

LAUNCH YOUR ACADEMIC CAREER



KELLEY
SCHOOL OF BUSINESS
Doctoral Programs



REBECCA
SLOTEGRAAF

*Chair, Doctoral Programs
Conrad Prebys Professor of Marketing
Kelley School of Business
Indiana University*



GO FROM MOMENT
TO MOMENTUM
IN YOUR CAREER

“The Kelley School Doctoral Programs emphasize intellectual rigor within a supportive environment. Our faculty are highly respected experts in their domain who provide personal attention to PhD students as they build their academic careers. The depth and breadth of Kelley’s expertise—in a broad array of areas and across disciplines—fosters a dynamic and collaborative research culture.”



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Planning and preparing for a lasting and meaningful academic career, one that not only fulfills your goals and ambitions but also positions you as a future thought leader, takes time and support from people who know what it takes. Faculty at the Kelley School of Business inspire students to develop thought-provoking scientific research into knowledge that impacts business practice and advances the academic discipline. Many of our PhD alumni are now leading successful careers in research and teaching at top universities around the world.

KELLEY PhD AT A GLANCE | Academic Year 2016-2017



Students earn a PhD in Business majoring in any one of **10** areas



More than **55** Kelley-exclusive courses, plus a range of offerings from disciplines outside the Kelley School, allow you to tailor your course of study to your research interests.



FROM **11** DIFFERENT COUNTRIES



2:1
AVERAGE
FACULTY-STUDENT RATIO

NUMBER OF CREDIT HOURS STUDENTS ARE REQUIRED TO TEACH OVER THE COURSE OF THE PROGRAM

6

PERCENTAGE OF GRADUATES PLACED IN ACADEMIC INSTITUTIONS

95%

ACCEPTANCE RATE TO THE KELLEY DOCTORAL PROGRAMS

< 6%



“GETTING MY PhD AT KELLEY WAS A JUMP START TO A THRIVING CAREER IN ACADEMIA.”

— **Benjamin Warnick**, PhD’16
Assistant Professor of Entrepreneurship and Strategic Management, Washington State University





PROGRAM STRUCTURE

Kelley PhD students gain in-depth training through coursework, mentoring, research, publishing, and teaching. You will work with faculty upon entering the program, and will learn to communicate complex ideas as an instructor. Ultimately, you will work to become an expert in your field as you design, conduct, and defend your own research.



Visit gokelley.iu.edu/doctoral to learn about each department's degree requirements.

ACCOUNTING

*The Department of **Accounting** is a hub for diverse research activity and productivity, carried out by leading accounting scholars.*

The doctoral program in accounting at Kelley is designed to develop future accounting scholars through comprehensive education in accounting research, including training in archival and experimental research methods. Students work with faculty members with similar research interests during each year of their doctorate. The accounting curriculum includes five semesters of coursework, followed by comprehensive exams, and then dissertation stage research, which culminates in job market interviews for faculty positions.



Recent Highlights:

- The Department of Accounting has developed research expertise in all areas of accounting (auditing, financial, managerial, and tax) using both archival and experimental research methods.
- Our senior faculty are internationally recognized for their research expertise in financial reporting and standard setting, income taxation, and managerial accounting.
- Recently, 12 assistant and associate professors were hired from top accounting doctoral programs, all of whom are promising future accounting scholars and are eager to work with doctoral students.
- Together, our 26 tenure-track faculty have published 15 articles per year in top accounting journals in 2015 and in 2016, making us among the most productive accounting departments at any university.

Jessica Watkins, PhD student

Kelley has the perfect combination of academic and personal support. The people here make Kelley truly unique. They are willing to offer support when you need it, but also challenge you to harness your potential.

Hometown: Chicago, Illinois

Research Focus: Financial accounting and reporting

Jessica has already received awards for both her research and her teaching. Outside of school, she makes time for running and golf.



ACCOUNTING

AREAS OF FACULTY RESEARCH

- One of the key strengths of our faculty is our breadth of expertise, offering students the opportunity to work with faculty in numerous domains, such as:
- accounting for income taxes
 - accounting quality
 - agency theory
 - auditing and internal control systems
 - capital markets
 - corporate finance
 - corporate governance
 - corporate social responsibility
 - earnings management
 - experimental economics
 - financial institutions
 - financial reporting
 - managerial and cost accounting
 - managerial incentives
 - measurement issues in accounting
 - motivation and coordination within organizations
 - performance evaluation and reward systems
 - professional judgment and decision making
 - risk measurement and disclosure
 - tax avoidance
 - taxes and business strategy
 - voluntary disclosure

EDITORIAL BOARDS

- Our faculty are leaders in their areas of expertise, serving as associate editors and on the editorial review board for leading journals, including:
- *Accounting, Organizations and Society*
 - *The Accounting Review*
 - *Contemporary Accounting Research*
 - *Management Science*
 - *Review of Accounting Studies*

PLACEMENTS

- Most doctoral students graduate and become top scholars who advance knowledge in the field. Some of these placements include:
- Brigham Young University
 - City University of New York
 - Cornell University
 - Michigan State University
 - Nanyang Technical University
 - New York University
 - Northeastern University
 - Ohio State University
 - SUNY Buffalo
 - Tulane University
 - University of Alberta
 - University of Colorado – Boulder
 - University of Illinois
 - University of Utah

SAMPLE PUBLICATIONS: FACULTY–STUDENT JOINT RESEARCH

Nichols, D.C., Wahlen, J., and Wieland, M. (2017). Pricing and Mispricing of Accounting Fundamentals in the Time-Series and the Cross-Section, *Contemporary Accounting Research*, forthcoming.

Bonsall, S., Holzman, E., and Miller, B. (2017). Managerial Ability and Credit Risk Assessment, *Management Science*, 63(5), 1425-1449.

Arif, S., Marshall, N., and Yohn, T. (2016). The Investment Perspective of Accruals: Do Theories of Investment under Uncertainty Provide Insight into the Factors that Shape a Firm’s Level of Accruals?, *Journal of Accounting and Economics*, 62 (1): 65-86.

Anderson, S., Brown, J., Hodder, L., and Hopkins, P.E. (2015). The Effect of Alternative Accounting Measurement Bases on Financial Statement Users’ Resource Allocation Decisions and Assessments of Managers’ Stewardship, *Accounting, Organizations and Society*, 46: 100-114.



Dr. Teri Yohn
PROFESSOR OF
ACCOUNTING

“My experience working with doctoral students has exceeded my expectations. Kelley embraces the qualities that I value, including a strong work ethic and a warm and caring environment.”

Dr. Yohn has been a Kelley faculty member since 2007.

Outside of Kelley, she likes to jog, travel, dance, and spend time with friends and family.

BUSINESS ECONOMICS AND PUBLIC POLICY

The Department of *Business Economics and Public Policy* offers students the opportunity to study and work with leading researchers on economic and policy issues.

The doctoral program in business economics and public policy educates students in the application of microeconomic and econometric analysis to business economics and public policy issues. The individually tailored program develops students' skills in conducting research at business schools, policy schools, and economics departments. The size of the doctoral program, combined with a large number of leading researchers within the department, offers students a unique opportunity for individual and extensive training with faculty. Coursework typically focuses on econometrics, structural econometrics, economic modeling, game theory, and information economics.

Recent Highlights:

- The department has one of the largest concentrations of business economics faculty in the country. There has been significant growth in faculty with expertise in industrial organization, health economics, applied econometrics, and business analytics.
- Our faculty work in both empirical and theoretical economics.
- Doctoral students have extensive interaction with faculty beginning in the first year, and we provide additional resources for each individual depending on his or her research focus.



**Aparna Soni,
PhD student**
At Kelley, I have the opportunity to work with leading experts from many different fields. This interdisciplinary approach has helped me grow intellectually and discover my full potential as a researcher. Every day, I'm challenged to think creatively and explore new ideas.

Hometown: Shrewsbury, Massachusetts
Research Focus: Health economics and healthcare policy

Aparna's work, which has already led to several publications and conference presentations, earned her a Doctoral Student Research Productivity Award in 2016.





BUSINESS ECONOMICS AND PUBLIC POLICY



AREAS OF FACULTY RESEARCH

One of the key strengths of our faculty is our breadth of expertise, offering students the opportunity to work with faculty in numerous domains, such as:

- | | | |
|------------------------------|----------------------------|---------------------------|
| • applied econometrics | • e-commerce | • regulation |
| • applied microeconomics | • game theory and strategy | • social regulation |
| • asymmetric information | • health economics | • strategic communication |
| • business analytics | • industrial organization | • sustainability |
| • corporate environmentalism | • law and economics | |
| • crime | • public economics | |

EDITORIAL BOARDS

Our faculty are leaders in their areas of expertise, serving as associate editors and on the editorial review board for leading journals, including:

- *Journal of Economics & Management Strategy*

PLACEMENTS

Most doctoral students graduate and become top scholars who advance knowledge in the field. Some recent placements include:

- Chinese University of Hong Kong
- University of Central Florida
- Northeastern University

SAMPLE PUBLICATIONS: FACULTY-STUDENT JOINT RESEARCH

Simon, K., Soni, A., and Cawley, J. (2017). The Impact of Health Insurance on Preventive Care and Health Behaviors: Evidence from the First Two Years of the ACA Medicaid Expansions, *Journal of Policy Analysis and Management*, 36(2), 390-417.

Soni, A., Hendryx, M., and Simon, K. (2017). Medicaid Expansion under the Affordable Care Act and Insurance Coverage in Rural and Urban Areas, *Journal of Rural Health*, 33(2), 217-226.

Lubensky, D. and Schmidbauer, E. Equilibrium Informativeness in Veto-based Delegation, forthcoming.

Prince, J., Wallsten, S., and Liu, Y.H. Measurement of Household Willingness-to-Pay for Broadband Internet Speed, forthcoming.

Dr. Michael Baye

PROFESSOR OF
BUSINESS ECONOMICS
AND PUBLIC POLICY

“

I enjoy working with graduate students because their energy, enthusiasm, and intellectual curiosity inspire me to conduct better research and to be a better teacher.

”



Dr. Baye has been a Kelley faculty member since 1997.

He enjoys cooking, golf, and doing charitable work.

ENTREPRENEURSHIP OR STRATEGIC MANAGEMENT

Faculty members in the PhD program for entrepreneurship/strategic management guide students to develop a strong theoretical foundation and rigorous empirical skills to conduct innovative business research.



The Department of Management and Entrepreneurship offers doctoral majors in entrepreneurship as well as strategic management. Both of these degrees prepare graduate students for successful careers as researchers and professors in those respective fields. Doctoral students in the entrepreneurship degree take courses in entrepreneurship theory and strategic entrepreneurship, supplemented by other doctoral seminars within the department. The courses in the strategic management degree focus on managing the total enterprise at the strategic level, aligning its unique characteristics and competencies with its external environment. The faculty members in these degree areas focus on a wide variety of topics and frequently collaborate with doctoral students.

Recent Highlights:

- The Department of Management and Entrepreneurship is ranked among the top three universities for entrepreneurship research in the World Rankings for Entrepreneurship Productivity. We're also the four-time winner of the Award for Exceptional Contributions in Entrepreneurship Research from the Global Consortium of Entrepreneurship Centers across the past 10 years.
- The department is repeatedly ranked the #1 Graduate Business School for Entrepreneurship across public universities in *U.S. News & World Report*.
- Faculty in the entrepreneurship and strategic management group conduct research on a wide range of topics, from corporate entrepreneurship and innovation, to social and sustainable entrepreneurship, corporate strategy, globalization, and strategic alliance formation.
- Over the past few years, the breadth of research expertise across our faculty has grown and expanded, enhancing the wide range of topics covered.

“**Brian Bergman,**
PhD student
*The Kelley School
is full of incredibly
talented and
supportive people
who challenge you
in the right ways
and lead academic
conversations in
meaningful directions.*”

Hometown: North Huntingdon,
Pennsylvania

Research Focus: Social
entrepreneurship and
entrepreneurial activity in
developing countries

In his first year at Kelley,
Brian completed his first
solo publication—a book
chapter on hybrid social
ventures.



ENTREPRENEURSHIP OR STRATEGIC MANAGEMENT

AREAS OF FACULTY RESEARCH

One of the key strengths of our faculty is our breadth of expertise, offering students the opportunity to work with faculty in numerous domains, such as:

- capability upgrading
- corporate entrepreneurship
- corporate governance
- crowdfunding
- economic development
- global competitiveness
- government policy
- innovation
- international business
- international strategic alliances
- multinational management
- new venture development
- new venture legitimacy
- organizational survival
- organizational theory
- social entrepreneurship
- research acquisition
- strategic alliance formation
- strategic leadership
- strategic management
- technology management

EDITORIAL BOARDS

Our faculty are leaders in their areas of expertise, serving as associate editors and on the editorial review board for leading journals, including:

- Academy of Management Journal
- Academy of Management Review
- Entrepreneurship Theory and Practice
- Journal of Business Venturing
- Journal of Management Studies
- Organization Studies
- Strategic Management Journal

PLACEMENTS

Most doctoral students graduate and become top scholars who advance knowledge in the field. Some of these placements include:

- Babson College
- Georgia State University
- IE Business School in Madrid
- Iowa State University
- Oklahoma State University
- Syracuse University
- Texas Christian University
- University of Nebraska
- University of Oklahoma
- Western University, Ivey Business School
- Washington State University

SAMPLE PUBLICATIONS: FACULTY-STUDENT JOINT RESEARCH

Parker, O. N., Krause, R. A., and Covin, J. G. (2017). Ready, Set, Slow: How Aspiration-Relative Product Quality Impacts the Rate of New Product Introduction, *Journal of Management*, forthcoming.

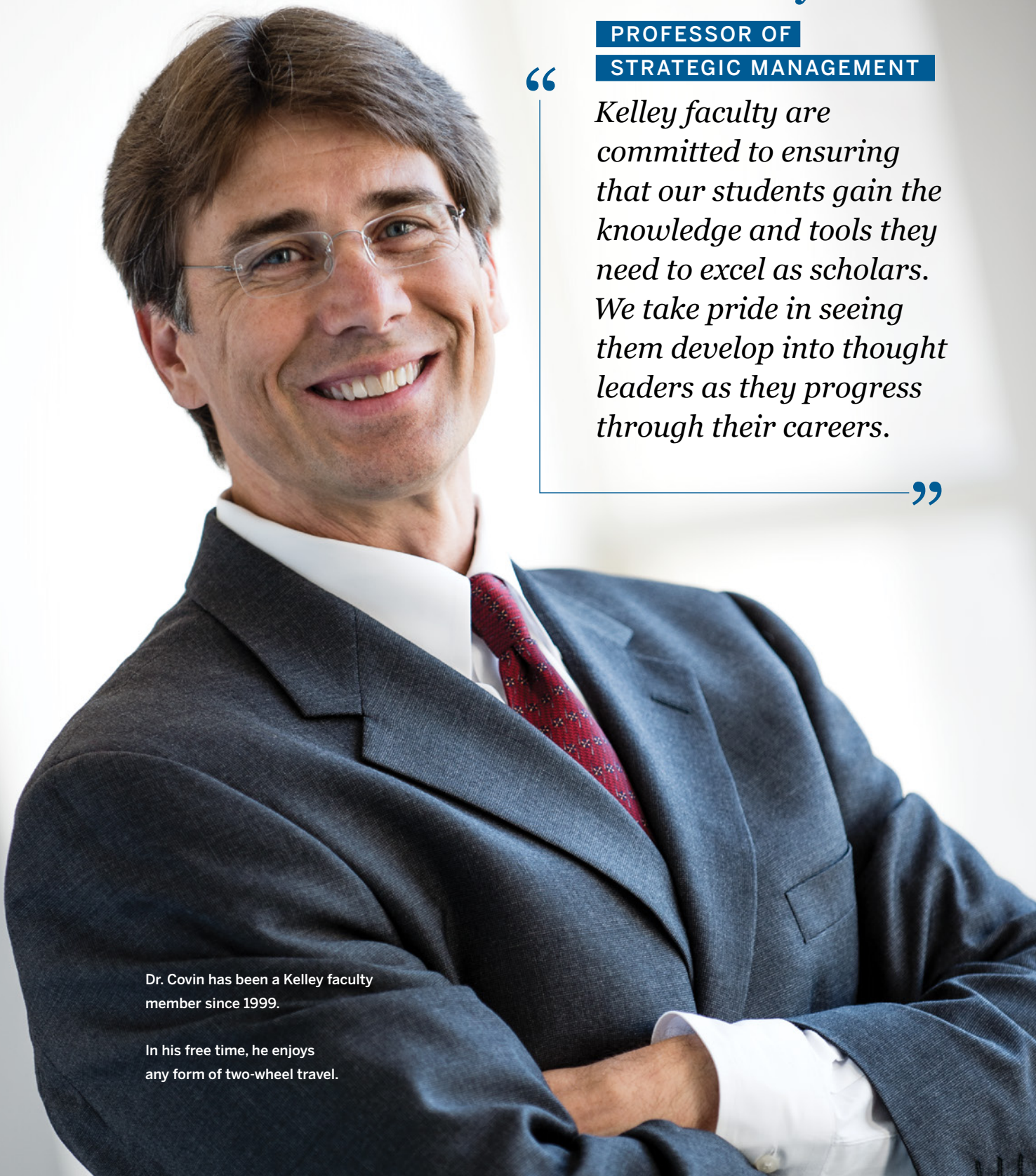
McMullen, J. S., Wood, M. S., and Kier, A. S. (2016). An Embedded Agency Approach to Entrepreneurship Public Policy: Managerial Position and Politics in New Venture Location Decisions, *Academy of Management Perspectives*, 30(3): 222-246.

McMullen, Jeffery S. and Warnick, B. (2015). To Nurture or Groom? The Parent-Founder Succession Dilemma, *Entrepreneurship: Theory & Practice*, 39(6): 1379-1412.

Dr. Jeffrey G. Covin

PROFESSOR OF
STRATEGIC MANAGEMENT

“Kelley faculty are committed to ensuring that our students gain the knowledge and tools they need to excel as scholars. We take pride in seeing them develop into thought leaders as they progress through their careers.”



Dr. Covin has been a Kelley faculty member since 1999.

In his free time, he enjoys any form of two-wheel travel.

FINANCE

The large size of the Department of Finance ensures a wide coverage of research areas so that students interested in any aspect of finance are sure to find faculty expertise.

With 27 faculty members conducting state-of-the-art research in all key aspects of the field, the Department of Finance is widely recognized as one of the premier finance departments in the world. The group influences the finance profession through their cutting-edge research, other business schools through their leading textbook publications, and public policy and corporate practice through their expert testimony and consulting work. The doctoral program's highly structured and unusually deep curriculum allows unparalleled access to faculty members' time and mentorship.

Recent Highlights:

- Our department is reinventing itself, adding 11 new research faculty members in the last five years. This makes for one of the youngest and most energetic departments among peer schools. As a consequence, the Department of Finance is at the forefront of new techniques and new research.
- The dynamism and collegiality of the finance research group generates a stimulating and creative research environment. The group has an unrelenting commitment to be among the best research departments and to develop students who will become significant leaders in the profession.



Jayoung Nam PhD student

I've greatly benefited from the collaborative research environment at Kelley. I appreciate our faculty members, who generously give their time and their unending support and encouragement.



Hometown: Jeonju, South Korea
Research Focus: Market microstructure and mutual fund investment

Jayoung collaborated with Professor Craig Holden to write and then revise a paper for a top finance journal.

FINANCE

AREAS OF FACULTY RESEARCH

One of the key strengths of our faculty is our breadth of expertise, offering students the opportunity to work with faculty in numerous domains, such as:

- asset pricing
- banking and financial intermediation
- corporate finance
- corporate governance
- derivative securities
- entrepreneurship
- executive compensation
- household finance
- investment and portfolio management
- labor economics
- liquidity
- market microstructure
- mergers and acquisitions
- political economy and finance
- private equity
- real estate finance
- risk management
- venture capital

EDITORIAL BOARDS

Our faculty are leaders in their areas of expertise, serving as associate editors and on the editorial review board for leading journals, including:

- *Journal of Banking and Finance*
- *Journal of Entrepreneurial Finance and Business Ventures*
- *Journal of Financial Markets*
- *Journal of Financial Services Research*
- *Journal of Money, Credit, and Banking*
- *Management Science*
- *Review of Finance*
- *Review of Financial Studies*

PLACEMENTS

Most doctoral students graduate and become top scholars who advance knowledge in the field. Some of these placements include:

- Chinese University of Hong Kong
- City University of Hong Kong
- Cornell University
- Fordham University
- McGill University
- Peking University
- Southern Methodist University
- SUNY Buffalo
- Texas A&M University
- Tulane University
- University of Cincinnati
- University of North Carolina-Chapel Hill
- University of Richmond

SAMPLE PUBLICATIONS: FACULTY-STUDENT JOINT RESEARCH

Beneish, D., Marshall, C., and Yang, J. (2017). Explaining CEO Retention in Misreporting Firms, *Journal of Financial Economics*, 123: 512-535.

Borisov, A., Goldman, E., and Gupta, N. (2016). The Value of (Corrupt) Lobbying, *Review of Financial Studies*, 29(4), 1039-1071.

Goldman, E. and Huang, P. (2015). Contractual vs. Actual Separation Pay Following CEO Turnover, *Management Science*, 61: 1108-1120.

Cornaggia, J., Mao, Y., Tian, X., and Wolfe, B. (2015). Does Banking Competition Affect Innovation?, *Journal of Financial Economics*, 115 (1): 189-209.

Dr. Matt Billett

PROFESSOR OF FINANCE

“My colleagues are doing top research both in my own field and across others. Their insights are incredibly useful to my own work. The intellectual vibrance of Kelley sets it apart.”

Dr. Billett has been a Kelley faculty member since 2011.

His favorite place to be is on the golf course.



INFORMATION SYSTEMS

Faculty members in the *Information Systems* area have diverse research interests and are conducting world-class research using the latest methodologies in the field.

The PhD program in information systems prepares academic scholars focused on how business technologies are designed, developed, and used to enable and empower individuals, teams, processes, organizations, and society. Doctoral students have the opportunity to work with faculty members who are experts in diverse research areas such as IT implementation, IT-enabled decision making, IT systems design, information goods, IT and healthcare, computer-mediated collaborative work, usability, data analytics, recommendation systems, and crowdsourcing/funding. Students have the advantage of a flexible program structure that allows them to take courses within and outside the department. Several recent graduates published research in top journals before they entered the job market.



Recent Highlights:

- The department has had a significant growth in research expertise in IT-enabled decision-making, including the impact of recommender systems on decision-making and IT for the subconscious.
- We have increased our research expertise in the design of IT systems, including cognitive aspects in systems design, semiotics and design, and the science of design.
- We also have enhanced research expertise in the areas of digital piracy and cybersecurity.
- Our department has also expanded expertise in IT and healthcare, such as online healthcare communities and the impact of IT on healthcare.

“Xuan Feng,
PhD student
*Our faculty members
are the best. They
provide personalized
instruction and
significant help
to students.*”



Hometown: Beijing, China

Research Focus: Health IT, business process transformation, IT assimilation and usage

In addition to his own academic work, Xuan serves as a reviewer for a top information systems journal—and he still has time to play badminton.

INFORMATION SYSTEMS

AREAS OF FACULTY RESEARCH

One of the key strengths of our faculty is our breadth of expertise, offering students the opportunity to work with faculty in numerous domains, such as:

- antecedents and impacts of social media
- business analytics and intelligence
- cognitive aspects of data management
- collaboration technologies
- data governance
- data modeling
- design of IT systems
- digital piracy
- early-stage tech entrepreneurship
- economics of information systems
- enterprise systems implementation
- heterogeneous databases
- human-computer interaction
- information goods
- IT and healthcare
- IT and worker displacement
- IT for the subconscious
- IT use and impacts
- IT-enabled business process change and management
- knowledge management
- mobile/internet marketing
- online labor markets
- personalization and recommender systems
- semiotics and database design
- social media in healthcare
- social networks and large-scale data analysis
- software engineering
- usability in mobile systems
- virtual teams and groupware

EDITORIAL BOARDS

Our faculty are leaders in their areas of expertise, serving as associate editors and on the editorial review board for leading journals, including:

- *Journal of the Association of Information Systems*
- *Journal of Management Information Systems*
- *Information Systems Research*
- *MIS Quarterly*

PLACEMENTS

Most doctoral students graduate and become top scholars who advance knowledge in the field. Some of these placements include:

- California State University
- Missouri University of Science and Technology
- University of Arizona
- University of Hawaii
- University of Nebraska
- Washington State University
- Western University, Ivey Business School

SAMPLE PUBLICATIONS: FACULTY-STUDENT JOINT RESEARCH

Barlow, J.B. and **Dennis, A.R.** (2016). Not As Smart As We Think: A Study of Collective Intelligence in Virtual Groups, *Journal of Management Information Systems*, 33(3): 684-712.

Matook, S., Cummings, J. and **Bala, H.** (2015). Are You Lonely?: The Impact of Relationship Characteristics and Online Social Network Features on Loneliness. *Journal of Management Information Systems*, 31(4): 278-310.

Dennis, A.R., Minas, R.K., and **Bhagwatwar, A.** (2013). Sparking Creativity: Improving Electronic Brainstorming with Individual Cognitive Priming, *Journal of Management Information Systems*, 29(4): 195-216.

Massey, A.P., Khatri, V., and **Minas, R.K.** (2013). The Influence of Psychographic Beliefs on Website Usability Requirements, *AIS Transactions on Human-Computer Interaction*, 5 (4).

Dr. Jingjing Zhang

ASSISTANT PROFESSOR OF INFORMATION SYSTEMS

“The Kelley School offers a highly supportive, diverse, and vibrant research environment for faculty and PhD students.”

Dr. Zhang has been a Kelley faculty member since 2012.

She likes spending time outdoors, biking, and kayaking with her family.

MARKETING

*The Department of **Marketing** fosters research skills, creativity, and real-world understanding. The department is at the forefront of creating innovative and relevant new knowledge for the discipline.*

The doctoral program in marketing at Kelley provides students with a rigorous conceptual and empirical foundation to be thought leaders in academia. The focus is on delivering the highest quality doctoral education and preparing candidates for research careers at leading academic institutions. A unique strength of the Department of Marketing is the broad expertise of its faculty, across all areas of marketing, including consumer behavior, marketing strategy, and quantitative modeling. Another critical strength is the focus on collaboration between doctoral candidates and faculty. Each doctoral student is matched with a faculty member from the moment they are admitted to the program, and they learn the research process by working closely with faculty on mutually interesting research projects.

Recent Highlights:

- The marketing department offers significant breadth and depth in faculty expertise, with highly active research faculty who focus on a variety of topics in consumer behavior, marketing strategy, and modeling.
- Reinforcing a commitment to research excellence, we provide doctoral students with opportunities to collaborate with several faculty members to develop stronger research skills. Students also submit manuscripts to leading journals, and many have publications prior to entering the job market.
- Our faculty are recognized for world-class research, and often ranked in the top 20 for research publications according to American Marketing Association publications rankings.



Suyun Mah, PhD student

The world-class Kelley faculty members are extremely encouraging and serve as inspirational role models. Their abundant resources and guidance have consistently helped me pursue my research interests.

Hometown: Seoul, South Korea
Research Focus: Innovation and branding, using quantitative methods

Suyun is conducting research with Professors Rebecca Slotegraaf and Krista Li to develop a multi-level model for branding and product design.

MARKETING

AREAS OF FACULTY RESEARCH

One of the key strengths of our faculty is our breadth of expertise, offering students the opportunity to work with faculty in numerous domains, such as:

- advertising
- attribution models
- behavior-based targeting
- behavioral economics
- brand management
- brand strategy
- consumer behavior
- consumer learning and memory
- consumer psychology
- corporate social responsibility
- customer relationship management
- econometric modeling
- empirical modeling
- internet marketing
- judgment and decision-making
- marketing-finance interface
- marketing resource allocation
- marketing strategy
- new product development
- product design

EDITORIAL BOARDS

Our faculty are leaders in their areas of expertise, serving as associate editors and on the editorial review board for leading journals, including:

- *International Journal of Research in Marketing*
- *Journal of the Academy of Marketing Science*
- *Journal of Consumer Psychology*
- *Journal of Consumer Research*
- *Journal of International Marketing*
- *Journal of Marketing*
- *Journal of Marketing Research*
- *Journal of Product Innovation Management*
- *Journal of Retailing*

PLACEMENTS

Most doctoral students graduate and become top scholars who advance knowledge in the field. Some of these placements include:

- Arizona State University
- McGill University
- Nanyang Technological University
- SUNY Buffalo
- University of Arkansas
- University of Colorado
- University of Groningen
- University of Notre Dame
- University of San Diego
- University of Virginia – Darden
- York University

SAMPLE PUBLICATIONS: FACULTY–STUDENT JOINT RESEARCH

Han, D.H., Duhachek, A., and Agrawal, N. (2016). Coping and Construal Level Matching Drives Health Message Effectiveness via Response Efficacy or Self-Efficacy Enhancement, *Journal of Consumer Research*, 43 (October): 429-447.

Feng, H., Morgan, N.A., and Rego, L.L. (2015). Marketing Department Power and Firm Performance, *Journal of Marketing*, 79 (5): 1-20.

Sun, Y., Li, S., and Sun, B. (2015). An Empirical Analysis of Consumer Purchase Decisions under Bucket-Based Price Discrimination, *Marketing Science*, 34 (5): 646-668.

Olsen, M. C., Slotegraaf, R.J., and Chandukala, S. (2014). Green Claims and Message Frames: How Green New Products Change Brand Attitude, *Journal of Marketing*, 78 (5): 119-137.

Lakshmanan, A. and Krishnan, H.S. (2011). The Aha! Experience: Insight and Discontinuous Learning in Product Usage, *Journal of Marketing*, 75 (6): 105-123.

Dr. Lopo Rego

ASSOCIATE PROFESSOR OF MARKETING

“The Bloomington campus is absolutely beautiful. One of the things I enjoy most is simply walking around campus to see the architecture and the views.”

Dr. Rego has been a Kelley faculty member since 2011.

He is a foodie: he loves to cook, entertain, and visit Bloomington’s eclectic restaurants.



OPERATIONS MANAGEMENT OR DECISION SCIENCES

Faculty members in the Operations Management and Decision Sciences areas have expertise in business analytics, operations management, and decision sciences, which fosters an environment for interdisciplinary research.



The PhD program in operations management or decision sciences provides students with a foundation in rigorous analytical modeling and empirical methods so they can pursue research careers at leading academic institutions.

A key strength of the department is the broad expertise of its faculty. For example, areas of methodological expertise of faculty include operations research, game theory, simulation, data mining, econometrics, laboratory experiments, survey research, and big data methods such as machine learning.

Before students choose their dissertation advisor, they are paired with different faculty members during their first two years in the program and work on research projects.

Recent Highlights:

- Our faculty members have a broad research expertise—for example, supply chain management, behavioral operations, sustainable operations, healthcare operations, energy supply chains, service and retail operations, among others—and employ both analytic and empirical methods.
- We have added 12 new faculty members from top doctoral programs in the last five years making us one of the most vibrant research-active departments among peer schools.
- Our department is known for its academic rigor, collegiality, and camaraderie that creates a stimulating and collaborative environment.
- Our doctoral students get an opportunity to work with multiple faculty members on research projects leading toward journal publications.

“Eric Webb,
PhD student
*My favorite thing
about Kelley is the
congenial nature and
easy availability of
the research faculty.*”



Hometown: Cincinnati, Ohio
Research Focus: Energy operations
management and behavioral operations

As part of his doctoral research, Eric
worked with a nurse staffing company
to reduce turnover.

OPERATIONS MANAGEMENT OR DECISION SCIENCES

AREAS OF FACULTY RESEARCH

One of the key strengths of our faculty is our breadth of expertise, offering students the opportunity to work with faculty in numerous domains, such as:

- behavioral operations management
- business analytics
- energy supply chains
- healthcare operations management
- humanitarian operations management
- service operations management
- supply chain management
- sustainable operations

EDITORIAL BOARDS

Our faculty are leaders in their areas of expertise, serving as associate editors and on the editorial review board for leading journals, including:

- *Decision Sciences*
- *Journal of Operations Management*
- *Manufacturing & Service Operations Management*
- *Operations Research*
- *Production and Operations Management*

PLACEMENTS

Most doctoral students graduate and become top scholars who advance knowledge in the field. Some of these placements include:

- Shanghai University of Finance and Economics
- Texas A&M University
- University of Houston
- University of Miami-Ohio
- University of Rhode Island
- University of Texas-Dallas
- Western University, Ivey Business School

SAMPLE PUBLICATIONS: FACULTY–STUDENT JOINT RESEARCH

Jola-Sanchez, A., Pedraza-Martinez, A. J., Bretthauer, K. M., and Britto, R. (2016). Effect of Armed Conflicts on Humanitarian Operations: Total Factor Productivity and Efficiency of Rural Hospitals, *Journal of Operations Management*, 45: 73-85.

Stauffer, J., Pedraza-Martinez, A. J., and Van Wassenhove, L. N. (2016). Temporary Hubs for the Global Vehicle Supply Chain in Humanitarian Operations, *Production and Operations Management*, 25(2): 192-209.

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Dr. Gilvan Souza

PROFESSOR OF
OPERATIONS MANAGEMENT

“The best thing about Kelley is the culture—it’s a collegial and pleasant working environment. I also like that it is situated in Bloomington, which is a wonderful place to live.”



Dr. Souza has been a Kelley faculty member since 2009.

He enjoys Brazilian soccer and sci-fi movies.

ORGANIZATIONAL BEHAVIOR AND HR MANAGEMENT

*The Department of Management and Entrepreneurship includes faculty research expertise in the areas of **Organizational Behavior** and **Human Resource Management**. Doctoral students can work alongside faculty conducting new research in these areas.*



Doctoral students in Organizational Behavior and Human Resource Management (OBHRM) prepare for careers as researchers and professors by taking courses in both of these interrelated fields and gaining research and teaching tools that span both disciplines. Organizational Behavior focuses on human behavior in work settings with an emphasis on explaining, predicting, and influencing behavior in organizations. Human Resource Management emphasizes human capital acquisition, development, and deployment including the design and implementation of staffing, compensation, training and development, and performance management systems.

Recent Highlights:

- The department has had an influx of new faculty with particular strengths in the topics of organizational citizenship behavior, dark-side topics in organizational behavior (e.g., counterproductive work behavior, dark triad, questionable research practices), superstar effects, leadership, fairness and validity of pre-employment tests, meta-analysis, and research methods.
- Our department was recently ranked 5th worldwide in number of publications in top OBHRM journals, according to Texas A&M Research Productivity Rankings.
- Multiple OBHRM faculty have recently received distinguished early career research productivity awards from the Academy of Management and Society for Industrial and Organizational Psychology.

“**Peng Zhao, PhD student**
Kelley prioritizes doctoral students’ success. Doctoral students are provided with abundant resources for degree completion and academic career development.”

Hometown: Xi’an, China
Research Focus: Cognitive ability tests and personality measures in employment selection

Peng enjoys using computational models to reveal patterns and complexities that would otherwise be invisible.



ORGANIZATIONAL BEHAVIOR AND HR MANAGEMENT

AREAS OF FACULTY RESEARCH

One of the key strengths of our faculty is our breadth of expertise, offering students the opportunity to work with faculty in numerous domains, such as:

- attentional focus
- counterproductive work behavior
- dark triad
- employee-driven innovation
- ethics
- fairness/validity of pre-employment tests
- individual differences
- job design
- job engagement
- leadership education and development
- managerial skill assessment
- meta-analysis
- motivation and engagement
- non-task behaviors
- organizational and employee effectiveness
- organizational change
- organizational citizenship behavior
- outcome reporting bias
- personnel selection
- productivity and performance
- publication bias
- questionable research practices
- research methods
- sleep
- structural equation modeling
- superstar effects
- teamwork processes
- transfer of training
- work ambivalence

EDITORIAL BOARDS

Our faculty are leaders in their areas of expertise, serving as associate editors and on the editorial review board for leading journals, including:

- *Academy of Management Learning and Education*
- *Journal of Applied Psychology*
- *Journal of Management and Education*
- *Journal of Business and Psychology*
- *Group and Organization Management*
- *Personnel Psychology*

PLACEMENTS

Most doctoral students graduate and become top scholars who advance knowledge in the field. Some of these placements include:

- ESSEC Business School, France
- Georgia State University
- Kansas State University
- University of Buffalo
- University of Kansas

SAMPLE PUBLICATIONS: FACULTY–STUDENT JOINT RESEARCH

Aguinis, H., O’Boyle, E., Gonzalez-Mulé, E., and Joo, H. (2016). Cumulative advantage: Conductors and insulators of heavy-tailed productivity distributions and productivity stars. *Personnel Psychology*, 69: 3-66.

Berry, C. M., and Zhao, P. (2015). Addressing criticisms of existing predictive bias research: Cognitive ability test scores still overpredict African Americans’ job performance. *Journal of Applied Psychology*, 100: 162-179.

Berry, C. M., Barratt, C. L., Dovalina, C., and Zhao, P. (2014). Can racial/ethnic subgroup criterion-to-test standard deviation ratios account for the conflicting differential validity and differential prediction evidence for cognitive ability tests? *Journal of Occupational and Organizational Psychology*, 87, 208-220.

Blume, B.D., Baldwin, T. T., and Ryan, K.C. (2013). Communication apprehension: A barrier to students’ leadership adaptability and multicultural appreciation. *Academy of Management Learning and Education*, 12, 158-172.

Dr. Erik Gonzalez-Mulé

ASSISTANT PROFESSOR OF
ORGANIZATIONAL BEHAVIOR
AND HUMAN RESOURCE MANAGEMENT

“Students are working on research projects beginning on day one. This ensures that students graduate with the tools to produce original, high-quality research and be major contributors to their fields.”

Dr. Gonzalez-Mulé has been a Kelley faculty member since 2015.

He enjoys Bloomington’s natural beauty, from the Arboretum on campus to the bike trails at nearby lakes.

BLOOMINGTON IS ONE
OF THE **TOP FIVE FOOD
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Midwest Living

INDIANA UNIVERSITY
IS ONE OF THE
**25 MOST LGBTQ-
FRIENDLY COLLEGES
AND UNIVERSITIES**

Campus Pride

BLOOMINGTON IS ONE
OF AMERICA'S **TOP 50
ADVENTURE TOWNS**

National Geographic Adventure

INDIANA UNIVERSITY
IS ONE OF **AMERICA'S
PRETTIEST COLLEGE
CAMPUSES**

PureWow

BLOOMINGTON
COMMUNITY FARMERS'
MARKET IS ONE OF
AMERICA'S **50 BEST
FARMERS' MARKETS**

Cooking Light

BLOOMINGTON IS ONE
OF AMERICA'S
QUIRKIEST TOWNS

Travel + Leisure



Operations Management or
Decision Sciences



1



2



3

Organizational Behavior
and HR Management



4



5



6

Business Economics
and Public Policy



7



8



9

Information Systems



10



11



12

Entrepreneurship or
Strategic Management



13



14



15

Accounting



16



17



18

Finance



19



20



21

Marketing



22



23



24

Notable
Kelley PhD
Alumni

- 1 Hubert Pun, PhD '10
Assistant Professor
Ivey Business School
- 7 Jing Li, PhD '04
Associate Professor
Simon Fraser University
- 13 Brett Gilbert, PhD '04
Associate Professor
Rutgers Business School
- 19 Yifei Mao, PhD '15
Assistant Professor
Cornell University

- 2 Jon Stauffer, PhD '16
Assistant Professor
Texas A&M University
- 8 Eric Schmidbauer, PhD '14
Assistant Professor
University of Central Florida
- 14 Robert Garrett, PhD '08
Associate Professor
University of Louisville
- 20 Robert Batallio, PhD '95
Professor
University of Notre Dame

- 3 Shengqi Ye, PhD '14
Assistant Professor
University of Texas - Dallas
- 9 Elitsa Banalieva, PhD '07
Associate Professor
Northeastern University
- 15 Varkey Titus, PhD '12
Assistant Professor
University of Nebraska - Lincoln
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- 4 Dan Bachrach, PhD '02
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- 10 Lionel Robert, PhD '06
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- 16 David Wood, PhD '09
Associate Professor
Brigham Young University
- 22 Michael Wiles, PhD '08
Associate Professor
Arizona State University

- 5 Timothy Maynes, PhD '13
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- 11 Randy Minas, PhD '14
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- 17 Mary Billings, PhD '07
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- 6 Larry Williams, PhD '04
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University of Nebraska
- 12 Lingyao Yuan, PhD '15
Assistant Professor
Iowa State University
- 18 Michael Williamson, PhD '05
Professor
University of Illinois Urbana-Champaign
- 24 Kim Whitler, PhD '14
Assistant Professor
University of Virginia, Darden

Tuition and Financial Aid

All Kelley doctoral students receive a basic financial aid package that consists of tuition, a living expenses stipend, and health and dental insurance. Students are responsible for some incidental fees.

TEACHING AND RESEARCH APPOINTMENTS

We offer research and teaching appointments to all students in good academic standing. These appointments fund doctoral study while providing valuable research and teaching experience. The research appointments offer a way to collaborate with faculty and enhance professional development.

FELLOWSHIPS AND GRANTS

Each year, we award a number of fellowships to exceptional doctoral candidates. Typically, these are in addition to normal stipends and fee remissions. Travel and research grants are also provided to students.

How to apply

Visit: gokelley.iu.edu/doctoralapply

CONTACT KELLEY

ONLINE: gokelley.iu.edu/doctoral

PHONE: 812-855-3476

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“AT KELLEY, I GET TO WORK WITH
SOME OF THE BEST AND BRIGHTEST
MINDS IN MY FIELD.”

— **Jessica Watkins**, PhD student, Accounting



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