

NORTHWESTERN UNIVERSITY



Doctoral Studies

Academic Year 2010–2011

Welcome to Kellogg



Many years before I stepped into the Office of the Dean, Kellogg helped me find my intellectual voice.

As a doctoral student at Kellogg more than 20 years ago, I was able to combine study in psychology and economics and explore those topics with some of the best minds in the country. I was struck by Kellogg's unique ability to put the study of markets and the study of management on equal footing. As an

alumna, I observed Kellogg redefine what it meant to be a strong and mighty competitor in business research and education.

Today as dean, I view Kellogg as a business school like no other. It has a world-renowned faculty and partner schools all over the globe. It has a reputation for innovation that is second to none. And most importantly, it still has that spark — that exhilarating sense of great things to come.

I have no doubt that much of this future innovation will come from our PhD students. As you learn rigorous research methods and hone your critical thinking skills, you will work closely with faculty experts across disciplines to become that next generation of thought leaders.

The future of business scholarship is coming. We hope you'll help us write the next chapter.

Best,

A handwritten signature in black ink that reads "Sally Blount". The signature is fluid and cursive, with the first name being more prominent.

Sally Blount

Dean and PhD Alum

Kellogg School of Management

Discipline and discovery: The Kellogg PhD

Established in 1908 as Northwestern University's School of Commerce, the Kellogg School of Management has a rich history of training leading thinkers for the world of business. The school awarded its first doctoral degrees in 1927.

The PhD program at the Kellogg School prepares doctoral students to discover and communicate new knowledge. It lays the foundation for productive careers in research and teaching and attracts up-and-coming scholars from all over the world. Doctoral students become involved in research early in the program, and a collegial environment encourages close working relationships with students and faculty across disciplines. Through research and theoretical discussions with their professors, our students refine their ideas and develop methods and models to solve problems. There are many opportunities for students to conduct research with faculty, and these endeavors often lead to publication.

Completion of the doctoral program typically requires five years of full-time study and intense dedication and self-discipline.

World-renowned research faculty

The Kellogg faculty is widely acclaimed for its contributions to management research. Our faculty includes scholars whose research has redefined the study of management and contributed to fields as diverse as organizational behavior, marketing, finance, game theory, political economy, accounting, economics, operations management, social psychology and negotiations. Of our 151 research faculty, 62 hold endowed chairs. The faculty's commitment to scholarly inquiry is evident in the school's many research centers and by the faculty's extensive publications.

Fields of study

An innovative curriculum gives students the methodological and theoretical tools they need to move to the next level of doctoral education — designing their own research.

Accounting Information & Management

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

Finance

The finance doctoral program provides students with a rigorous background, both theoretical and empirical, in finance, economics and statistics. As a leader in financial economics research, the expertise of the Finance faculty spans the areas of asset pricing, behavioral finance, corporate finance, financial institutions, financial crises, international finance, market microstructure, regulation, and related economic theory and econometrics.

Management & Organizations

This program integrates psychological, sociological and economic perspectives on the study of organizations and their members. Specific areas of strength include: corporate governance, decision making, negotiations, networks and alliances, strategic adaptation and change, diversity, and team and group processes.

Management & Organizations and Sociology

The doctoral program in management and sociology combines the Kellogg School's Management and Organizations 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.

Managerial Economics & Strategy

The PhD program in managerial economics and strategy, offered jointly by the Departments of Managerial Economics and Decision Sciences (MEDS) and Management and Strategy (M&S), should appeal to those interested in economic models of individual decision makers and firms. A distinctive feature is the heavy focus on methods and insights drawn from microeconomic theory, the theory of the firm and game theory. The MEDS faculty comprises economic theorists, game and decision theorists, operations researchers, and formal political theorists with broad research interests that include the nature and impact of strategic behavior in competitive environments, dynamic economic models, the role of time and uncertainty in economic decision-making, and the theory of auctions. The M&S faculty consists of applied micro-economists whose interests include the industrial organization of healthcare, law and economics, pricing strategies, regulation and the economics of organizations.

Marketing

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

Operations Management

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

JD-PhD

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

Degree requirements

In preparation for the demands of academia, all doctoral students must complete a set of required courses, pass a written qualifying examination and an oral examination, and write a dissertation. Other requirements include annual research presentations, summer research papers, teaching and research assistance, and additional requirements determined by each program. Each program oversees the curriculum and monitors each student's progress toward the degree under the guidelines set by the Kellogg School of Management and The Graduate School at Northwestern University.

The Northwestern connection

Kellogg PhD students take courses in many subjects throughout Northwestern University. To complement their study of the fundamental disciplines that underlie business research, doctoral students attend classes in economics, mathematics, statistics, political science, psychology, sociology, anthropology and other subjects through the Weinberg College of Arts and Sciences. Doctoral students interested in operations research often take classes in the McCormick School of Engineering and Applied Science, located just down the street from the Kellogg School's home in the Donald P. Jacobs Center.

Kellogg's research seminars bring distinguished scholars to campus, where they share their cutting-edge research with the Northwestern community and encourage faculty and students to interact and exchange ideas informally. Kellogg's business conferences bring noted scholars and the real-world perspectives of business leaders to campus. Drawing on our global presence in management education, leading thinkers from around the world share insights on emerging markets in Africa, China, India, and Latin America, and current issues in finance, healthcare, real estate, private equity and venture capital, technology, manufacturing, marketing, and social change.

Research resources

Our research facilities include two state-of-the-art experimental and behavioral laboratories, including a special room for video recording, control and observation. Kellogg maintains two subject pools with thousands of participants, and our research support group provides training in statistical and experimental methods and applications and the use of business research datasets. Students have access to datasets maintained by Kellogg and Northwestern University and to institutional subscriptions to some of the most important data repositories in the world.

Admissions and financial aid

PhD study is very competitive. Each year, the doctoral program receives approximately 900 applications and admits, on average, 30 students. Our faculty looks for candidates with outstanding intellectual ability, excellent verbal and quantitative skills, strong academic records, mature interest in understanding the basic operations of the economy, and a serious commitment to a career in research. We accept students from many different disciplines including economics, engineering, the humanities, mathematics, the natural sciences, operations research, engineering, psychology and sociology.

Financial aid is available to all admitted students for five years and includes tuition scholarships, fellowship stipends, teaching and research assistantships, and Northwestern student health insurance coverage. A laptop computer is also provided.

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

Academic Job Placements – Kellogg’s Community of Scholars

As professors, our doctoral alumni build on their educational experiences at Kellogg and enrich the academic environments at the research institutions that hire them. Below is a list of recent placements of our graduates; a more comprehensive list is available online.

Boston College	Peking University
Brigham Young University	Princeton University
Columbia University	Queen’s University
Duke University	Stanford University
Emory	University of Bonn
Harvard University	University of British Columbia
Hong Kong University of Science and Technology	University of California, Berkeley
INSEAD	University of California, Los Angeles
London Business School	University of Chicago
London School of Economics	University of Maryland
Massachusetts Institute of Technology	University of Michigan
National University of Singapore	University of North Carolina, Chapel Hill
New York University	University of Notre Dame
Ohio State University	University of Southern California
	University of Pennsylvania

To learn more, please visit the Kellogg PhD Program online.

kellogg.northwestern.edu/programs/doctoralprogram

Apply for PhD study at Kellogg.

kellogg.northwestern.edu/programs/doctoralprogram/admissions

Learn more about our renowned faculty.

kellogg.northwestern.edu/faculty

View job placements of our doctoral students.

northwestern.edu/Programs/DoctoralProgram/JobPlacement

Discover Kellogg’s research resources.

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