PHD IN MANAGEMENT

ACCOUNTING
FINANCE
MARKETING
MANAGEMENT INFORMATION SYSTEMS
ORGANIZATIONAL BEHAVIOR / LEADERSHIP
SUPPLY CHAIN MANAGEMENT
ADMISSION POLICY

Admission to the PhD program is competitive. Applicants are evaluated based on academic merit, professional accomplishments, GMAT scores, recommendation letters and personal statement of professional goals. Work experience is preferred for admission, but not required. In a few cases, some concentrations have allowed GRE scores to be substituted for GMAT scores. However, the PhD committee strongly recommends you take the GMAT. If you are considering sending your GRE scores, please check with us before submitting your application.

Binghamton University is strongly committed to affirmative action. We offer access to services and recruit students without regard to race, color, gender, religion, age, disability, marital status, sexual orientation or national origin.

ADMISSION REQUIREMENTS

- MBA or MS accounting degree from an accredited university is preferred, although outstanding students with an undergraduate degree will be considered
- One official transcript of all prior college work
- Three letters of recommendation from people acquainted with you
- Résumé or a list detailing your employment history
- Personal statement describing your career goals
- Official GMAT scores
- Minimum GPA of 3.2 in undergraduate work and 3.5 in graduate work
- Minimum GMAT score is 600; recent program average is 699

Because we do not recruit in all concentrations offered each year, we recommend that you contact Peggy Slavik at pslavik@binghamton.edu prior to submitting your application to confirm that you will be considered in the area that interests you.

APPLICATION PROCEDURES

A $75 application fee is required. We prefer online credit card payment (Visa, MasterCard, Discover or American Express). The Graduate School application is available online at http://www.binghamton.edu/grad-school/prospective-students/apply.html. For general information about Binghamton University, visit www.binghamton.edu.

ADMISSION DEADLINE

The School of Management accepts applications for the PhD program for fall semester only. Applications are due by February 1, at which time the application review process begins.

SPECIAL REQUIREMENTS FOR INTERNATIONAL APPLICANTS

- Statement of financial responsibility certified by a bank or agency attesting to the source of funding required.
- Official scores of the Test of English as a Foreign Language (TOEFL) are required of applicants whose native language is not English. (The TOEFL is not required of applicants with a degree from a college with instruction in English.) The minimum score required is 600 (paper version) or 250 (computer version).

COST OF ATTENDANCE

For the latest figures on tuition and optional health insurance, please visit binghamton.edu/financial-aid/services/cost-of-attendance.html.

FINANCIAL AID

Funding is available to all admitted PhD students. Students admitted to the doctoral program receive an assistantship of $17,000 for a full-year commitment and a 100-percent tuition scholarship. No separate application is required.
ACCOUNTING
The accounting doctoral program aims to produce high-quality researchers who become university faculty. To achieve this, students are required to take doctoral-level classes in accounting, finance and economics, as well as perform cutting-edge accounting research. Accounting doctoral seminars cover a broad range of topics in accounting and auditing, such as earnings management, accounting conservatism, experimental economics, accounting theory, disclosures and corporate governance.


FINANCE
The finance PhD program trains students to pursue rewarding careers in academia. The program includes courses in finance, economics and statistics. The program is small and students work closely with faculty on research projects. Recent graduates from the finance program have been successfully placed in research-oriented U.S. universities, published in the top journals, and won numerous research and teaching awards.


MARKETING
The marketing faculty has a wide range of research interests, both in the quantitative and behavioral aspects of marketing and across functional areas and disciplines. Their current research interests include studying the marketing/finance interface, branding and innovation adoption, consumer judgment and decision making, relationship marketing and strategic alliances among firms, competitive marketing strategy with standard competition and network effects, and memory and categorization effects on consumer behavior.

Marketing faculty emphasize strong quantitative orientations and training in experimental design and analysis, and marketing PhD students are expected to develop independent research skills. Students take seminars in judgment and decision making, consumer choice models, consumer behavior, empirical marketing models and managing inter-firm relationships in their majors. They are free to design their minor to complement their major field of study, and typically pursue courses in other areas, such as leadership, economics (econometrics), psychology (social psychology, experimental design and analysis) and finance.

Marketing faculty are well published in such leading journals as the Journal of Marketing, Journal of Marketing Research, Journal of Consumer Research, Marketing Science, and Journal of Consumer Psychology. They have also published in journals outside marketing, such as Product and Operations Management and Organizational Behavior and Human Decision Processes.

MANAGEMENT INFORMATION SYSTEMS
The management information system (MIS) doctoral program aims to train students to become high-quality academic researchers in their respective areas. MIS seminars cover a broad range of research streams related to individual, group and organizational consequences of information systems. Research interests of some MIS faculty include information systems alignment, information systems leadership, virtual teams/computer-mediated communication, social networking and online learning. MIS seminars are supplemented with seminars in related disciplines, as well as multiple research methods seminars.

During the first two years of coursework, it is expected that students have the ability to 1) critique theoretical and methodological approaches taken by the respective authors of the assigned readings, and 2) formulate their own researchable propositions on a self-selected or faculty-guided topic of interest. At the end of the coursework, students should be able to compare and contrast the major research streams in MIS literature and have a strong comprehension of the research methods available for MIS research. It is also expected that students have a high-quality research project in progress with multiple conference or journal submissions before their comprehensive exams.

ORGANIZATIONAL BEHAVIOR/LEADERSHIP
Organizational behavior (OB) seminars focus on both micro and macro (multilevel) perspectives on industrial and organizational effectiveness. Individual, dyadic/interpersonal, group/team and organizations/systems behavior are examined with a particular emphasis on leadership in and of organizations and from a multilevel perspective.

Core faculty members are also research fellows in the Center for Leadership Studies, an interdisciplinary research center at the University. As such, OB seminars and faculty research often include direct and indirect linkages with leadership studies. Students are educated about theory, research, practice and teaching of OB and leadership.

Past specialization areas for OB students:
- Group decision support systems
- Cross-cultural studies
- Team processes
- Judgment and decision making
- Training and development
- Human resources management
- Virtual teams
- Growth and change
- Ethics

The OB faculty is composed of active researchers, teachers and consultants. They are authors of numerous books, research monographs and journal articles, such as Academy of Management Journal, Academy of Management Review, Administrative Science Quarterly, Journal of Applied Psychology, Leadership Quarterly, Organizational Research Methods, and Journal of Personality and Social Psychology. Faculty serve as editors, editorial board members and reviewers for various journals and are active in professional associations. They are consultants to Fortune 500 companies, domestic and foreign organizations, and national government agencies.

SUPPLY CHAIN MANAGEMENT
The doctoral program in supply chain management aims to develop expertise in supply chain management, including service supply chains, using stochastic modeling or empirical research methods. In addition to courses in the SOM, a
PHD PROGRAM CURRICULUM

The School of Management (SOM) PhD program is designed for full-time students only. A total of 90 credits is required beyond the bachelor’s degree and is usually completed in four to six years, depending on the student’s background. An advisory committee works with each new doctoral student to determine the course sequence, review performance and evaluate progress. After completing the coursework, students must pass a comprehensive examination and successfully defend their dissertation proposal (generally oral and written) and then dissertation.

A doctoral student is also required to teach courses. Some of the teaching obligation is usually carried out in summer and winter-break seminars in small classes. Depending on progress, however, doctoral students will most likely be required to teach during the fall and spring semesters as well. Our intent is to balance research and teaching experience in the program; to that end, a PhD student will typically be asked to teach four courses during his/her four years of funding.

We believe in small, top-quality programs for each area and therefore do not accept applications for all concentrations every year. When you are preparing to apply to a specific area, contact Peggy Slavik at pslavik@binghamton.edu or 607-777-3643 to find out if your application will be accepted into the concentration that interests you. You will be placed in contact with an area representative who will advise you on your options.

CORE ACCOUNTING

Marcus Burger, PhD, University of Utah; Assistant Professor; research interests: archival financial accounting, valuation, market efficiency, short-sellers

Jacob Haislip, PhD, University of Arkansas; Assistant Professor; research interests: accounting information systems, executive expertise, corporate governance, auditing

Anthony Meder, PhD, Ohio State University; Assistant Professor; research interests: financial accounting and reporting, accounting for financial institutions, role of accounting in financial contracts

Sara Reiter, PhD, University of Missouri; Professor; research interests: accounting theory, applied ethics, sociology of science

Jonathan Ross, PhD, University of Kentucky; Assistant Professor; research interests: information theory, accounting comparability/closeness, fundamental analysis, capital markets, number theory

Steven Schwartz, PhD, The Ohio State University; Associate Professor; research interests: experimental economics, other-regarding behavior, principal-agent theory

Linna Shi, PhD, Syracuse University; Assistant Professor; research interests: earnings management, role of financial analysts, stock price valuation, corporate governance

Yan Zhang, PhD, Louisiana State University; Associate Professor; research interests: accounting information and capital market, auditing, corporate liquidity, corporate disclosure, corporate governance

Nan Zhou, PhD, University of Minnesota; Associate Professor; research interests: auditing, disclosure, intangibles, IPO, information economics

CORE FINANCE

Upinder S. Dhillon, PhD, Louisiana State University; Dean and Koffman Scholar; research interests: corporate finance, investments, real estate finance

Murali Jagannathan, PhD, Virginia Polytechnic University; Associate Professor; research interests: corporate finance

Dennis Lasser, PhD, Indiana University; Associate Professor; research interests: derivative assets, market microstructure, pricing, efficiency
Chang Hee Park, PhD, Cornell University; Assistant Professor; research interests: customer relationship management, e-commerce, marketing-operations interfaces, probability models

Glenn Pitman, PhD, Pennsylvania State University; Professor; research interests: retailing and salesforce management, total quality management, consumer behavior

Qi Wang, PhD, University of Florida; Associate Professor; research interests: standards competition and network effects, corporate sustainability, emerging globalization, product and business innovation

MANAGEMENT INFORMATION SYSTEMS

Surinder Kahai, PhD, University of Michigan; Associate Professor; Fellow, Center for Leadership Studies; research interests: virtual teams, computer-mediated communication, IT leadership, online learning

Sumantra Sarkar, PhD, Georgia State University; Assistant Professor; research interests: organizational routines, health information technologies, IT governance

Ali Yayla, PhD, Florida Atlantic University; Assistant Professor; research interests: IT business alignment, IT security, e-business

CORE ORGANIZATIONAL BEHAVIOR/LEADERSHIP

Shelley Dionne, PhD, Binghamton University; Associate Professor and Associate Director of Center for Leadership Studies; research interests: leadership, creativity, training and development, simulation

Kim Jaussi, PhD, University of Southern California; Associate Professor; research interests: creativity and leadership, collective commitment, leadership and organizational change, identity centrality and salience

Seth Spain, PhD, University of Illinois; Assistant Professor; research interests: organizational behavior, human resource management, dynamic criteria, personality and affect, research methods

W. Donald Spangler, PhD, University of Michigan; Associate Professor; research interests: organizational behavior, nature and effects of leader behavior in organizations, motivation, compensation, selection of employees

Francis Yammarino, PhD, State University of New York at Buffalo; Distinguished Professor and Director of the Center for Leadership Studies; research interests: multilevel approaches to leadership, team and group leadership, self-other agreement processes, levels-of-analysis issues

CORE OPERATIONS MANAGEMENT

Sal Agnihotri, PhD, University of Rochester; Professor; research interests: healthcare operations with a focus on scheduling, process improvement, and quality, supply chain management, product support and field service operations, business analytics, stochastic modeling

Emre Demirezen, PhD, Texas A&M University; Assistant Professor; research interests: healthcare supply chains and information exchange, scheduling in healthcare settings, value co-creation, contracts, coordination, retailing, electronic business

Students joining the doctoral program may also benefit from an ongoing, collaborative effort between the SOM and the SSIE department to establish a center of excellence in research and teaching in global supply chain management.