PhD Program

(knowledge)

The answer is within.
At Olin Business School, smart takes on many forms. Thinking becomes an art of discipline and a devoted process. Students become research-savvy and skilled contributors. Smart ideas become proprietary knowledge through a dedication to academic research and teaching. It is a collaboration and mentoring of faculty and students, smart like few others.

**Olin’s business PhD program ensures you:**
- An intellectually challenging core curriculum
- Strong grounding in basic disciplines
- An energized, research-driven culture of excellence
- A collegial network built upon mutual respect and a community of critical thinkers
- A competitive edge in the business education market
- Collaborative relationships between faculty and students to enhance the education experience and ultimate search for your first faculty appointment

“Our goal is simple yet profound: to remain in the forefront of leading global institutions for business education and research. The Olin point of difference is to offer the top program of choice for the best, the brightest PhD candidates, and select universities seeking to hire new faculty.”

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ANJAN THAKOR
DIRECTOR

Anjan Thakor

John E. Simon Professor of Finance,
Director of Doctoral Programs,
Director of the Wells Fargo Advisors Center
for Finance & Accounting Research
Welcome
to an opportunity like few others.

As part of one of the world’s leading research institutions, the faculty at Washington University in St. Louis and Olin Business School is consistently ranked among the highest in research productivity in the nation. A small, engaged, and collaborative community of scholars, Olin faculty members are recognized the world over for their important contributions to the creation and dissemination of new business knowledge.

AREAS OF STUDY

• Accounting
• Business Economics
• Finance
• Marketing
• Operations & Manufacturing Management
• Organizational Behavior
• Strategy

CURRICULUM

Completion of the degree requires 72 graduate credit hours of course work, along with the preparation and oral defense of a dissertation. Although each area has specific degree requirements, all PhD students are required to be proficient in the following areas:

Core Foundation

• A strong foundation in microeconomics or psychology, along with an understanding of probability/statistics and quantitative methods
• Exposure to your area of specialization and the required research tools
• Successful completion of core exam

Specialization

• Course work in one or more areas of study
• In-depth knowledge in your chosen field
• Active association with the research process through faculty mentoring
• Completion of the field exam(s)

Research

• Collaboration with faculty in research activities
• Presentation of well-developed research papers
• Individual research pursuing a specialized topic of interest
• Development and defense of your dissertation

TEACHING SKILLS

Olin emphasizes strong teaching skills—for our faculty and for our PhD students. As a part of your Olin experience, you’ll be able to gain valuable insight into successful teaching methods and practices:

• Participate in presentation skills workshops, with emphasis on communication techniques and effective teaching methods
• Gain classroom teaching experience through teaching assistantships (beginning in the second year of the program)
• Engage in opportunities to teach independently (if and when students with advanced standing are deemed ready)

FACULTY AND RESEARCH

The faculty members at Olin are thought leaders with a quest for knowledge and foresight that keeps their research on the leading edge of business thinking. All Olin faculty members are research-active and teach on a regular basis. They present, publish, and serve on editorial boards, thus fostering the cross-fertilization of knowledge and continual innovation in business research.

Olin’s innovative research centers foster dynamic collaboration between academia and industry to produce new knowledge and to advance understanding of firms and markets around the world.

Research conducted by Olin faculty:
• Employs state-of-the-art analytical and/or empirical methods to address substantive questions
• Exposes PhD students to leading researchers from around the world at conferences, seminars, and workshops

“Rigorous curricula and course work, globally respected faculty, and exceptional PhD students set Olin apart.”

—Mahendra Gupta
Dean, Olin Business School

• Provides PhD students, upon advisor recommendation, with funding for travel costs for conferences and academic meetings

STUDENT PLACEMENT

Some recent placements of Olin PhD students:
• American University, Washington, DC
• Chinese University of Hong Kong
• Florida State University
• George Mason University
• Georgia State
• Illinois State University
• Indian School of Business
• Indiana University
• National University of Singapore
• Northeastern University
• The Pennsylvania State University
• Purdue University
• Singapore Management University
• University at Albany—State University of New York
• University at Buffalo—State University of New York
• Syracuse University
• Texas A&M University
• Universidad Alberto Hurtado
• University of Alberta
• University of British Columbia
• University of Delaware
• University of Kentucky
• University of Illinois, National Bureau of Economics Research
• University of Maryland
• University of Miami
• University of Pittsburgh
• University of Richmond
• University of South Carolina
• University of Washington
Whatever your personal objective in pursuing a PhD degree, you will gain invaluable tools to move yourself and your career forward. At Olin, students develop unique business research and teaching skills while working daily alongside highly respected and renowned faculty.
“The Olin PhD program helps exceptional students foster scholarly thinking and build research skills.”

RICHARD FRANKEL
Accounting

Olin Business School’s Accounting program focuses on infusing students with a broad base of knowledge and the necessary research skills to enjoy robust careers as university educators and researchers. This rigorous training is crucial for a student entering the highly competitive field as an accounting faculty member at a top research university.

Students study issues in two areas: the role of financial information in facilitating the operations of capital markets and assistance for managers planning and controlling the way institutions operate.

The Wells Fargo Advisors Center for Finance & Accounting Research (WFA-CFAR) is dedicated to the dissemination of research in finance and accounting that brings to light cutting-edge thinking and helps solve the unique needs and challenges of business. The center brings an important focus on finance and accounting issues through the creative design of Olin courses, groundbreaking research papers and white papers, top-tier academic conferences, and custom member projects. These corporate projects are teamed by PhD and other Olin students, working closely with Olin faculty. Students strive to solve current challenges and position the organization for the future.

Discovery

New research discoveries often reveal new moments of personal growth and self-discovery. The process of developing strong problem-solving skills equips Olin PhD students to strategically address complex, unstructured business issues. A challenging core curriculum develops and refines strong knowledge of basic disciplines. Innovative thinking in research benefits both the academic community and the business world. Trained young scholars emerge to become faculty members at top business schools around the world.

Olin’s Accounting faculty members have been published in prestigious journals, including:

- Journal of Accounting Research
- The Accounting Review
- Journal of Accounting & Economics
- Journal of Accounting, Auditing & Finance
- Contemporary Accounting Research
Accounting Faculty

Nicholas Dopuch  
Hubert C. & Dorothy R. Moog Professor Emeritus of Accounting  
PhD, University of Illinois  
Research interests: financial reporting, auditing, regulation of accounting

Ronald R. King  
Director of the Center for Experiential Learning, Senior Associate Dean–Special Projects, Myron Northrop Professor of Accounting  
PhD, The University of Arizona  
Research interests: business law and economics, auditing, experimental economic

Richard Frankel  
Beverly & James Hance Professor of Accounting, Accounting Coordinator, PhD Committee 2014-15  
PhD, Stanford University  
Research interests: accounting-based valuation, voluntary disclosure

Kevin Koharki  
Assistant Professor of Accounting  
PhD, The Pennsylvania State University  
Research interests: off-balance sheet financing, credit rating agencies, financial institutions

Mahendra R. Gupta  
Dean and Geraldine J. & Robert L. Virgil Professor of Accounting & Management  
PhD, Stanford University  
Research interests: managerial accounting, strategic cost management and control

Zawadi Lemayian  
Assistant Professor of Accounting  
PhD, Massachusetts Institute of Technology  
Research interests: financial accounting (debt, banking, disclosure), taxation

Jared Jennings  
Assistant Professor of Accounting  
PhD, University of Washington  
Research interests: litigation, regulation, financial reporting

Xiumin Martin  
Associate Professor of Accounting  
PhD, University of Missouri–Columbia  
Research interests: financial accounting: voluntary disclosure, accounting information in assets valuation

Zachary Kaplan  
Assistant Professor of Accounting  
PhD, University of Chicago  
Research interests: managerial disclosure strategy, analyst forecast strategy, earnings expectations
Ideas are created, evolve, and are scrutinized. A thought becomes a thinking process, disciplined by academic research and innovation. Students become an integral part of a research-driven learning experience.

Analytical training and exceptional talent combine to meet the challenge.
“PhD students get a unique opportunity to start their research paths working in close contact with faculty members. Not only do they learn about their field of choice, but also an investigation method and a new way of thinking.”
Business Economics

The PhD program in Business Economics at Olin prepares students for an academic career in economics with rigorous training grounded in the central areas of the field. Business Economics students have opportunities for cross-disciplinary work, combining economics with strategy, finance, or marketing. Student success is fostered by the faculty’s active interest in supporting student learning, along with advising and supervising overall research efforts to help students realize their full potential.

Olin Business Economics faculty members have a special interest in empirical and theoretical industrial organization. Research pursuits cover a wide range of subjects, including industry studies, incentives in organizations, organizational design, health economics, and the determinants of industry structure.

Individualized Course Work

Olin PhD students benefit from personalized advising and customized course selection that fit particular goals and interests. In all cases, flexible learning combines with independence in study. Students master both analytical and critical-thinking skills, and there are opportunities for students with advanced standing to teach independently. A successful completion of the PhD program requirements is not far behind.

The Center for Research in Economics & Strategy (CRES) advances the understanding of firms and markets by supporting scientific research employing state-of-the-art analytical and empirical methods. Intended for publication in top-tier academic journals, CRES-sponsored research addresses substantive questions in many areas of economics and strategy. In addition to research assistance, which includes PhD student funding and data collection, CRES supports frequent presentations of internal and external research, national and international short-term visitors, CRES Fellows, and a website including extensive research listings.

Olin’s Business Economics faculty members have been published in prestigious journals, including:

Business Economics Faculty

**Mariagiovanna Baccara**
Associate Professor of Economics, Business Economics Coordinator, PhD Committee 2014-15
PhD, Princeton University
Research interests: innovation and intellectual property rights, organized crime, matching, social networks

**Siddhartha Chib**
Harry C. Hartkopf Professor of Econometrics & Statistics
PhD, University of California–Santa Barbara
Research interests: Bayesian statistics, Markov chain Monte Carlo simulation methods

**Joseph Cullen**
Assistant Professor of Economics
PhD, The University of Arizona
Research interests: industrial organization, environmental economics, energy, applied econometrics

**Ignacio Esponda**
Assistant Professor of Economics
PhD, Stanford University
Research interests: microeconomic theory, industrial organization, political economy, experimental economics

**Barton H. Hamilton**
Robert Brookings Smith Distinguished Professor of Entrepreneurship
PhD, Stanford University
Research interests: entrepreneurship, health economics, labor economics, econometrics

**John Horn**
Senior Lecturer in Economics
PhD, Harvard University
Research interests: applied game theory, behavioral economics, import competition and labor unions

**James T. Little**
Donald Danforth, Jr., Distinguished Professor Emeritus of Business
PhD, University of Minnesota
Research interests: microeconomics, international economics, corporate strategy

**Glenn MacDonald**
John M. Olin Distinguished Professor of Economics & Strategy and Director of the Center for Research in Economics & Strategy
PhD, University of Rochester
Research interests: industry evolution, strategy and value appropriation, industrial organization, investor protection and compensation

**Robert A. Pollak**
Hennreich Distinguished Professor of Economics
PhD, Massachusetts Institute of Technology
Research interests: environmental economics and policy, consumer demand analysis, consumer behavior

**Bernardo Silveira**
Assistant Professor of Economics
PhD, New York University
Research interests: industrial organization, political economy and public economics, law and economics and econometrics
Olin’s high-caliber faculty, recognized and respected globally for its research, nurtures and inspires an exceptional small group of students. This exposure instills in those students similar values, drives, and goals.
“Olin’s PhD program combines esteemed finance faculty producing cutting-edge research with an environment that fosters faculty-student interaction. Professors guide students inside and outside the classroom as well as coauthor research with them.”
Finance

Olin’s PhD program in Finance emphasizes rigorous analytical training and prepares students to pursue careers in research and teaching at leading academic institutions across the globe. Our students have a strong quantitative background, and typically have undergraduate training in economics, mathematics, engineering, or other quantitative disciplines. Our research-active faculty members are easily accessible to students. Collaboration is encouraged early in the program, with joint research resulting in faculty/student coauthored papers published in top-tier journals. Much of the research is based on economic models to address problems such as the allocation of capital and risk and rewards in the economy. Empirical work widely uses the tools of econometrics—the application of statistics to economics.

Collaboration

A hallmark of Olin faculty is the collaborative spirit that pervades the learning and development processes. An emphasis on building collaborative relationships—between areas of study, as well as between faculty and students—enhances the educational process as you search for your first faculty appointment.

Collaborative Research—Finance Faculty & PhD Students

   Ohad Kadan, Professor of Finance
   Fang Liu, student (Olin Finance PhD 2015)

“Increases in Risk Aversion and the Distribution of Portfolio Payoffs,” Journal of Economic Theory 147 (2012), 1222-1246
   Philip H. Dybvig, Boatsmen’s Banchares Professor of Banking and Finance
   Yajun Wang, Assistant Professor of Finance, University of Maryland (Olin Finance PhD 2011)

   Radhakrishnan Gopalan, Associate Professor of Finance
   Kangzhen Xie, Assistant Professor, Walton College, University of Arkansas (Olin Finance PhD 2010)

   Anjan Thakor, Director of Doctoral Programs and John E. Simon Professor of Finance
   Sheng Huang, Assistant Professor of Finance, Singapore Management University (Olin Finance PhD 2009)

   Radhakrishnan Gopalan, Associate Professor of Finance
   Todd Milbourn, Senior Associate Dean of Faculty and Research and Hubert C. & Dorothy R. Moog Professor of Finance
   Fenghua Song, Associate Professor of Finance, Smeal College of Business, The Pennsylvania State University
   (Olin Finance PhD 2007)
   Anjan Thakor, Director of Doctoral Programs and John E. Simon Professor of Finance

Olin’s Finance faculty members have been published in prestigious journals, including:
Finance Faculty

Jennifer Dlugosz  
Assistant Professor of Finance  
PhD, Harvard University  
Research interests: credit ratings, securitization, syndicated lending

Philip H. Dybvig  
Boatmen’s Bancshares Professor of Banking & Finance  
PhD, Yale University  
Research interests: asset pricing, banking, financial markets, fixed-income securities

Armando R. Gomes  
Associate Professor of Finance  
PhD, Harvard University  
Research interests: corporate finance, mergers and acquisitions, corporate governance, economic theory

Radhakrishnan Gopalan  
Associate Professor of Finance, Finance Coordinator, PhD Committee 2014-15  
PhD, University of Michigan  
Research interests: corporate finance, corporate governance, emerging-market financial systems

Stuart I. Greenbaum  
Former Dean and Bank of America Professor Emeritus of Managerial Leadership  
PhD, Johns Hopkins University  
Research interests: banking, financial intermediation

Ohad Kadan  
Professor of Finance  
PhD, The Hebrew University of Jerusalem  
Research interests: corporate finance, market microstructure, economics of information, game theory

Roni Kisin  
Assistant Professor of Finance  
PhD, University of Chicago  
Research interests: applied corporate finance, labor economics, financial intermediation

Isaac Kleshchelski  
Assistant Professor of Finance  
PhD, Northwestern University  
Research interests: asset pricing, macroeconomics, international finance

Mark Leary  
Assistant Professor of Finance  
PhD, Duke University  
Research interests: corporate finance, financial intermediaries

Jeongmin Mina Lee  
Assistant Professor of Finance  
PhD, University of Maryland at College Park  
Research interests: asset pricing, financial intermediation, information economics, market microstructure

Hong Liu  
Professor of Finance  
PhD, University of Pennsylvania  
Research interests: asset pricing, market microstructure

Asaf Manela  
Assistant Professor of Finance  
PhD, University of Chicago  
Research interests: asset pricing, information acquisition and diffusion in financial markets, finance in the media, learning and portfolio choice

Thomas Maurer  
Assistant Professor of Finance  
PhD, London School of Economics  
Research interests: asset pricing; optimal portfolio choice; long-run risk; demographic change/uncertainty; innovation, growth, and endogenous capital accumulation; learning in financial markets

Todd T. Milbourn  
Senior Associate Dean–Faculty and Research, Hubert C. & Dorothy R. Moog Professor of Finance  
PhD, Indiana University  
Research interests: corporate finance, managerial career concerns, management compensation, economics of asymmetric information

Giorgia Piacentino  
Assistant Professor of Finance  
PhD, London School of Economics  
Research interests: institutional investors, corporate finance, corporate governance, credit rating agencies

Matthew Ringgenberg  
Assistant Professor of Finance  
PhD, University of North Carolina  
Research interests: institutional investors, corporate finance, market microstructure, economics of information, short selling

Anjan Thakor  
John E. Simon Professor of Finance, Director of Doctoral Programs, Director of WFA-CFAR  
PhD, Northwestern University  
Research interests: corporate finance, financial intermediation, economics of asymmetric information

Ngoc-Khanh Tran  
Assistant Professor of Finance  
PhD, Massachusetts Institute of Technology  
PhD, University of Virginia  
Research interests: asset pricing, international finance, investments

Guofu Zhou  
Frederick Bierman & James E. Spears Professor of Finance  
PhD, Duke University  
Research interests: asset pricing tests, asset allocation, portfolio optimization
There is a certain determination and resolve among Olin PhD candidates, working daily alongside renowned faculty to create new global business thought.
“Fun is the major reason a researcher persists in doing research. You have to enjoy the process before you can enjoy the outcomes.”

TAT CHAN
Marketing

At Olin, the Marketing discipline is distinguished by a demand for innovative ideas, critical thinking, and a strong emphasis on quantitative abilities. The program has two areas of study: Marketing Science and Consumer Behavior.

Marketing Science focuses on economic fundamentals, including microeconomic theory and econometrics. Using this methodology, students can examine mathematical modeling of buyer/seller interactions, consumer choices, purchase behavior, resource allocation, components of the marketing mix, and new-product development.

Consumer Behavior students concentrate on psychology fundamentals, including cognitive psychology, social psychology, and behavioral decision theory. These areas provide a strong foundation as students study and research consumer judgment and decision making, cognition, culture, emotions, motivation, individual differences, perception, and social influence.

Some PhD Marketing students analyze the intersection of Marketing Science and Consumer Behavior, exploring how the interplay of these two broad areas can improve understanding and predict marketing phenomena.

World-Class Faculty

Research productivity flourishes at Olin, which is consistently ranked among the most prolific institutions in the business school community. With a commitment to excellence in teaching, Olin faculty members are also recognized the world over for their important contributions in the creation of new knowledge. PhD students partner with this world-class faculty in a rigorous academic program in one of seven areas of specialization.

Research collaboration between faculty and PhD students is always very much a part of the Olin experience. This all-important collaboration is evidenced by the fact that Olin faculty and students regularly cowrite research featured in top academic journals. In all areas of study, students and faculty members learn and grow together from project inception through article revision and publication. This collaborative experience is mutually beneficial, with faculty members gaining new perspectives and valuable insights while students hone the research skills necessary to be successful academics.

Collaborative Research—Marketing Faculty & PhD Students


Tat Y. Chan, Associate Professor of Marketing
Jia Li, Assistant Professor of Management, Purdue University
Lamar Pierce, Associate Professor of Strategy


Tat Y. Chan, Associate Professor of Marketing
Jia Li, Assistant Professor of Management, Purdue University
Lamar Pierce, Associate Professor of Strategy

Olin’s Marketing faculty members have been published in prestigious journals, including:
Marketing Science • Journal of Marketing Research • Journal of Marketing • Marketing Letters • Journal of Consumer Behaviour
Marketing Faculty

**Tat Y. Chan**  
Associate Professor of Marketing, Marketing Coordinator, PhD Committee 2014-15  
PhD, Yale University  
Research interests: applied econometrics, industrial organization, applied microeconomics

**Sherif Nasser**  
Assistant Professor of Marketing  
PhD, New York University  
Research interests: media management, game theory, advertising, social networks, competitive strategies

**Cynthia Cryder**  
Assistant Professor of Marketing  
PhD, Carnegie Mellon University  
Research interests: judgment and decision making, prosocial behavior, incentives, field and Internet research methodology

**Yulia Nevskaya**  
Assistant Professor of Marketing  
PhD, University of Rochester  
Research interests: online content and digital marketing, dynamic structural choice models, habit and addiction formation, consumer variety-seeking

**Joseph K. Goodman**  
Associate Professor of Marketing  
PhD, University of Texas at Austin  
Research interests: consumer behavior and decision making, consumer happiness, product assortment/variety

**Stephen Nowlis**  
August A. Busch Jr. Distinguished Professor of Marketing  
PhD, University of California–Berkeley  
Research interests: consumer behavior, decision making, consumption

**Baojun Jiang**  
Assistant Professor of Marketing  
PhD, Carnegie Mellon University  
Research interests: competitive strategy, platforms, user-generated content, e-commerce, technology-enabled markets

**Ambar Rao**  
Fossett Distinguished Professor Emeritus of Marketing  
PhD, University of Pennsylvania  
Research interests: product strategy, marketing management, advertising

**Robyn Leboeuf**  
Assistant Professor of Marketing  
PhD, Princeton University  
Research interests: consumer behavior, judgment and decision making, behavioral decision theory

**Seethu Seetharaman**  
W. Patrick McGinnis Professor of Marketing  
PhD, Cornell University  
Research interests: dynamic choice behavior of households using econometric models

**Selin Malkoc**  
Associate Professor of Marketing  
PhD, University of North Carolina  
Research interests: consumer behavior, behavioral decision making, intertemporal preferences

**Raphael Thomadsen**  
Associate Professor of Marketing  
PhD, Stanford University  
Research interests: pricing, pricing strategies, geographic competition, applied game theory

**Chakravarthi Narasimhan**  
Philip L. Siteman Professor of Marketing  
PhD, University of Rochester  
Research interests: supply chain strategies, e-strategies, new products, choice modeling
Research is at the foundation and core of powerful, proven academic knowledge. Olin provides unique opportunities for joint research early in the program, so students often are cowriters of published papers in respected journals.
"Influential research and fresh knowledge creation are the trademarks of any top doctoral program and business school, and Olin’s doctoral program is both pioneering and extremely successful at it."

PANOS KOUVELIS
Operations & Manufacturing Management

Olin faculty members in Operations & Manufacturing Management (OMM) are distinguished by strong analytical backgrounds in operations research, management science, industrial engineering, and economics. A program emphasis is the use of modeling techniques to understand manufacturing and service environments, in areas of research ranging from supply chain management, operations strategy and revenue management to supply contracts, and effective uses of information technology for process re-engineering. Research frequently focuses on areas with strategic and tactical implications and involves mathematical models that help analyze problems and provide insight into complex scenarios.

Research Projects

As a PhD student, you will support ongoing research, working on applied research projects and employing state-of-the-art analytical and/or empirical methods to address substantive questions. In addition, Olin students are exposed to leading researchers from around the world at select conferences, seminars, and workshops. Upon advisor recommendations, PhD students are provided with funding for travel to attend conferences and academic meetings.

The Boeing Center for Technology, Information & Manufacturing (BCTIM) creates value through collaborative research in technology, information, and supply chain management. The focus is on the proprietary challenges member companies face. BCTIM undertakes a number of custom projects annually for members. Teams of PhD and other Olin students tackle these projects, working closely with Olin faculty to find solutions that build a competitive advantage through strategic supply chain management and technology-based process re-engineering. BCTIM also sponsors seminars, conferences, and other programs to address critical issues and bring to light the latest thinking in the information, technology, and supply chain fields.

Collaborative Research—OMM Faculty & PhD Students

“Responsive Pricing of Fashion Products: The Effects of Demand Learning and Strategic Consumer Behavior,” Management Science, forthcoming
  - Yossi Aviv, Dan Broida Professor of Operations & Manufacturing Management
  - Fuqiang Zhang, Associate Professor of Operations & Manufacturing Management
  - Mingcheng Wei, Assistant Professor, University at Buffalo–State University of New York

  - Xiaole Wu, Assistant Professor at School of Management, Fudan University (Olin OMM PhD 2011)
  - Panos Kouvelis, Emerson Distinguished Professor of Operations and Manufacturing Management, and BCTIM Director
  - Hirofumi Matsuo, Professor, Kobe University, Japan, and BCTIM Fellow

Olin’s OMM faculty members have been published in prestigious journals, including:

Management Science • Operations Research • Manufacturing & Service Operations Management • Production and Operations Management
Operations & Manufacturing Management Faculty

Yossi Aviv  
Dan Broida Professor of Operations & Manufacturing Management  
PhD, Columbia University  
Research interests: production and operations management, logistics and distribution systems, decision analysis and stochastic processes

Sergio Chayet  
Director of the Master of Science in Supply Chain Management Program, Senior Lecturer in Operations & Manufacturing Management  
PhD, Northwestern University  
Research interests: strategic planning for production and service organizations using queueing and game-theoretic models, control and management of manufacturing systems, stochastic models for production systems, customer-supplier relationships

Lingxiu Dong  
Associate Professor of Operations & Manufacturing Management  
PhD, Stanford University  
Research interests: operations management, production and distribution systems, supply chain management, information in supply chains

Amr Farahat  
Assistant Professor of Operations & Manufacturing Management  
PhD, Massachusetts Institute of Technology  
Research interests: pricing and inventory optimization with a focus on differentiated products

Panos Kouvelis  
Emerson Distinguished Professor of Operations & Manufacturing Management and Director of the Boeing Center for Technology, Information & Manufacturing, Operations and Manufacturing Management  
Coordinator, PhD Committee 2014-15  
PhD, Stanford University  
Research interests: operations strategy, marketing/manufacturing interfaces, integrated risk management in supply chains, managing the innovation process

Danko Turcic  
Assistant Professor of Operations Management  
PhD, Case Western Reserve University  
Research interests: interface of operations management and finance, supply chain management, applied game theory

Nan Yang  
Assistant Professor of Operations & Manufacturing Management  
PhD, Columbia University  
Research interests: supply risks in supply chain management, inventory management, competition in supply chain management

Fuqiang Zhang  
Associate Professor of Operations & Manufacturing Management  
PhD, University of Pennsylvania  
Research interests: consumer behavior in supply chain management, inventory and production planning, energy and environment
Working alongside other students and faculty, Olin students are colleagues and active researchers. Through the completion of a challenging, invigorating curriculum, the search is on for answers in a dedicated quest for proprietary academic research and knowledge.
“The rigor of our program has led top schools around the world to recruit our students actively.”

HILLARY ANGER ELFENBEIN
Organizational Behavior

Olin’s Organizational Behavior program examines how individuals and groups affect and are affected by organizations and the people in them. Students pursuing a PhD in Organizational Behavior study organizations from multiple viewpoints, methods, and levels of analysis—delving into management, leadership, negotiation, team development, and conflict management, among other areas. The program follows an apprentice model with an emphasis on one-on-one interaction. PhD students work directly with faculty and thesis advisors, observing how Olin’s research-driven faculty approaches a subject.

Mentoring

At Olin, a collegial network is built on mutual respect and shared schools of thought. As an Olin PhD student, you are guided by Olin’s highly productive faculty members, some of the nation’s top scholars in business and management research. These one-on-one mentoring relationships are formed early and help you hone research skills. Upon graduation, many students will have cowritten publications with faculty, who become mentors, colleagues, and collaborators.

From the start, Olin welcomes students from around the globe with friendliness, support, and a sense of belonging. This community atmosphere extends to all of Washington University, where Olin students study alongside other students pursuing graduate study in art, architecture, engineering, physics, social work, and many more fields. As a part of Olin, you will have a supportive community of classmates, faculty, and staff, along with additional assistance to help you learn and develop, including the University’s Teaching Center and the Liberman Graduate Center. These resources are in place to help you achieve the greatest success possible during your studies.

Collaborative Research—Organizational Behavior Faculty & PhD Students

Karoline Evans, Organizational Behavior student
Daisung Jang, Organizational Behavior student
Hillary Anger Elfenbein, Professor of Organizational Behavior

Ravi Kudesia, Organizational Behavior student
Hillary Anger Elfenbein, Professor of Organizational Behavior

Olin’s Organizational Behavior faculty members have been published in prestigious journals, including:
Academy of Management Journal • Academy of Management Review • Journal of Applied Psychology • Organizational Behavior and Human Decision Processes • Psychological Science
Organizational Behavior Faculty

Markus Baer  
Associate Professor of Organizational Behavior  
PhD, University of Illinois at Urbana-Champaign  
Research interests: individual creativity, innovation, problem formulation, idea generation

William P. Bottom  
Joyce & Howard Wood Distinguished Professor of Organizational Behavior  
PhD, University of Illinois at Urbana-Champaign  
Research interests: organizational behavior, behavioral decision theory, negotiation

J. Stuart Bunderson  
Associate Dean and Director of Executive Programs, George & Carol Bauer Professor of Organizational Ethics & Governance  
PhD, University of Minnesota  
Research interests: organizational behavior and theory, knowledge management, coordination of specialized expertise

Kurt T. Dirks  
Senior Associate Dean–Programs, Bank of America Professor of Managerial Leadership  
PhD, University of Minnesota  
Research interests: organizational behavior, trust in work relationships, feelings of ownership in the workplace, teams, leadership

Michelle M. Duguid  
Assistant Professor of Organizational Behavior  
PhD, Cornell University  
Research interests: social status and group dynamics, group creativity and decision making, social categorization

Hillary Anger Elfenbein  
Professor of Organizational Behavior, Organizational Behavior Coordinator, PhD Committee 2014-15  
PhD, Harvard University  
Research interests: emotions in the workplace

Andrew Knight  
Assistant Professor of Organizational Behavior  
PhD, University of Pennsylvania  
Research interests: team adaptability, interpersonal relationships in organizations

Judi McLean Parks  
Reuben C. & Anne Carpenter Taylor Professor of Organizational Behavior  
PhD, The University of Iowa  
Research interests: conflict management and dispute resolution, psychological contracts, workplace justice

Raymond T. Sparrowe  
Associate Professor of Organizational Behavior  
PhD, University of Illinois at Chicago  
Research interests: leadership, informal relationships in organizations, group processes and outcomes
A PhD from Olin thoroughly equips students in the essential disciplines with the basic tools to pursue a successful career in academic research and teaching.
“Our students benefit from a large faculty to student ratio relative to other Strategy PhD programs. This means more attention, and ability to work with multiple faculty before deciding on a dissertation topic.”

ANNE MARIE KNOTT
At Olin, we believe that great Strategy PhD candidates have a fundamental drive to impact business practice. Our students, like our faculty, have diverse undergraduate training, including economics, chemistry, engineering, and mathematics. We strongly promote interdisciplinary and collaborative research among PhD students and faculty across business disciplines and with other areas and schools at Washington University.

In our program, strategy is studied at both the firm and individual levels—examining how organizations create and capture value, which arises from differing strategies, organizational designs, and environmental conditions. While firm performance is observed at the market level, the microfoundations of this performance lie in the behavior and organization of individuals and resources within the firm. The organization of these factors influences performance in innovation, firm structure, and human productivity.

Development

Olin graduates gain a competitive edge in the business education market. A PhD from Washington University develops a strong background in basic disciplines, giving you the tools you will need to pursue engaging research and a successful academic career. Relevant and rigorous best describe Olin’s programs, translating into an especially distinctive reputation for Olin PhD graduates.

While at Olin, PhD students are encouraged to pursue opportunities to advance their research. As an example, PhD Strategy student Erin Scott was named a 2011 Kauffman Dissertation Fellow. This competitive program, which recognizes the achievements of young scholars who are making significant contributions to research in entrepreneurship, provided a grant of $20,000 to support Scott’s continued research.

Collaborative Research—Strategy Faculty & PhD Students

Jackson Nickerson, Frahm Family Professor of Organization & Strategy
Chieh-Chung Yen, Strategy student

Jackson Nickerson, Frahm Family Professor of Organization & Strategy
Timothy Gubler, Strategy student
Kurt Dirks, Senior Associate Dean–Programs and Bank of America Professor of Managerial Leadership

Todd Zenger, Robert & Barbara Frick Professor of Business Strategy
Timothy Gubler, Strategy student

“Healthy, Wealthy and Wise: Retirement Planning Predicts Health Improvements,” Psychological Science (under review)
Lamar Pierce, Associate Professor of Strategy
Timothy Gubler, Strategy student

Lamar Pierce, Associate Professor of Strategy
Timothy Gubler, Strategy student
Ian Larkin, Assistant Professor of Business Administration, Harvard Business School

Olin’s Strategy faculty members have been published in prestigious journals, including:

- Academy of Management Journal
- Academy of Management Review
- Organization Science
- Management Science
- Strategic Management Journal
Strategy Faculty

Nicholas S. Argyres  
Vernon W. & Marion K. Piper Professor of Strategy  
PhD, University of California–Berkeley  
Research interests: economic theories of the firm, organizational economics, organizational learning, business policy/strategy

Phech Colatat  
Assistant Professor of Strategy  
PhD, Massachusetts Institute of Technology  
Research interests: management and organization of expert work across a variety of sections

Daniel W. Elfenbein  
Associate Professor of Organization & Strategy  
PhD, Harvard University  
Research interests: governance of complex transactions, markets for intellectual property, innovation and technological change

Jackson A. Nickerson  
Frahm Family Professor of Organization & Strategy, Brookings Non-Resident Senior Scholar in Government Studies, Associate Dean and Director of Brookings Executive Education  
PhD, University of California–Berkeley  
Research interests: business strategy, organizational choice and performance, new institutional economics, intellectual capital management

Lamar Pierce  
Associate Professor of Strategy  
PhD, University of California–Berkeley  
Research interests: business strategy and public policy, fraud and corruption, ethics, incentives in organizations

Anne Marie Knott  
Professor of Strategy, Strategy Coordinator, PhD Committee 2014-15  
PhD, University of California–Los Angeles  
Research interests: innovation, R&D, entrepreneurship, managerial value

Adina D. Sterling  
Assistant Professor of Strategy  
PhD, Emory University  
Research interests: social structures in labor and product markets
Summary

FINANCIAL SUPPORT

All applicants are automatically considered for Olin-provided financial aid; no separate application is required. In addition to the annual stipend, Olin provides funding for the presentation of papers at conferences and for expenses associated with the completion of theses and job searches.

All enrolled students on scholarship making satisfactory progress in the program are guaranteed financial support for five years. This includes full tuition remission, plus a stipend for living expenses distributed over 12 months. From the second year onward, students are expected to work as research and/or teaching assistants.

ADMISSIONS

A successful academic background, research aptitude, intellectual curiosity, skills acquired in the basic disciplines (particularly economics, psychology, math, and statistics), passion for a chosen field, and an uncompromising work ethic are necessary for successful and timely completion of our program. Applicants are evaluated on the strength and breadth of academic background, experience, ability to research, and aptitude.

To be considered for admission, you will need to submit a completed online application, the application fee, letters of recommendation, transcripts, and exam results. International students who do not possess a degree from an American university are required to submit copies of their TOEFL or IELTS scores.

Students are admitted to the program for the fall semester only. Application deadlines and document submission instructions are available on our website (www.olin.wustl.edu/phd). Late applications or applications with late supporting documentation will not be considered.

Washington University encourages and gives full consideration to all applicants for admission, financial aid, and employment. The University does not discriminate regarding access to, or treatment or employment in, its programs and activities on the basis of race, color, age, religion, sex, sexual orientation, gender identity or expression, national origin, veteran status, disability, or genetic information.

CONTACT INFORMATION

For information about the PhD program, contact:

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Olin Business School
Washington University in St. Louis
Campus Box 1133
One Brookings Drive
St. Louis, MO 63130-4899

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2013 OLIN PhD GRADUATE

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(OR APP NEEDED)

September 2014