Doctoral Studies at the Kellogg School of Management

Opportunities for Minority Students

Initial Placements of Kellogg School Minority Doctoral Graduates Since 1995

Ursula Alvarado (Marketing 1999) • Texas A&M University

Matthew Clayton (Finance 1996) • New York University

Brenda Ellington-Booth (Management & Organizations 1998) • Kellogg School of Management, Northwestern University

Tiffany Galvin (Management & Organizations 1998) • University of Texas, Dallas

Sonya Grier (Marketing 1996) • Stanford University

Gerri Henderson (Marketing 1995) • Duke University

Charles Naquin (Management & Organizations 1999) • University of Notre Dame

Jacquelyn Thomas (Marketing 1997) • Stanford University

Melissa Thomas-Hunt (Management & Organizations 1997) • Washington University in St. Louis

Marvin Washington (Management & Organizations and Sociology 1999) • University of Iowa
Why pursue a doctoral degree in the management disciplines?
Have you considered a career as a business school faculty member? An academic career allows for a unique combination of personal autonomy, intellectual stimulation and satisfaction that you might find rewarding. Most Kellogg PhD graduates pursue academic careers as professors, often combining their research and teaching with consulting, government service or industry practice. The mean starting salary at Top 10 business schools ranges from $100,000 to $135,000 across fields.

What programs of study does Kellogg offer?
- Accounting Information & Management
- Finance
- Managerial Economics & Strategy
- Marketing
- Management & Organizations
- Management & Organizations and Sociology (Joint Program)

What requirements must be fulfilled to complete the PhD?
- Introductory and advanced coursework in quantitative methods (statistics), economics, behavioral science, and courses in one’s major and minor field
- A preliminary written examination
- An oral qualifying examination
- A dissertation

How long does it take?
Students typically complete their degrees in four to five years.

Can I afford it?
Admitted students are guaranteed four years of funding in the form of tuition scholarships, fellowship stipends and health insurance coverage.

Who applies to Kellogg's doctoral programs?
Varied patterns of education and employment backgrounds can lead to the Kellogg PhD. Some newly admitted students have completed only a bachelor's degree, while others have previously attended graduate school. Approximately half have a master's degree and/or practical experience. However, neither a master's degree nor work experience is a requirement for admission. Successful applicants have had undergraduate degrees in disciplines such as engineering, the humanities, psychology, natural sciences, mathematics, sociology, operations research, economics and management.

Where is the Kellogg School?
Kellogg is located along the shores of Lake Michigan, on Northwestern University’s picturesque campus in Evanston, just north of the city of Chicago.
A few words from Kellogg graduates

Ursula Alvarado, PhD 1999, Assistant Professor, Lowry Mays College & Graduate School of Business, Texas A&M University
Northwestern was an ideal place for me to earn my PhD. Based on my background and education, I was an attractive candidate to many schools eager to hire someone with the great training that the Kellogg School is known for. This training was largely due to the multifaceted interests of the faculty, almost all of whom are at the top of their fields. Currently, I’m an assistant professor at Texas A&M University, a school well known for its services and retailing specialties in marketing, and I am enormously satisfied with the work that I do. The decision to leave the “real world” and pursue a PhD was not an easy one; I’m glad that my choice was made simpler with the chance to attend Northwestern.

Matthew Clayton, PhD 1996, Visiting Assistant Professor, Marshall School of Business, University of Southern California
Northwestern placed great value on the contributions I could make in front of the classroom. These teaching experiences, along with the research skills I developed at Kellogg, equipped me well for the varied professional challenges I face as a faculty member.

Charles Naquin, PhD 1999, Assistant Professor, Mendoza College of Business, University of Notre Dame
As an assistant professor beginning the tenure track, I am able to reflect positively upon my experiences at Kellogg and the foundation that the school has provided me to build upon. The core knowledge that resulted from my studies, combined with the outstanding faculty at Kellogg, enabled me to produce cutting-edge research. In hindsight, the combination of an excellent education and outstanding faculty is perhaps the greatest asset to studying at Kellogg and keeps the Kellogg School at the forefront of its field.

A few words from current students

Benét DeBerry-Spence
My decision to pursue a PhD in marketing stemmed from my desire for greater intellectual stimulation. An academic career would enable me to build upon my corporate experience and provide growth opportunities beyond those currently available to me. I chose Northwestern University because I wanted a program that would enable me to learn from leaders in the marketing field, as well as to provide me with opportunities to contribute to the scholarly community that is defined by the breadth of philosophical and methodological perspectives available at Kellogg. Hard-working, self-motivated individuals who enjoy the freedom associated with working independently will thrive within the Northwestern marketing group.

Tracy Dumas
My experiences at Kellogg have been challenging and rich. One of the strengths of my department is the variety of research interests of the professors, a group of well-known scholars actively involved in research. The collegial nature of the department stands out, as well as the overall institutional support that we receive from the Kellogg School. Compared with some other programs, we have more opportuni-
ties to get involved in research early on. Professors encourage students to play significant roles in the development and execution of research ideas. We also receive a great deal of departmental support to attend academic conferences, which are invaluable developmental experiences.

Richard Hayes
One of my major motivations for pursuing doctoral study was the interaction between students and faculty that I experienced during my undergraduate and business school years. Due to Kellogg’s “open door” policy, we have a very collegial environment, and doctoral students often collaborate with faculty on research projects and teaching.

While providing the skills necessary to become a productive researcher, the program is also flexible enough to allow for personalization. In my research in entrepreneurship, strategic management and the interplay between technology and organizations, I conduct both applied and theory-building research. Kellogg has a strong theoretical focus, while its corporate contacts have provided me access to practitioners. In my research on how a group of black-owned investment banks evaluate Internet strategies, I have received access to many of the organizations’ founders. Kellogg’s name and reputation are invaluable and have opened doors for me as I develop as a researcher and future professor.

Ashleigh Rosette
Upon completing my master’s degree at the University of Texas at Austin Business School, one of my professors asked if I had ever thought to pursue a doctorate in business. Little did I know the profound influence that simple question would have on my life. After more consideration throughout my tenure as a CPA at a Big Five accounting firm, and after I attended the PhD Project (an informational conference for potential minority doctoral students), I decided that a career in academia was definitely for me.

I chose Northwestern University because of its excellent scholastic reputation and because I felt it was a good match for me, both personally and academically. The supportive exchange between faculty and graduate student fosters an academic environment that stimulates intellectual curiosity and presents opportunities for collaboration. I chose to pursue a doctorate because my presence can make a difference in the academic community. As an instructor, my presence can enrich the educational experience of future business leaders. As a researcher, my perspective and inquiry can encourage discussion and information flow about previously unexplored and underrepresented topics of research.

Denise Lewin Loyd
Before coming to Kellogg for my PhD, I worked for five years in the construction industry. As a woman and person of color, some of my work experiences made me interested in understanding how gender and racial diversity are managed (or mismanaged) in organizations. I was excited that my first research experience at Kellogg was working with a faculty member of color and examining the implications of diversity for decision-making teams.

Making the transition from professional to student was not always easy, but I have been lucky to be supported by both professors and classmates. I’m sure that coming to Kellogg was the right decision for me. If you are looking for a challenge, then pursuing a PhD at the Kellogg School may be the right option for you as well.
Matthew Clayton, PhD ’96
Visiting Assistant Professor, Marshall School of Business, University of Southern California

For more information, please contact:

Doctoral Program
Kellogg School of Management
Northwestern University
Donald P. Jacobs Center
2001 Sheridan Road
Evanston, IL 60208-2001
Tel: 847.491.2832 • Fax: 847.467.6717
E-mail: kellogg-phd@northwestern.edu
Web: www.kellogg.nwu.edu

The Graduate School
Minority Affairs Office
Northwestern University
633 Clark Street, Evanston, IL 60208-1113
Tel: 847.491.8507
E-mail: mingrad@northwestern.edu
Web: www.northwestern.edu/graduate/

PhD Project
3 Chestnut Ridge Road
Montvale, NJ 07645
Tel: 888.243.8274
E-mail: refer to the Web site
Web: www.phdproject.com

The PhD Project seeks to increase the enrollment of underrepresented minority students into management PhD programs across the United States. The PhD Project hosts a conference each November to put potential applicants in touch with PhD programs. Kellogg participates each year.