Paradox of Infighting: Conflict and Culture in Lesbian and Gay Marches on Washington," 2006; Postdoc, **Princeton University.**

Mark Kennedy: "The Earliest Moments of New Niches: Firms, Third Party Evaluators, and the Source Costs of Information," 2003; **University of Southern California.**

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

Managerial Economics & Strategy

The PhD Program in Managerial Economics & Strategy (MECS), offered jointly by the Managerial Economics & Decision Sciences Department (MEDS) and the Strategy Department, emphasizes the use of mathematical models and analytic reasoning to solve theoretical and empirical problems in economics and strategy. The program should appeal to those interested in economic models of individual decision makers and firms, and to students with an aptitude for analytical thinking, mathematical modeling, and formal analysis. A distinctive feature of the program is its strong emphasis on methods and insights drawn from microeconomic theory. The program prepares students for academic research careers in economics, economics-based strategy, and political economy.

The MEDS faculty consists of economic theorists, game and decision theorists, operations researchers and formal political theorists, whose broad research interests include the nature and impact of strategic behavior in competitive environments, dynamic economic models, the role of time and uncertainty in economic decision-making, the theory of auctions, and more.

The Strategy faculty consists of applied microeconomists whose broad research interests include industrial organization, the economics of organizations, the economics of healthcare, innovation and entrepreneurship, law and economics, pricing, and more.

In addition to the faculty of our two departments, many faculty from the Northwestern University Department of Economics – particularly those in the areas of economic theory and industrial organization – are also actively involved in teaching and advising our doctoral students.

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Meet our Faculty!



Martin Lariviere

MEDS

Department Chair



David Dranove

Strategy

Department Chair



James Schummer

MEDS

PhD Coordinator



Niko Matouschek

Strategy

PhD Coordinator

NABIL AL-NAJJAR

John L. and Helen Kellogg Professor of Managerial Economics and Decision Sciences. PhD 1989, Economics, University of Minnesota. **RESEARCH:** Decision theory, learning, game theory.

DAVID AUSTEN-SMITH

Peter G. Peterson Professor of Corporate Ethics; Professor of Political Science and Economics. PhD 1978, Economics, University of Cambridge. **RESEARCH:** Political economy, social choice and welfare, deliberation, income distribution.

SANDEEP BALIGA

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

DANIEL BARRON

Assistant Professor of Strategy. PhD 2013, Massachusetts Institute of Technology. **RESEARCH:** Contract Theory, Economics of Organizations, Game Theory

DAVID A. BESANKO

Alvin J. Huss Professor of Strategy. PhD 1982, Managerial Economics and Decision Sciences, Northwestern University. **RESEARCH:** Industrial economics, competitive strategy, public policy economics.

NICOLA BIANCHI

Donald P. Jacob Scholar, Assistant Professor of Strategy. PhD 2015, Economics, Stanford University. **RESEARCH:** Public economics, labor economics, economics of education, economic history, innovation.

HENRY S. BIENEN

Professor of Strategy, President Emeritus, Northwestern University. PhD 1966, University of Chicago. **RESEARCH:** Political science with interests in political and economic development, comparative politics, civil-military relations, U.S. foreign policy; particularly concerned with economic and political conditions in the nations of Africa.

MEGHAN BUSSE

Associate Professor of Strategy. PhD 1997, Economics, Massachusetts Institute of Technology. **RESEARCH:** Pricing, price discrimination, market structure, competition.

LEEMORE S. DAFNY

Professor of Strategy, Herman Smith Research Professor in Hospital and Health Services. PhD 2001, Economics, Massachusetts Institute of Technology. **RESEARCH:** Industrial organization, competition in healthcare markets, anticompetitive conduct, merger analysis, healthcare reform, public health insurance programs.

ERIKA DESERRANNO

Donald P. Jacob Scholar, Assistant Professor of Managerial Economics and Decision Sciences. PhD 2015, Economics, London School of Economics. **RESEARCH:** Development economics, labor economics, organizational economics.

SUDHAKAR D. DESHMUKH

Charles E. Morrison Professor of Decision Sciences, Co-Director of the Master of Management and Manufacturing Program. 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.

DAVID S. DRANOVE

Walter J. McNerney Professor of Health Industry Management, Department Chair of Strategy, Professor of Strategy, Director of the Center for Health Industry Market Economics, Director of the Health Enterprise Management Program. PhD 1983, Economics, Business and Policy, Stanford University. **RESEARCH:** Industrial organization and the economics of information, business strategy, medical economics, health services policy analysis.

GEORGY EGOROV

Associate Professor of Managerial Economics and Decision Sciences. PhD 2009, Economics, Harvard University. **RESEARCH:** Political economy, economic theory, game theory, organizational economics.

TIMOTHY J. FEDDERSEN

H. Wendell Hobbs Professor of Managerial Economics and Decision Sciences, Director of the Social Enterprise at Kellogg (SEEK) Program. 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 Strategy. PhD 2009, Economics, University of Maryland, College Park. **RESEARCH:** Applied microeconomic theory, public economics, health economics, political economy.

GEORGE GEORGIADIS

Assistant Professor of Strategy. PhD 2013, Management, University of California, Los Angeles. **RESEARCH:** Microeconomic theory, organization economics, industrial organization, political economy, experimental economics.

RONEN GRADWOHL

Assistant Professor of Managerial Economics and Decision Sciences. PhD 2009, Computer Science and Applied Mathematics, Weizman Institute of Science, Israel. **RESEARCH:** Game theory, probability, computer science.

DONALD H. HAIDER

Professor of Strategy, Professor of Social Enterprise. PhD 1973, Political Science, Columbia University. **RESEARCH:** Nonprofit mergers and alliances, public finance and management, economic development.

TAI-WEI HU

Assistant Professor of Managerial Economics and Decision Sciences. PhD 2009, Economics, Pennsylvania State University. **RESEARCH:** Game theory, decision theory, monetary economics.

THOMAS N. HUBBARD

Senior Associate Dean for Strategic Initiatives, Elinor and H. Wendell Hobbs Professor of Management. PhD 1996, Economics, Stanford University. **RESEARCH:** Industrial organization, organizational economics, economics of technology.

EDWARD F.X. HUGHES

Professor of Strategy, 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 healthcare, pharmaceutical, biotechnology, and medical device industries, leadership.

BENJAMIN F. JONES

Gordon and Llura Gund Family Professor of Entrepreneurship, Professor of Strategy, PhD 2003, Economics, Massachusetts Institute of Technology. **RESEARCH:** Economic growth, development economics, technology and innovation.

EHUD KALAI

James J. O'Connor Professor of Decision and Game Sciences, Professor of Mathematics, Director of the Center for Strategic Decision Making. PhD 1972, Mathematics, Cornell University. **RESEARCH:** Game theory, mathematical economics.

WILLEMIEN KETS

Assistant Professor of Managerial Economics and Decision Sciences. PhD 2008, Economics, Tilburg University, the Netherlands. **RESEARCH:** Behavioral economics, economic theory, economics of uncertainty, game theory, information economics, microeconomics.

PETER KLIBANOFF

Professor of Managerial Economics and Decision Sciences. PhD 1994, Economics, Massachusetts Institute of Technology. **RESEARCH:** Decision theory, especially issues related to modeling uncertainty and ambiguity; economic theory, behavioral economics finance.

JIN LI

Assistant Professor of Strategy. PhD 2007, Economics, Massachusetts Institute of Technology. **RESEARCH:** Labor economics, organizational economics.

DANIEL MARTIN

Assistant Professor of Managerial Economics and Decision Sciences. PhD 2013, Economics, New York University. **RESEARCH:** Experimental economics, microeconomic theory, behavioral economics, neuroeconomics.

NIKO MATOUSCHEK
Professor of Strategy. PhD 2000, Economics, London School of Economics. **RESEARCH:** Economics of organizations, contract economics, industrial organization.

MICHAEL J. MAZZEO
Associate Professor of Strategy. PhD 1998, Economics, Stanford University. **RESEARCH:** Industrial organization, organizational economics, strategy.

THERESE MCGUIRE
Senior Associate Dean for Curriculum and Teaching, ConAgra Foods Research Professor In Strategic Management. PhD 1983, Economics, Princeton University. **RESEARCH:** State and local public finance, fiscal decentralization, property taxes, education finance, regional economic development, tax incentives.

DYLAN P. MINOR
Assistant Professor of Managerial Economics and Decision Sciences. PhD 2011, Business Administration, University of California, Berkeley. **RESEARCH:** Behavioral economics, corporate governance, corporate social responsibility, economics of organizations, ethics, reputation management, strategy in non-market environments.

AMEET MORJARIA
Assistant Professor of Managerial Economics and Decision Sciences. PhD 2010, Economics, London School of Economics. **RESEARCH:** Economic development, organizational economics, political economy of developing countries.

NICOLA PERSICO
Professor of Managerial Economics and Decision Sciences, Director of the Center for Mathematical Studies in Economics and Management Science. PhD 1996, Economics, Northwestern University. **RESEARCH:** Contract theory, economics of organizations, game theory, microeconomics, political economy and design, voting systems.

MICHAEL POWELL
Assistant Professor of Strategy. PhD 2011, Economics, Massachusetts Institute of Technology. **RESEARCH:** Contract theory, economics of organizations, industrial organization.

YUVAL SALANT
Associate Professor of Managerial Economics and Decision Sciences. PhD 2008, Economic Analysis and Policy, Stanford University. **RESEARCH:** Economic theory, foundations of behavioral economics, decision theory, bounded rationality.

ALVARO SANDRONI
E.D. Howard Professor of Political Economy, Professor of Managerial Economics and Decision Sciences. PhD 1994, Mathematics, Instituto de Matemática Pura e Aplicada, Brazil; PhD 1996, Economics, University of Pennsylvania. **RESEARCH:** Behavioral science, strategic forecasting, political science, economic theory, game theory.

MARK A. SATTERTHWAITE
A.C. Buehler Professor in Hospital and Health Services Management, Professor of Strategic Management and Managerial Economics. PhD 1973, Economics, University of Wisconsin, Madison. **RESEARCH:** Trading under asymmetric information, dynamics of competition within oligopolies, competition among healthcare 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 Strategy, Kellogg School of Management. PhD 1979, Economics, University of Pennsylvania. **RESEARCH:** Economics of higher education, college financing and affordability, trends in educational costs and student aid.

JAMES SCHUMMER
Associate Professor of Managerial Economics and Decision Sciences. PhD 1997, Economics, University of Rochester. **RESEARCH:** Collective decision making, mechanism design, game theory.

ERAN SHMAYA
Associate Professor of Managerial Economics and Decision Sciences, PhD 2007, Mathematics, Tel Aviv University. **RESEARCH:** Game theory, probability, information theory, decision theory.

JÖRG SPENKUCH
Assistant Professor of Managerial Economics and Decision Sciences. PhD 2013, Economics, University of Chicago. **RESEARCH:** Microeconomics, political economy and design, voting systems.

DANIEL F. SPULBER
Elinor Hobbs Professor of International Business, Professor of Strategy. PhD 1979, Economics, Northwestern University. **RESEARCH:** Microeconomics, theory of the firm, entrepreneurship, industrial organization, international economics, law and economics, management strategy.

JEROEN SWINKELS
Richard M. Paget Professor of Management Policy, 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.

ROBERT J. WEBER
Frederic E. Nemmers Professor of Decision Sciences. PhD 1974, Operations Research, Cornell University. **RESEARCH:** Game theory, auctions and bidding, voting systems.

A sampling of recent graduates' dissertation topics and positions after Kellogg

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

R. Andrew Butters: "An Examination of Productivity and Market Integration Under Volatile Market Conditions," 2015; **Indiana University, Kelley School of Business.**

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

Kevin Bryan: "On the Economics of Research Lines," 2014; **University of Toronto, Rotman School of Business.**

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

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

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

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

Yasin Ozcan: "On the Production Acquisition and Diffusion of Innovation," 2015; IPE Fellow, **National Bureau of Economic Research.**

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

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

Luciano Pomatto: "On Inference and Subjective Probability," 2015; **California Institute of Technology, Economics, Division of the Humanities and Social Sciences.**

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

Marketing

Kellogg's Marketing Department is regarded as one of the premiere marketing programs in the world and is renowned for its groundbreaking research and thought leadership. Doctoral students are expected to continue this tradition of scholarship. The program is designed to develop the theoretical knowledge and methodological rigor necessary for students to become successful, productive, and impactful researchers.

A hallmark of the Kellogg Marketing PhD Program is the breadth and depth of training. Students study a variety of disciplines before committing to a specific research specialty, usually either consumer behavior or quantitative modeling. Students interested in consumer behavior receive training anchored in social psychology and decision making, whereas quantitative modeling students focus on empirical and analytical techniques from economics, statistics, and operations. The Marketing faculty expects students to actively engage in research projects throughout their graduate program. Moreover, the program is sufficiently flexible to allow each student's training to be tailored to his or her background and goals. A unifying goal of the program is to provide students with the necessary foundation and tools to become thought leaders in their areas of expertise.

Meet our Faculty!



Angela Y. Lee

Marketing

Department Chair



Brett Gordon

Marketing

Quantitative Area PhD Coordinator



Derek Rucker

Marketing

Behavioral Area PhD Coordinator

Back to Home

ERIC T. ANDERSON

Hartmarx Professor of Marketing, Director of the Center for Global Marketing Practice (GMP). 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. PhD 1978, Psychology, Michigan State University. **RESEARCH:** Constructing persuasive value propositions in business markets, measurement approaches for demonstrating and documenting the value of market offerings.

ULF BÖCKENHOLT

John D. Gray Professor of Marketing. 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; Co-Director of the Center on the Science of Diversity (CSD). 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

Associate Professor of Marketing. PhD 1995, Psychology, Columbia University. **RESEARCH:** Consumer behavior, preference formation, decision making, motivation, automatic psychological processes.

BOBBY J. CALDER

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

GREGORY S. CARPENTER

James Farley/Booz Allen Hamilton Professor of Marketing Strategy, Director of the Center for Market Leadership, Faculty Director of the Kellogg Markets and Customers Initiative (KMCI). PhD 1983, Business, Columbia University. **RESEARCH:** Marketing planning and strategy: brand management, timing of new product introduction, strategies for early market entry, defensive marketing strategies.

MORAN CERF

Assistant Professor of Marketing. PhD 2009, Neuroscience, California Institute of Technology. **RESEARCH:** Measuring high-level complex emotional reactions (using intracranial recording), saliency and attention models of consumer processing (visual images, movies, ads), and computational models of attention.

ALEXANDER CHERNEV

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

ANNE T. COUGHLAN

Polk Bros. Chair in Retailing, Professor of Marketing, PhD 1982, Economics, Stanford University. **RESEARCH:** Channels of distribution, sales force management and compensation, competitive strategy, international applications of research in these areas.

KELLY GOLDSMITH

Assistant Professor of Marketing, Richard M. Clewet Research Professor. PhD 2009, Marketing, Yale University. **RESEARCH:** Consumer goals, consumer judgment and decision making.

BRETT GORDON

Associate Professor of Marketing. PhD 2007, Economics, Carnegie Mellon University. **RESEARCH:** Advertising, consumer products, customer management, data analysis, database marketing, high-tech marketing, measurement techniques, media marketing, pricing and price perception, retail marketing.

KENT GRAYSON

Bernice and Leonard Lavin Professor of Marketing. 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. PhD 1956, Economics, Massachusetts Institute of Technology. **RESEARCH:** Development of marketing principles and new products, strategy, promotional planning, marketing for nonprofit organizations, international marketing.

LAKSHMAN KRISHNAMURTHI

A. Montgomery Ward Professor of Marketing. PhD 1981, Marketing, Stanford University. **RESEARCH:** Impact of price and advertising on consumer purchase decisions, new product strategy, competitive strategy, application of conjoint analysis.

APARNA LABROO

Professor of Marketing. PhD 2004, Marketing, Cornell University. **RESEARCH:** Decision making, persuasion, feelings and emotions, self-regulation, charitable giving, well-being.

ANGELA Y. LEE

Mechthild Esser Nemmers Professor of Marketing, Chair of the Marketing Department. PhD 1995, Marketing, University of Toronto. **RESEARCH:** Consumer psychology, with a focus on learning, judgment and choice (cross-cultural consumer behavior; conscious and nonconscious influences of memory; motivation, goals and emotions).

BLAKE MCSHANE

Associate Professor of Marketing. PhD 2010, Statistics, University of Pennsylvania. **RESEARCH:** Bayesian hierarchical modeling, statistical learning, generalized Markov models, probability models for marketing.

AVIV NEVO

Professor of Economics, Weinberg College of Arts and Sciences; Professor of Marketing. PhD 1997, Economics, Harvard University. **RESEARCH:** Industrial organization, econometrics, choice modeling.

NEAL ROESE
John L. and Helen Kellogg Professor of Marketing. PhD 1993, Social Psychology, University of Western Ontario. **RESEARCH:** Judgment and decision making, counterfactual reasoning, regret, hindsight bias, causal inference.

DEREK D. RUCKER
Sandy & Morton Goldman Professor of Entrepreneurial Studies in Marketing, Professor of Marketing. PhD 2005 Psychology, Ohio State University. **RESEARCH:** Psychology of conviction (consumer certainty and power), emotions, attribution, statistical methodology.

BRIAN STERNTHAL
Mondelez International Chair in Marketing. PhD 1972, Ohio State University. **RESEARCH:** Analysis of how communication strategies and audience characteristics influence the processing and impact of advertising messages.

RIMA TOURÉ-TILLERY
Assistant Professor of Marketing. PhD 2013, Marketing, University of Chicago. **RESEARCH:** Consumer behavior, motivation, self-signaling, ethics, prosocial behavior, anthropomorphism.

ALICE M. TYBOUT
Harold T. Martin Professor of Marketing. PhD 1975, Marketing, Northwestern University. **RESEARCH:** Consumer decision making, brand management, brand management during scandals.

SONG YAO
Assistant Professor of Marketing, James R. McManus Research Professor. PhD 2009, Marketing, Duke University. **RESEARCH:** Quantitative marketing, empirical industrial organization, online marketing, auctions, competitive strategy, customer management.

FLORIAN ZETTELMEYER
Nancy L. Ertle Professor of Marketing, Faculty Director, Center for Data Analytics @ Kellogg (CDAK), Kellogg Markets and Customers Initiative (KMCI). PhD 1996, Management Science, Massachusetts Institute of Technology. **RESEARCH:** Marketing implications of consumer search and uncertainty, industrial organization, pricing, Internet.

A sampling of recent graduates' dissertation topics and positions after Kellogg

Sean Blair: "When Perceiving Low Control Fosters Great Expectations: The Case of Financial Decision Making," 2015; **Georgetown University.**

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

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

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

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

Ayelet Israeli: "Online Channel Governance and Pricing: The Case of MAP," 2015; **Harvard Business School.**

Soo Kim: "Two Paths from Boredom to Consumption: Attributions of Boredom and Consumer Preferences," 2014; **Cornell University.**

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

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

Yotam Shmargad: "The Effect of Network Diversity on Social Media Usage: Implications for Platforms and Firms," 2014; **University of Arizona**.

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

Tae Jung Yoon: "Quality Information Disclosure in the Service Industry," 2015; **University College London.**

Operations Management

A strong infusion of economic theory is the distinguishing feature of the Operations Management Doctoral Program. The program focuses on managerial decision making through quantitative, economic modeling of operations functions in firms. Research areas include logistics, distribution and supply-chain management, capacity and production planning and control of processing networks, revenue management, healthcare management, and contracting and economic-mechanism design. Research topics cover all levels of managerial decision-making, from systems design and technology choices to day-to-day scheduling and performance measurement.

Research problems are studied primarily through mathematical models that build upon modern economic paradigms. Models are analyzed using tools from optimization, game theory, probability and statistics. Field studies and empirical analyses are also conducted to test those models and to guide further theoretical work. The structure of the program permits great flexibility, allowing students to customize curricula to their own research interests.

Meet our Faculty!



Martin Lariviere

MEDS*

Department Chair



Achal Bassamboo

Operations

PhD Coordinator

**Please note that the Operations Management PhD Program falls under the Managerial Economics and Decision Sciences Department.*

Back to Home

GAD ALLON

Professor of Managerial Economics and Decision Sciences. 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.

CHAITHANYA BANDI

Assistant Professor of Managerial Economics and Decision Sciences. PhD 2013, Operations Research, Massachusetts Institute of Technology. **RESEARCH:** Robust optimization, applied probability, analysis of large scale multi-class queueing networks, exploring applicability of robust optimization techniques in mechanism design, finance and queueing theory.

ACHAL BASSAMBOO

Professor of Managerial Economics and Decision Sciences; Co-Director of MMM Program. 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.

ROBERT BRAY

Assistant Professor of Managerial Economics and Decision Sciences. PhD 2012, Operations, Information, and Technology, Stanford University. **RESEARCH:** Econometrics, supply chain management and logistics.

SUNIL CHOPRA

IBM Professor of Operations Management and Information Systems. PhD 1986, Operations Research, State University of New York, Stony Brook. **RESEARCH:** Operations management, network design, combinational optimization.

SUDHAKAR D. DESHMUKH

Charles E. Morrison Professor of Decision Sciences, Co-Director of the Master of Management and Manufacturing Program. 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.

ITAI GURVICH
Associate Professor of Managerial Economics and Decision Sciences. PhD 2008, Decision, Risk and Operations, Columbia University. **RESEARCH:** Service systems, queueing systems, applied probability.

OZGE ISLEGEN
Assistant Professor of Managerial Economics and Decision Sciences. PhD 2011, Operations, Information and Technology, Stanford University. **RESEARCH:** Capacity management, environmental sustainability, supply chain management and logistics.

MARTIN A. LARIVIERE
John L. and Helen Kellogg Professor of Managerial Economics and Decision Sciences, Director of the Center for Operations and Supply Chain Management, Chair of the Managerial Economics and Decision Sciences Department. PhD 1995, Business, Stanford University. **RESEARCH:** Service management, supply chain management, supply chain contracting and incentives.

ANTONIO MORENO-GARCIA
Assistant Professor of Managerial Economics and Decision Sciences. PhD 2012, Operations and Information Management, University of Pennsylvania. **RESEARCH:** Pricing strategies, service management, supply chain management and logistics.

JAN A. VAN MIEGHEM
Harold L. Stuart Professor of Managerial Economics, Professor of Operations Management. PhD 1995, Business, Stanford University. **RESEARCH:** Operations management (capacity, inventory and supply chain management; queuing, newsvendor, and heavy traffic theory and optimization), operations strategy (capacity investment, network design, strategic sourcing, pricing).

A sampling of recent graduates' dissertation topics and positions after Kellogg

***Mustafa Akan:** "Essays on Revenue Management," 2008, **Carnegie Mellon University.**

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

Ruomeng Cui: "Information Sharing in Supply Chains," 2014; **Indiana University.**

Seyed Morteza Emadi: "Estimation and Analysis of Callers' Behavior in Call Centers," 2013; **University of North Carolina, Chapel Hill.**

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

***Xiaoyuan Lauren Lu:** "Essays in Operations Economics," 2007; **University of North Carolina, Chapel Hill.**

Eric Park: "Operations Management approach to evaluating health policy interventions," 2014; Postdoc, **University of British Columbia.**

Seung Bum Soh: "Staffing service systems: holding cost vs. service level constraint," 2014; Postdoc, **Hong Kong University of Science and Technology.**

Jingqi Wang: "Essays in Supply Chain Management," 2013; **University of Hong Kong.**

**These doctoral graduates were part of the Managerial Economics & Strategy PhD Program, which at the time had an Operations Management concentration. These students were placed as professors in operations departments at business schools.*

Academic Community and Student Life

Northwestern University

Founded in 1851, Northwestern University is among the nation's leading private research universities with a total endowment and other trust funds amounting to $10.5 billion and sponsored research in excess of $600 million. New research buildings have substantially increased the research space and state-of-the-art facilities available to Northwestern's research community. Currently Northwestern enrolls about 21,000 full and part-time undergraduate and graduate students working alongside its 3,344 full-time faculty.

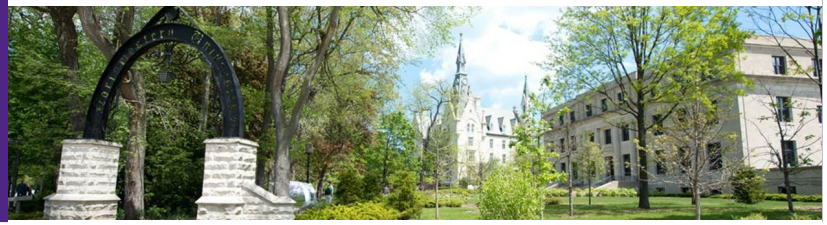
The Kellogg School of Management

The Kellogg School of Management, originally founded in 1908 as the School of Commerce, awarded its first doctoral degrees in 1927 and has a long tradition of producing influential thought leaders. Kellogg's full-time PhD and MBA programs are located on the Evanston Campus, the 240-acre campus just 12 miles north of Chicago on Lake Michigan. The campus' stunning natural setting along the lakefront has views of the famous Chicago skyline from Northwestern's beach.

Evanston and Chicago – Something for Everyone!

In addition to on-campus housing, there are many off-campus housing options within Evanston, the surrounding suburbs, or Chicago. Many Kellogg students prefer to make their home in Evanston, which boasts its own shops, cafes and restaurants, movie theaters, art galleries, and museums; others prefer to commute to campus from nearby Chicago.

The nation's third-largest city, Chicago is a thriving economic powerhouse. It is the country's second-largest financial center and headquarters for some of the nation's largest banks, brokerage houses, and consulting and commodity firms. Metropolitan Chicago is home to nearly eight million people who come from all over the world. That diversity is reflected in Chicago's multicultural



neighborhoods. From arts and culture to sports and dining, Chicago offers something for every taste with its world-renowned museums, theater, music, restaurants, sports teams, and architecture.

Student Life

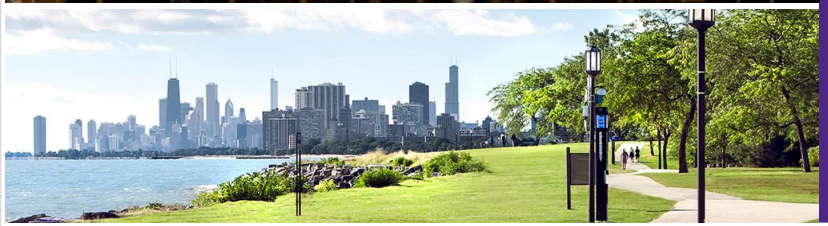
The Kellogg-Northwestern experience is notable for its rich cultural environment for graduate students. There are student organizations and clubs, intramural sports leagues, and support services for international students, student parents, women, and students with disabilities. Professional development programs encourage students to sharpen their skills and become effective researchers and communicators.

Collaboration is at the foundation of our academic community, which encourages close working relationships with students and faculty across disciplines – within and outside of Kellogg. Our students tap into resources across Northwestern, such as research seminars and workshops sponsored by Economics, Psychology, Sociology, and other closely-aligned programs. They also sit alongside faculty within their academic departments, which makes connecting with faculty easy and convenient.

There are always activities happening at Northwestern that foster an engaging and stimulating academic experience for our students.

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Admissions and Financial Aid

Kellogg's PhD programs are research-based and ideally suited for those seeking a career as a professor. On average Kellogg enrolls 25 PhD students per year from approximately 750 applicants. Students typically complete the program within five years of full-time study.

Online Application Resources and Requirements

kellogg.northwestern.edu/programs/doctoralprogram/admissions.aspx

Required Supporting Documents

- Transcripts
- Recommendation letters
- Test scores (GRE/GMAT; TOEFL/IELTS)
- Resume
- Statement of purpose
- Research paper (optional)

Application Details for Fall 2016 Admission

- ***September 1, 2015*** *— Application opens online*
- ***December 15, 2015 —*** *Application Deadline: MORS-Sociology*
- ***December 31, 2015 —*** *Application Deadline: Kellogg Programs*
- ***Late February/early March*** *— Admission decisions finalized*

Financial Aid

All PhD students, including international students, receive a generous financial aid package guaranteed for five years that includes:

- Fellowship stipend
- Tuition scholarship
- Health insurance coverage in the Northwestern student plan

Funding is renewed each year, provided students make the appropriate academic progress. Upon entry, students receive a one-time only subsidy to purchase a computer. There may be opportunities to earn additional funding as teaching/research assistants. Research funding may include travel grants to present papers and attend conferences.

Questions?

If you have questions, please contact Kellogg's PhD Program Office:

- Email: kellogg-phd@kellogg.northwestern.edu
- Tel: 847-491-2832

Frequently Asked Questions

- **What are Kellogg professors looking for in applicants?**
  A strong commitment to a career in research is desired. The student's performance on standardized tests, the strength of the recommendation letters, the academic record at the applicant's previous institutions, and his or her research agenda and fit within the general research interests of the faculty are evaluated. *(**Quick Tip**: visit our Applicant Profile for more info).*
- **I am a senior in college. Can I apply?**
  Yes. At a minimum, applicants must hold a bachelor's degree or equivalent; the degree must be awarded before September/fall quarter. Three-year undergraduate degrees are also accepted.
- **Is work experience required for admission?**
  No. Work experience is not required to gain admission.
- **Is a master's degree required for admission?**
  No. A master's degree is not required, only a bachelor's degree.
- **Having a master's degree, can I complete a PhD in a shorter period?**
  No. The coursework undertaken in a master's program is not at the PhD level. Master's and PhD coursework requirements are different; therefore, students must satisfy the PhD coursework requirements at the Kellogg School.
- **Are TOEFL/IELTS waivers provided?**
  Yes, waivers are considered for applicants who satisfy our English proficiency requirement: earning a degree where the language of instruction is English. Refer to our policy online.
- **Are interviews required after submitting the application?**
  Programs initiate phone, Skype, or campus interviews for candidates who are being strongly considered for admission. Interviews may be scheduled as late as the end of February/early March.
- **Do you have a visit day for admitted students?**
  Yes. Each program makes arrangements with the admitted students to visit the campus and meet with Kellogg PhD students and faculty. A travel budget is provided by Kellogg to help pay for airplane tickets, taxies, etc. Separately, Kellogg covers the prospective student's hotel accommodations.

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For over 85 years, PhD graduates at the Kellogg School of Management have gone on to positions of influence in academia and business. Our doctoral students are given the skills necessary to succeed as scholars — the ability to think critically and identify opportunities for new frameworks and insights — and the technical expertise to turn those opportunities into published research.



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