

THE DOCTORAL PROGRAM

TURN YOUR PASSION INTO A LIFETIME OF LEARNING

The Doctoral Program at Northwestern University's Kellogg School of Management offers passionate researchers an **OPPORTUNITY FOR INTERDISCIPLINARY INVESTIGATION AND COLLABORATION.**

With over 100 years at the forefront of business education and research, Kellogg is a premier institution for scholars looking to break ground on new areas of exploration, from knowledge creation through innovation. Our students are distinguished by a deep curiosity for learning and the desire to be inspired by new challenges.

STUDY UNDER THE WORLD'S FOREMOST THINKERS AND EDUCATORS

Kellogg's faculty includes trailblazing scholars whose research impacts organizations, markets and communities worldwide. Their research has redefined the study of business and management and has set a standard for new ideas and frameworks.

At the same time, our faculty members complement their dedication to research with a commitment to teaching and mentoring — training the next generation of scholars.

62 RESEARCH FACULTY HOLD
ENDOWED CHAIRS

132 TENURE-LINE
RESEARCH FACULTY



KELLOGG FACULTY ARE MEMBERS OF LEADING
ACADEMIC AND HONORARY SOCIETIES

ENGAGE IN **INTERDISCIPLINARY RESEARCH**

Long renowned for its collaborative approach to learning, Kellogg's Doctoral Program offers academics a place for their ideas to grow, fostered by a community of scholars throughout Northwestern University, one of the nation's leading private research universities. In addition to working alongside Kellogg faculty, you will have access to Northwestern scholars from economics, engineering, law, mathematics, psychology and sociology — all disciplines that underlie business research.

“The Kellogg Doctoral Program builds community around new ideas. To become successful academics, scholars need early feedback on their research projects. Kellogg has formal courses that provide coaching by a talented faculty with a diverse set of interests. This helps new scholars learn to evaluate the strength of an idea and arrive at a sound thesis quickly.”

MICHAEL FISHMAN

Senior Associate Dean of Faculty and Research, Norman Strunk Professor of Financial Institutions



KELLOGG FACULTY ARE AMONG THE LEADING EXPERTS IN SUCH FIELDS AS ACCOUNTING, ASSET PRICING, BEHAVIORAL AND QUANTITATIVE MARKETING, COMPUTATIONAL SOCIAL SCIENCE, CORPORATE FINANCE, DATA ANALYTICS, DEVELOPMENT ECONOMICS, ECONOMIC THEORY, HEALTHCARE, INDUSTRIAL ORGANIZATION, MECHANISM DESIGN, ORGANIZATIONAL BEHAVIOR, POLITICAL ECONOMY, SOCIAL PSYCHOLOGY, STRATEGY AND SUPPLY CHAIN MANAGEMENT.

KELLOGG FACULTY ALSO SERVE IN EDITORIAL POSITIONS AT MANY TOP
ACADEMIC JOURNALS.

LAUNCH AN **INSPIRING CAREER**

Building on a strong Kellogg academic and research foundation, our doctoral alumni go on to enrich the scholarly communities at research institutions worldwide.

A sample of recent academic placements includes:

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|------------------------------|---|
| ○ Columbia University | ○ Tulane University |
| ○ Cornell University | ○ University of California – Los Angeles |
| ○ Harvard University | ○ University of Hong Kong |
| ○ HEC Paris | ○ University of North Carolina at Chapel Hill |
| ○ Imperial College London | ○ University of Pennsylvania |
| ○ INSEAD | ○ University of Texas at Austin |
| ○ London School of Economics | ○ University of Washington |
| ○ New York University | ○ Vanderbilt University |
| ○ Princeton University | ○ Yale University |

LEARN IN A REVOLUTIONARY SPACE

Kellogg's new, world-class Global Hub is designed to encourage collaboration. The 415,000 square-foot building is filled with open and inviting communal spaces that enable dialogue and debate, spontaneous idea sharing and inspired problem solving.

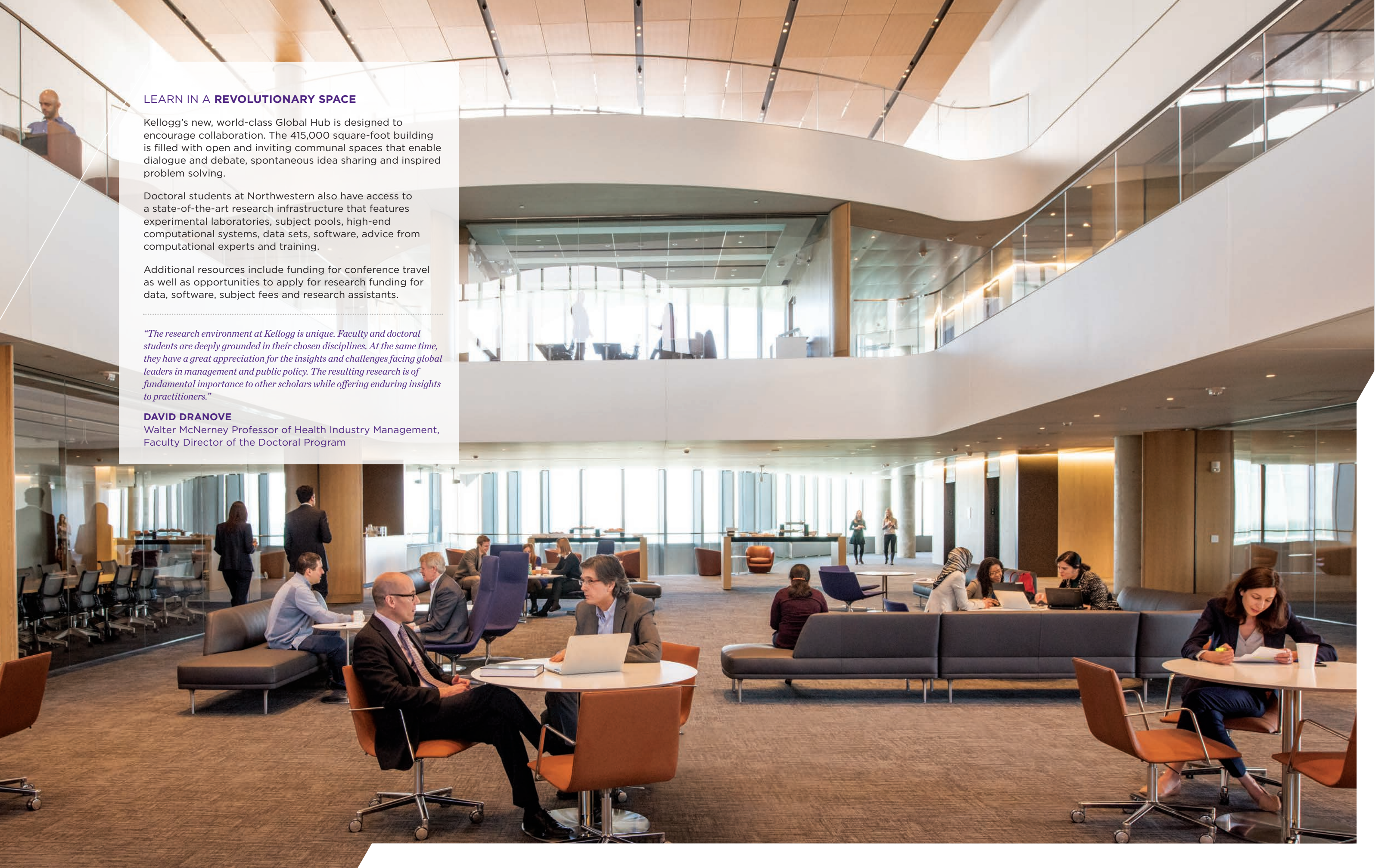
Doctoral students at Northwestern also have access to a state-of-the-art research infrastructure that features experimental laboratories, subject pools, high-end computational systems, data sets, software, advice from computational experts and training.

Additional resources include funding for conference travel as well as opportunities to apply for research funding for data, software, subject fees and research assistants.

"The research environment at Kellogg is unique. Faculty and doctoral students are deeply grounded in their chosen disciplines. At the same time, they have a great appreciation for the insights and challenges facing global leaders in management and public policy. The resulting research is of fundamental importance to other scholars while offering enduring insights to practitioners."

DAVID DRANOVE

Walter McNeerney Professor of Health Industry Management,
Faculty Director of the Doctoral Program



AREAS OF STUDY

Students join our doctoral programs to become experts in their chosen fields of study and to develop the research skills required to become successful and productive scholars.

ACCOUNTING INFORMATION & MANAGEMENT

Accounting Information & Management students train in empirical and analytical research methods. Current topics include 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.

FINANCE

The program provides students with the necessary tools from economics, mathematics and statistics to make progress toward answering important questions in the field of finance. Active topics include, but are not limited to, the pricing of securities in financial markets, models of corporate operating and financing decisions, development economics, household financial decisions, corporate governance and regulation, empirical microstructure, and volatility modeling.

FINANCIAL ECONOMICS

This joint program with Northwestern University's Department of Economics provides students with rigorous training in economics and finance, as well as access to a broad array of faculty across different disciplines within economics. The study of finance aligns with numerous areas within economics: macroeconomics, public finance, econometrics, economic development and economic history. This is why a broad training in economics is essential for those who wish to do innovative work that straddles both finance and economics. Some examples include the financing and investment decisions of firms, households and governments; the interplay between asset prices, capital markets and the macro-economy; and the role and limitations of financial institutions in facilitating access to credit.

MANAGEMENT & ORGANIZATIONS

Management & Organizations students use tools and perspectives from psychology, sociology and economics to study organizations and their members. This program emphasizes both theory and empirical research, as well as connections between the two. Topics include computational social science, diversity, group dynamics, negotiations, organizational behavior, organizational change and social networks.

MANAGEMENT & ORGANIZATIONS AND SOCIOLOGY

Students in this joint program with Northwestern University's Sociology Department are interested in topics that bridge management, strategy and economic sociology such as social movements, the production of culture, entrepreneurship, social networks, gender and race inequality in organizations, and globalization.

MANAGERIAL ECONOMICS & STRATEGY

Students in this program use rigorous economic models and reasoning to solve both theoretical and empirical problems in economics and strategy. Many students also study under faculty in Northwestern University's Department of Economics. Active research topics include decision theory, development economics, economics of organizations, game theory, health economics, political economy, and technology and innovation.

MARKETING

Marketing students generally specialize in either consumer behavior or quantitative modeling. The consumer behavior area joins social psychology with decision-making, and addresses how consumer decisions are affected by factors such as uncertainty, motivation, choice complexity and consumer identity characteristics. The quantitative modeling area focuses on empirical and analytical techniques grounded in economics and statistics, and studies topics such as consumer choice, data analytics and analysis, pricing and promotion, competitive strategy, digital marketing and the design of large-scale field experiments.

OPERATIONS MANAGEMENT

Students in this program focus on managerial decision-making of operations functions in firms through quantitative, economic modeling and empirical analysis. Active research areas include supply-chain management, sustainability, service management, capacity and production planning and control of processing networks, revenue management, healthcare management, retail operations, and contracting and economic-mechanism design.

IN ADDITION TO THESE EIGHT PROGRAMS, **KELLOGG ALSO OFFERS A JD-PHD DEGREE** WHERE STUDENTS EARN BOTH A JD AND A PHD CONCURRENTLY, UTILIZING RESOURCES AND FACULTY AT THE KELLOGG SCHOOL OF MANAGEMENT AND THE NORTHWESTERN PRITZKER SCHOOL OF LAW.

REQUIREMENTS AND QUALIFICATIONS

BEST OF BOTH WORLDS

Evanston is a vibrant community anchored around the shores of Lake Michigan. As the first suburb north of Chicago, Evanston truly offers the best of both worlds for Kellogg students. It is regularly listed among the best cities in the U.S. thanks to a thriving downtown brimming with restaurants, shops and movie theaters. Meanwhile, all the excitement of Chicago is a quick train or car ride away. As the nation's third-largest city, Chicago is a true cosmopolitan hub of business, culture, sports and diversity.

DEGREE REQUIREMENTS

Successful completion of the doctoral program typically requires five years of full-time study and intense dedication and self-discipline. Each year, Kellogg doctoral students must make academic progress specified by their program. The typical path includes two years of coursework, written qualifying (field) exam(s), original research papers and oral presentations, a dissertation, and a final oral exam (or the dissertation defense). Students attend weekly research seminars, present their research at conferences and universities, and provide teaching and research assistance.

PROSPECTIVE STUDENTS' QUALIFICATIONS:

- Bachelor's degree earned before entering the program
- Outstanding intellectual curiosity and abilities
- Strong quantitative and verbal skills
- Commitment to a career in research

ADMISSIONS AND FINANCIAL AID

On average, about 25 PhD students join Kellogg every year. The online application is available in early September, and the submission deadline is December 15 for the upcoming fall quarter. We make admission decisions in late February/early March. Required supporting documents include transcripts, test scores (GRE/GMAT, TOEFL/IELTS), resume, statement of purpose, and recommendation letters; a writing sample is optional. A course form listing the six most rigorous math and economics courses completed by the applicant is strongly recommended for those applying to quantitative PhD programs.

All PhD students receive a financial aid package guaranteed for five years that includes a stipend, full tuition scholarship and payment of the annual health insurance fee. Incoming students also receive a moving allowance, a subsidy to purchase computer equipment and a budget for conference travel.

NEXT STEPS

To learn more about the Doctoral Program or request a conversation with our admissions team, please call us at **847.491.2832** or email **kellogg-phd@kellogg.northwestern.edu**. Begin the application process by visiting **kell.gg/kellogg-phd**.

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NORTHWESTERN UNIVERSITY

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