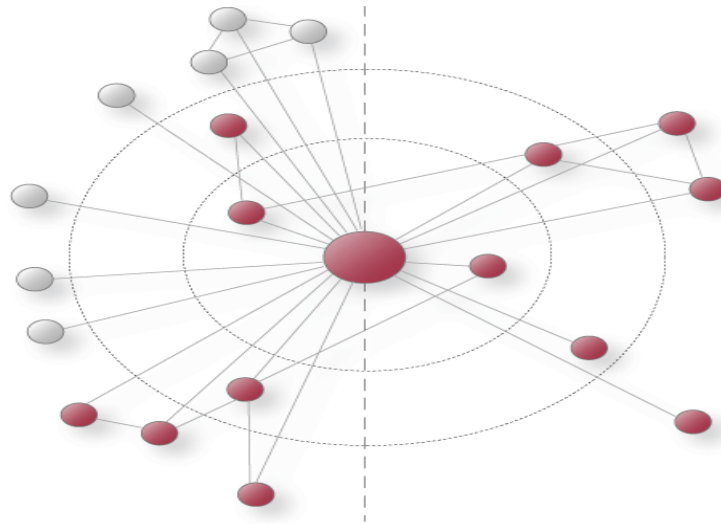


PhDs in Business

Working at the Frontiers of New Knowledge



The primary source of this document came from a presentation at the University of Southern California for a Doctorate in Business Recruiting Forum in June 2006. Additional information has been provided by Northwestern University and the University of Chicago.

Why get a PhD in business?

- Jobs
- Money
- Options
- Flexibility
- Job stability
- Continual learning
- Skill building from some of the best scholars in the world
- Learn how to do research
- Personal satisfaction
- Opportunities for advancement
- Contributions on many levels (school, profession, society)
- Financial support while you are in the program



What PhDs train you for?

- Teachers

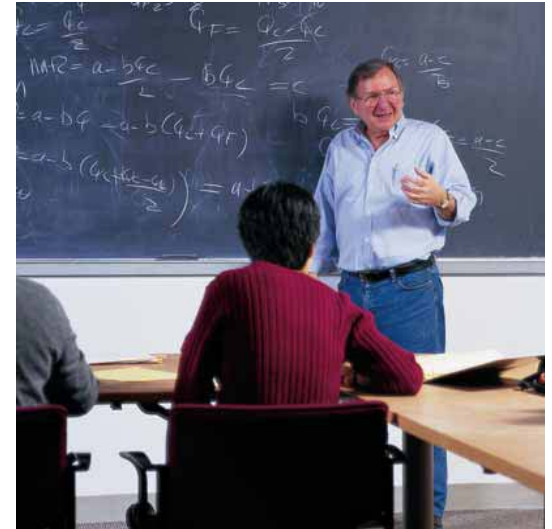
- Knowledge Disseminators

- Students
 - Companies

- Researchers

- Knowledge Producers

- Pushing the frontiers of knowledge
 - Fundamental goal of academic institutions



Where do graduates go?

- Colleges or Universities
 - Research School
 - Teaching School
- Consulting
- Industry
- Government



What kind of research?

Pushes Frontiers

- **Novel** (asks a new question never before understood or known)
- **Relevant** (to academic discipline; to companies; to society)
- **Important** (resolves issues that many people care deeply about)
- **Rigorous** (well-executed; controls for rival explanations; no agenda)
- **Generalizable** (not specific to a particular person, company, or industry; otherwise, consulting)

Research Mission:

To be a world-class leader (in the eyes of the academic and business communities) in the production of knowledge that makes relevant and important contributions to business practice and social welfare.

Areas of Study

(This list is not all inclusive, but it covers many areas.)

Marketing

- Consumer Behavior
- Marketing Strategy and Decision Making
- Quantitative Modeling
- Operations Research

Management and Organizations (MORS)

- Organizational Behavior
- Organizational Theory
- Strategy

Information and Operations Management (IOM)

- Information Systems
- Operations Management
- Supply Chain Management
- Statistics

Accounting

- Auditing
- Taxes
- Control Systems

Finance and Business Economics (FBE)

- Corporate Finance
- Asset Pricing
- Financial Institutions
- Behavioral Finance
- Microeconomics
- Econometrics
- Industrial Organization
- Political Economy
- Game Theory
- Law and Economics
- Entrepreneurship and Innovation
- Economics of Strategy
- Health Economics

PhD Program Processes

- **General Requirements**
 - Coursework (two years)
 - Comprehensive or Qualifying Exams
 - Dissertation Proposal
 - Dissertation Defense
- **Professional Development**
 - Research and Teaching Assistantships
 - Internships
 - Teaching Appointments
 - Research Presentations (departmental seminars and academic or industry conferences)
- **Financial Aid Opportunities**
 - Full Tuition Waivers
 - Fellowships
 - Health Insurance Coverage
 - Student Loans



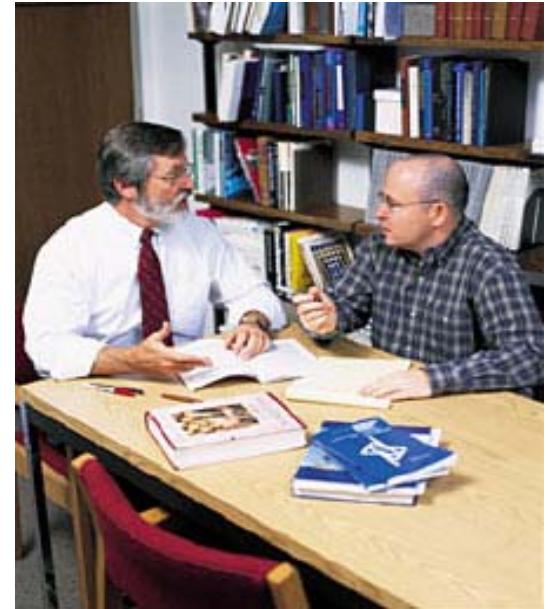
Make the most of your PhD training!

- Coursework Assignments

- How can these methods help me advance my research interests?
- How does this theory illuminate my research interests?
- Where does my research make a contribution?
- What other departments offer seminars that will help me develop my research tool kit?

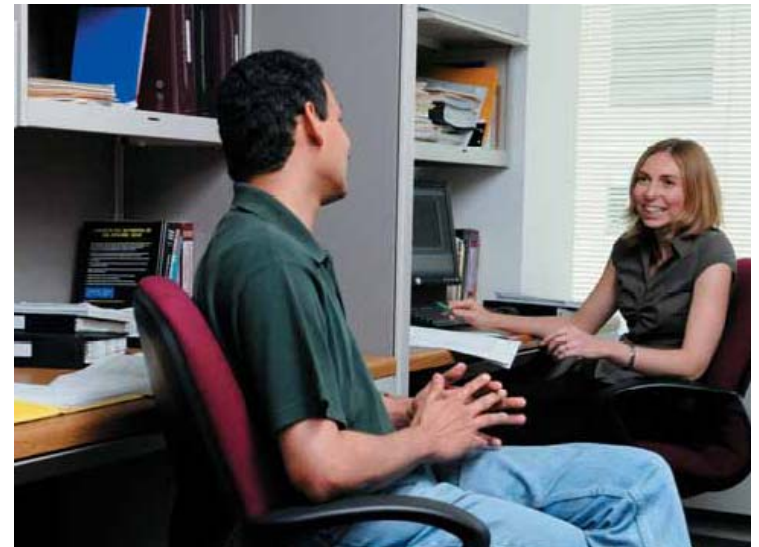
- Research Assistantships

- How can I add value to this faculty member?
- What can I learn?
- Is there an opportunity for me to earn the right to be a junior author on this project?

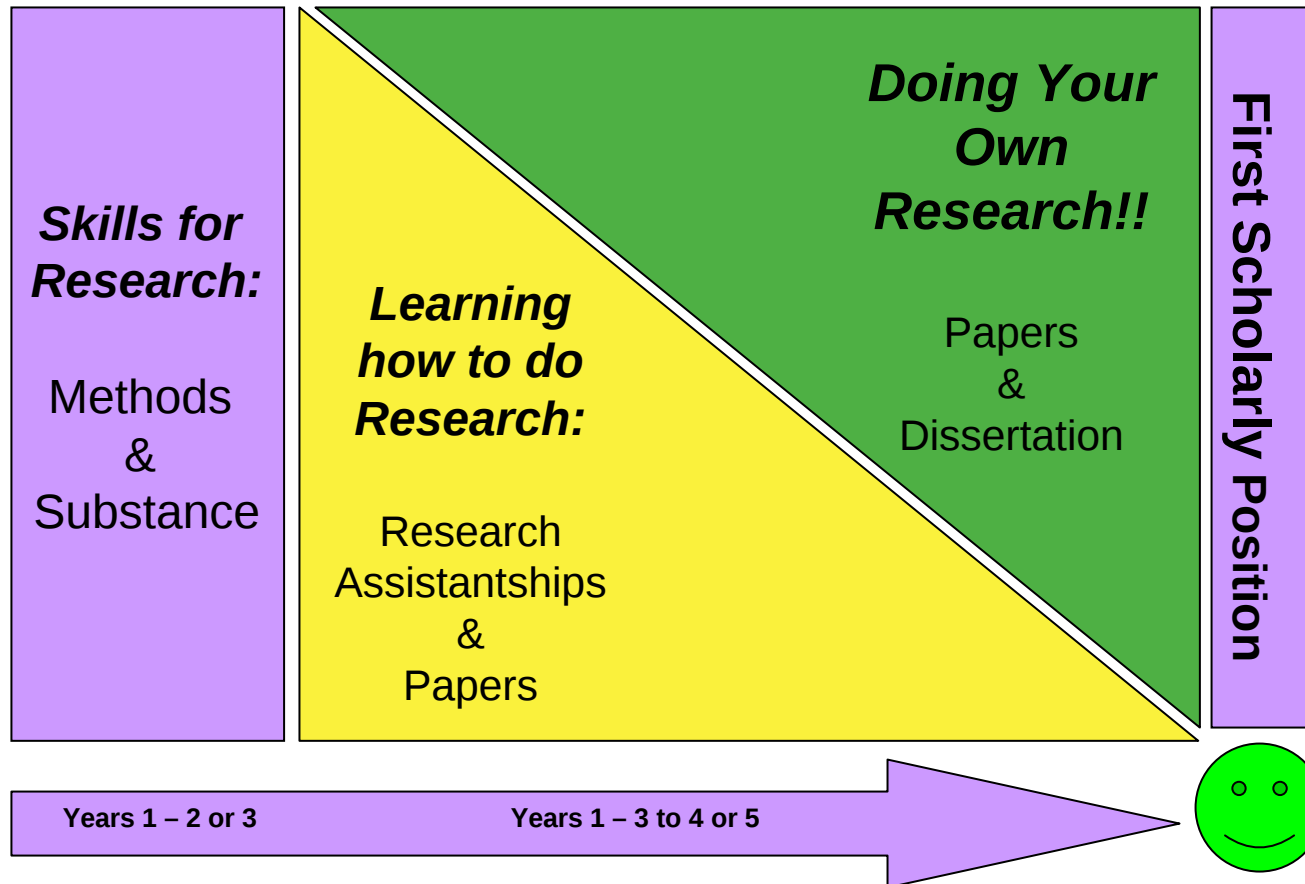


Useful talents to groom as a PhD student ...

- Idea Hunter
 - Read broadly
 - Experience the world around you
- Time Manager
 - Time = Most precious resource!
 - Awareness of available tools e.g. statistical, reference
 - Familiarity with online and human resources
- Good Colleague
 - Cohort = PhD students!
 - Faculty – you want them to say, “That’s our student!”



The PhD student experience in summary...



Advancement in Academia

- Assistant Professor: 6-8 years
- Associate Professor: 5-10 years
- Full Professor: 10-15+ years
- Chaired Professor
- Administration: Dean, Provost, President



Who gets admitted?

- Intellectually curious
- Interested in academic research
- Research experience (ideal but not necessary)
- Backgrounds in social science or math-related disciplines (ideal but not necessary)
- Strong letters of recommendation
- Strong academic background
- Good fit with the research interests of the faculty
- Understands what a PhD program is and is not



Top Questions to Ask

(www.phd-survey.org)

Yourself

- 1) Why do you want the degree?
- 2) What are your career goals?
- 3) What is the job market?
- 4) What is doctoral study like?
- 5) What is it like in that field?

About the Program

- 6) What is the reputation and ranking of the department?
- 7) What is the department's mission?
- 8) Where is it? Does the location suit you?
- 9) Whose work on the faculty excites you?
- 10) What is the normal time to completion?



Top Questions to Ask

(www.phd-survey.org)

- 11) What are the career prospects?
- 12) What careers have graduates of the program entered?
- 13) How many students leave the program? Why?
- 14) Do students have mentors? Are mentors assigned? How does mentoring work?
- 15) How is the program structured? Are there requirements? Are they flexible?
- 16) What courses and faculty are available to you?
- 17) Are you expected to teach? Do you receive training in teaching?
- 18) How supportive is the student community (intellectually, socially)?
- 19) Are you guaranteed a tuition waiver and funding? How much and for how long?
- 20) What are the costs of living?



Web Resources

- **AACSB** – The Association to Advance Collegiate Schools of Business provides a list of accredited business schools, publications, surveys and reports on business education and the academic profession, and more: www.aacsb.edu
- **Beta Gamma Sigma** – An international honor society recognizing business excellence that encourages and honors academic achievement in the study of business and fosters personal and professional excellence: www.betagamma sigma.org
- **DocNet** – A consortium of business doctoral programs committed to promoting doctoral education in business throughout the world:
www.aacsb.edu/resource_centers/DoctoralEdu/docnet/mission.asp
- **GMAC** – The Graduate Management Admissions Council is dedicated to creating access to graduate management education and supporting business schools worldwide: www.gmac.com
- **PhD Project** – An organization created to increase the diversity of business school faculty by attracting African Americans, Hispanic Americans, and Native Americans to business doctoral programs and providing a network of peer support throughout the disciplines:
<http://www.phdproject.com>

