MARSHALL PH.D. PROGRAM
Online Information Presentation
THE PH.D. BUSINESS

Future business faculty.
Timeline.

Samuel Hartzmark, Class of 2014.
Assistant Professor of Finance
University of Chicago Booth School of Business
What does a PhD in Business entail?

• What Do Business Professors Do?
  – Teach: Knowledge dissemination
  – Research: Knowledge creation

• Business PhD trains students in both, but the emphasis is on research

• Business PhD is not an advanced MBA
  – Focus on learning to conduct research—not on “advanced” business topics
Where Do Business PhDs Go?

• **Academia**
  – Research universities
  – Teaching colleges

• **Industry**
  – Wall Street
  – Consulting
  – Industry
  – Government/Regulatory
# Marshall Ph.D. Timeline

<table>
<thead>
<tr>
<th></th>
<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
<th>YEAR 4</th>
<th>YEAR 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coursework</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Major Exams</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Research Apprentice</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Teaching</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Apply for Funding</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dissertation</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Development</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Faculty Recruiting</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
ASSESSING FIT

What are we looking for?
What should you consider?
What are we looking for?

- Intellectually curious
- Interested in academic research
- Research experience (ideal)
- Background in related fields
- Strong letters of recommendation
- Strong academic background
- Good fit with research interests of the faculty
- Understands what a Ph.D. program is (and what it’s not)
What should you consider?

- Do the faculty study what you want to study?
- Will you have good access to the faculty?
- Does the program offer a balance of research and teaching experience?
- Is sufficient financial support available?
- Is the school in a place that’s geographically feasible for you?
- What is the school’s research reputation?
- What are the prospects for a good placement?
THE MARSHALL ADVANTAGE

Overview of the Marshall Ph.D. Program.
Our Six Fields of Study.
Marshall Advantages

• **Broad-Based Expertise.** Marshall's 120 research-active faculty represent a broad swath of the business domain.

• **Award-Winning Researchers.** Marshall ranks in the top 15 of all business research universities in the world.

• **Unparalleled Mentoring Opportunities.** Our goal is to foster publication success in top academic journals and confidence in teaching.

• **Flexible Programs of Study.** Our curriculum is designed for flexibility, providing numerous opportunities for elective courses.

• **Competitive Assistantships.** Our program features a competitive Assistantship package guaranteed for four years. Students who make satisfactory progress receive funding in the 5th year.
Marshall Advantages

• Excellent placement record
• Workload mirrors research faculty (60/30/10)
• Small class size--More faculty than students
Marshall Fields of Study

- Accounting
- Finance & Business Economics
- Management & Organization
- Marketing
- Operations Management
- Statistics
Accounting Research

Accounting research examines how financial information is gathered, organized and used by individuals, organizations and markets.

### Areas of Research Contribution
- Financial Accounting
- Managerial Accounting
- Auditing and Corporate Governance
- Tax Accounting

### Faculty Leadership Roles
- Deputy Chief Accountant of the U.S. Securities and Exchange Commission
- President of the American Accounting Association

### Placements
- Stanford University
- Columbia University (2)
- University of California, Los Angeles
- Emory University
- Washington University, St. Louis
- University of Washington, Seattle
- Pennsylvania State University
- University of Illinois at Urbana-Champaign (2)
- University of Maryland
- University of Arizona (4)
- University of Toronto
- Hong Kong Institute of Science & Technology
Finance & Business Economics

FBE research seeks to understand how stocks, bonds and other assets are valued in the marketplace and how these valuations relate to the behavior of companies, investors, governments and the economy.

Areas of Research Contribution
Asset Pricing
Corporate Finance and Governance
Financial Economics

Faculty Leadership Roles
• Former Chief Economist, U.S. Securities and Exchange Commission
• President, Chinese Economists Society
• Past President, Western Finance Association
• Past President, Society of Financial Studies
• Founding Secretary-Treasurer, Society of Financial Studies

Placements
University of Michigan
Cornell University
Emory University
Washington University, St. Louis
University of Melbourne (2)
BI Norwegian School of Management (2)
National University of Singapore
Data Science Operation

OM research examines how systems and activities need to be designed to manage the flow of goods, services and knowledge assets in firms.

Areas of Research Contribution
- How companies can develop systems and processes to optimize delivery of products and services
- Analysis of supply chains of global organizations

Placements
London Business School
University of British Columbia
Concordia University (Montreal)
Fudan University (Shanghai)
Yeshiva University Sy Syms School of Business (New York City)

Faculty Honors & Awards
- Fellows, Production and Operations Management Society
- National Science Foundation Grants
- Management Science and MSOM Meritorious Service Award
- Best of 2011 WORMS (Women in OR and MS) Paper Award
- JFIG Paper Competition Finalists

Ph.D. Student Honors
- Best Research Paper in the 50th Pacific Telecom Congress
Management and Organization

MOR research includes the study of human behavior in organizational settings, the design of organizational structures and the relationship of organizations to their environments.

Areas of Research Contribution
Organizational Behavior
Organization Theory
Strategic Management

Faculty Leadership Roles
• Associate Editor, Academy of Management Journal
• President, Academy of Management
• Member, Academy of Management Board of Governors
• Editorial Board Member, California Management Review

Placements
Rice University (2)
Washington University, St. Louis
University of Wisconsin, Madison
Tsinghua University (Beijing)
University of California, Irvine
Tilburg University (Netherlands)

Ph.D. Student Honors
• Ph.D. Dissertation Fellowship, NASDAQ OMX Group Educational Foundation
• Strategy Research Foundation (SRF) Dissertation Grant
Marketing Research

Research in marketing utilizes methods from psychology, economics and statistics to study how consumers and businesses interact in the marketplace.

**Areas of Research Contribution**
- Marketing Strategy
- Consumer Psychology

**Faculty Honors & Awards**
- Longtime Impact Award of the Society of Marketing Science
- Society of Consumer Psychology Fellow
- American Marketing Association IO Lifetime Achievement Award
- Vijay Mahajan Lifetime Contribution to Marketing Strategy Award

**Placements**
- University of California, Los Angeles (3)
- University of Michigan
- Cornell University
- Cambridge University
- Dartmouth College
- University of Minnesota (2)
- Washington University, St. Louis
- Emory University
- University of British Columbia
- University of Maryland
- Queen's University (2)
Statistics Research

Statistics research in business examines uses of statistics and information technology to provide better customer service, improve quality, and increase the productivity and flexibility of business processes.

Areas of Research Contribution
• High-dimensional regression analysis
• High-dimensional covariance
• Functional data analysis
• Non-linear regression
• Applications of statistics in marketing and finance

Faculty Honors & Awards
• Elected Fellow of the American Statistical Association
• National Science Foundation (NSF) CAREER Award
• Laha Award, Institute of Mathematical Statistics

Interdisciplinary Approach
• Students develop expertise and conduct research applying statistical insights to a secondary business discipline (e.g., marketing, operations, finance)
• Researchers delve into interdisciplinary topics, including web based advertising, finance, supermarket bar code readers, micro-arrays in genetics
HOW TO APPLY

The Application Process and Deadlines
The Application Process

• Required:
  – Online Application
  – Three Letters of Recommendation
  – Statement of Purpose
  – Unofficial Transcripts
  – GRE or GMAT scores
  – TOEFL or IELTS scores (international applicants)
  – Application Fee ($85)

• Optional:
  – Statement of Research Experience (recommended)
  – Curriculum Vitae or Resume (recommended)
  – Writing Sample

Final Deadline:
January 15
Thank you for your interest!