



Goizueta Business School is among the top business programs in the country. We have undergraduate- and master's-level programs that rank in the top 20 nationally, and we have the resources of Emory University, a major world-class research institution.

Our doctoral program, offered through the Graduate School, provides students the opportunity to pursue one of the following academic areas: Accounting, Finance, Information Systems, Marketing or Organization & Management. We seek doctoral students with superior intelligence, a strong work ethic, and a desire to take their place on the faculty of the best business schools in the world. Our doctoral program is highly selective and enables a small and closely-knit environment that promotes interaction between students and faculty.

Accessible Professors

Goizueta faculty members are here in part because they value our smaller, more student-focused environment. They are committed to mentoring our doctoral students and to the Goizueta philosophy of being accessible. At Goizueta, teaching means not only sharing knowledge but also energy, business insight, and an expert point of view.

Students have the opportunity to perform research with faculty very early on in the program. Our commitment to developing students as leading researchers is at the heart of our hands-on faculty-student mentorship. This mentorship has many intangibles that can only be described as a deep commitment to our students' development as thinkers, researchers and problem solvers.

Collaborative Community

We believe that hands-on research collaboration between students and faculty is critically important in the education of new scholars. Collaborative research helps students learn how to transform abstract theoretical questions into workable projects that are publishable in major journals. Just as importantly, it is through collaborative research with experienced members in their field that students learn the research norms and values that will guide them through the program and throughout their academic careers.

Our students will find many opportunities to get involved in collaborative research with faculty in their area. After the first year, each student will be required to work as a research or teaching assistant to a faculty member for 10 hours per week. Every effort is made to assign a student to a faculty member with similar research interests. However, we encourage collaborative research with multiple faculty over the course of doctoral training. Working with several faculty helps students develop their own scholarly identity, which is critical for becoming an independent and creative thinker.

DISCOVER

the unexpected

Research Resources

Research Funding

The Business School has established a research support budget for each Ph.D. student to be used for data collection, books, travel, etc. In addition, The Sheth Research Fund offers dissertation support for students who have successfully completed their comprehensive exams.

Student Resources

The Goizueta Foundation Center for Doctoral Education and Research houses the Ph.D. student offices and seminar rooms. Students are assigned a personal study carrel grouped by area cohort. At orientation, students receive a new laptop computer for their use while in the program. Each student office is also equipped with a high-speed printer.

Emory University Libraries

Goizueta doctoral students have access to Emory's library system that is among the top 25 in the nation:

- Over 2.8 million volumes located throughout all of Emory's campus libraries;
- Virtual access to more than 200 cross-disciplinary desktop electronic sources;
- Access to hundreds of database collections of full text and abstract documents, bibliographic citations, and numeric data;
- Access to the holdings of the GETS (University of Georgia, Emory, Georgia Tech, and Georgia State University) consortium of libraries, expanding resource access beyond the boundaries of Emory.

Goizueta Business Library

Goizueta doctoral students also have access to the Goizueta Business Library which features:

- Over 8,000 business print titles and numerous specialized business databases, all directly linked to Goizueta's teaching and research.
- Electronic journal gateways provide virtual access to an impressive collection of accounting, finance, information systems, marketing, and management-related academic research publications.
- The Goizueta Business Library's team offers a number of services exclusively for the school's doctoral students, including a personalized Table of Contents alerting service, an electronic working papers series, and individualized one-on-one research consultation and training opportunities.

Computing Resources

Goizueta's Information Services department offers access to a number of key databases, including COMPUSTAT, CRSP, IBES, SDC, and insider trading databases. The IS department offers support for the management of databases, electronic data gathering for the development of custom databases for specific research questions, computation and simulation of specific models, and programming.



Faculty and doctoral students requiring heavy computational assistance have access to a dedicated COMPAQ Alpha research computer running the UNIX operating system. SAS, STATA, SPSS, and other statistical and simulation applications are available in desktop and/or mainframe versions. The school also houses a Computer Information Center with a full-time professional staff, networked computers, laser printers, web development PCs, and multimedia development hardware.

Curriculum

The curriculum of the Goizueta Ph.D. program includes doctoral coursework in social sciences and quantitative methods as well as seminars on specific research topics, summer research experiences, a teaching development program, and a final dissertation supervised by a faculty committee.

Students take eight courses per year and are also expected to participate in research projects, colloquia, and other scholarly activities in their respective area. The length of time needed to complete the degree is typically four years.

Doctoral courses are offered primarily in the Fall and Spring, but students can take summer courses according to personal interests and needs. Our students are in residence for the entire academic year and are expected to participate in Orientation during the summer prior to their first set of core courses to refresh quantitative skills.

Students

Goizueta's Ph.D. program, which originated in the Fall of 2002, attracts a diverse group of professionals and continuing students wishing to specialize in Accounting, Finance, Information Systems, Marketing and Organization & Management. About 35 students are currently enrolled in the program, ranging in age from 22 to their mid-30s. Almost half of these are international students.

Faculty

The doctoral program is directed by GRACE POWNALL, Professor of Accounting & Associate Dean and Director of Doctoral Studies. She joined the Goizueta Business School faculty in the Fall of 1993. She has published research on corporate disclosure incentives and practices, and on information in global capital markets, in *Journal of Accounting Research*, *The Accounting Review*, *Contemporary Accounting Research*, and several other journals. She has served as Associate Editor (1999-2002) and on the editorial board (2005-present) of *The Accounting Review* and several other journals. She also serves as ad hoc reviewer for various accounting, finance, and economics journals.

In addition to Dean Pownall, the Goizueta Ph.D. program is guided by the Doctoral Studies Committee which is comprised of one faculty member from each of the five academic areas:

GREG WAYMIRE

Professor Waymire is the Asa Griggs Candler Professor of Accounting at the Goizueta Business School. He first joined the Goizueta faculty in 1990. His current research examines the history of accounting measurement and disclosure. His areas of specialization are corporate disclosure and investor relations, accounting history and equity valuation. Greg received his PhD from the University of Chicago.

SANDY JAP

Dean's Term Chair and Professor of Marketing
Sandy Jap's research focuses on the development and management of interorganizational relationships such as how to create and manage strategic alliances over time, how to balance their risks and rewards, and how to share the payoffs of close collaborations. These efforts have been conducted in a number of industries, including the aerospace, automotive, chemical, petroleum, and consumer product industries. The results of this work have been published in a variety of books and journals including: the *Journal of Marketing Research*, the *Journal of Marketing*, *Marketing Science*, *Management Science*, *Sloan Management Review*, and special issues of the *International Journal of Research in Marketing* and the *Journal of Personal Selling and Sales Management*. She is an Editorial Board Member of the *Journal of Marketing Research*, *Journal of Marketing and Marketing Letters*, and is an Area Editor for the *International Journal of Research in Marketing*. More recently, she was given the Lou Stern Award 2007 for the article in marketing channels and distribution with the greatest impact on the field three to eight years after publication. In 2003, she was named one of the top twenty "potential leaders of the next generation of marketing academics" by the Marketing Science Institute and in 2004 she was given the title of Caldwell Research Fellow, an internal award for research excellence.

Her current work involving online, reverse auctions has received significant attention from the academic community and the marketplace, including *The Wall Street Journal*, *CFO Magazine*, and *Harvard Business Review*. It also earned her a Frank Batten Young Scholar Award, given to top junior faculty for exemplary research in E-Business and Supply Chain Management. She joined the Goizueta Business School in 2001; prior to that, Professor Jap was on the faculty at the Sloan School of Management at the Massachusetts Institute of Technology. Her teaching includes courses in channel management, internet marketing, and marketing management in MBA, BBA, and Executive Educational programs.

RAMNATH K. CHELLAPPA

Associate Professor Information Systems & Operations Management

Dr. Ramnath K. Chellappa joined the Goizueta Business School faculty in Fall 2005. He served on the faculty of

Marshall School of Business, University of Southern California from 1997 - 2005, and was also the founding director of the Electronic Economy Research Lab (eBizLab) at USC. He is also affiliated with the Center for Telecom Management at USC and the Center for Research in Electronic Commerce at the University of Texas at Austin.

Prof. Chellappa's expertise is in the field of electronic markets, digital goods and economics of information security and privacy. His research in the areas of digital product piracy has been widely published in leading journals and conferences. His work on information privacy in online transactions received the Best Paper Award at INFORMS-CIST 2003. His research methods include economic modeling, empirical studies and social network analysis.

Prof. Chellappa also works closely with the industry on the managerial aspects of information technology driven issues. He has served as litigation expert on personalization and privacy related issues for major portals and he recently co-authored a study on the design of Identity Management systems that was supported by the Advanced Practices Council of the Society for Information Management. Prof. Chellappa is often quoted in the popular media on information privacy and security related issues.

Prof. Chellappa has taught courses in undergraduate, MBA, PhD and executive education programs. He recently designed and taught a course in the Medical Management Program at USC. At Emory, he teaches in the MBA and PhD programs.

NARASIMHAN JEGADEESH

Narasimhan Jegadeesh is the Dean's Distinguished Chair in Finance at the Goizueta Business School. He has also been on the faculty at the University of Illinois at Urbana-Champaign and the University of California at Los Angeles. He has published extensively in the Journal of Finance, the Journal of Financial Economics, the Review of Financial Studies and other leading academic finance journals. His research has been discussed in several publications including Business Week, Economist, Forbes, Kiplinger's Personal Investments, Money, New York Times, and Smart Money. Professor Jegadeesh received his PhD in Finance from Columbia University.

PETER ROBERTS

Organization & Management

Peter's primary research interests relate to how the behavior and performance of organizations evolve over time. This incorporates related interests in innovation, reputation and identity, and industry evolution. He has studied these issues in diverse settings, including the pharmaceutical industry, the retail banking industry, the hotel industry and the global wine industry. The results of these projects are published in journals such as Academy of Management Review, American Journal of Sociology, Journal of Economic Behavior and Organization, Organization Science, and Strategic Management Journal. Peter's Ph.D. is from the University of Alberta. Before taking up his current position, Peter served on the faculties of Columbia University, Carnegie Mellon University, and the Australian Graduate School of Management.

Our website has detailed information about our faculty. Visit www.goizueta.emory.edu/degree/phd and follow the links under Academic Programs.

Contact information

For general administrative information about the program structure, admissions process, etc. please contact the program office (not individual faculty) at this address:

Director of Ph.D. Admissions and Student Services
Goizueta Business School
1300 Clifton Road, N.E.
Atlanta, GA 30322-2712

P: 404.727.6353

F: 404.727.5337

E: phd@bus.emory.edu

Faculty members will be happy to respond to questions that relate specifically to their program areas.



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Requests for Additional Information:

RECRUITMENT AND ADMISSIONS

Goizueta Business School
1300 Clifton Road, N.E.
Atlanta, GA 30322-2712

(404) 727-6353

<http://www.graduateschool.emory.edu>

<http://www.goizueta.emory.edu/degree/phd>