ENGAGE IN RESEARCH

For the curious, committed, intense scholar, a doctorate from the University of Utah’s David Eccles School of Business leading to a faculty position, is the ideal career path. The University of Utah provides an opportunity to contribute to business knowledge and practice through research and teaching. William Hesterly, the Associate Dean of Faculty and Research, states that by enrolling in this program, “you choose to engage in solving interesting and important problems throughout your life. The PhD program also gives you an opportunity to influence others. And, you can create your own agenda, which gives you autonomy. The lifestyle is great. Just ask any professor at a research university. They’ll say it’s unmatched in any lifestyle for any career.”  The benefits of this program are long lasting and far reaching. Throughout your life you will engage in intellectual discourse as well as guide and shape student lives. Upon completion of this program, it is expected that you will be a world-class expert in your chosen area of scholarship.

The doctoral program at the DESB is a very research-intensive program. Our mission is to graduate PhDs who obtain faculty positions at our peer research institutions. The emphasis on research is a critical, distinguishing factor of our program. Our excellent faculty are an integral part of the research process, and of transforming students into independent scholars and academic leaders. With a high faculty to student ratio, students receive individualized attention. Faculty members guide and assist you as you navigate through your chosen field of expertise, providing knowledge, direction and guidance.

We hope you will consider our doctoral studies program in your journey to becoming a scholar and leader in business research.
The Accounting specialization, through the School of Accounting, offers two specific areas of study: Auditing and Financial Accounting.

A series of doctoral seminars in Auditing and Financial Accounting combined with seminars on research methods form the foundation of the program. Because of the broad nature of the field of accounting, students are encouraged to pursue related study in other fields and participate frequently in doctoral seminars presented by other departments in the David Eccles School of Business and elsewhere on campus. Students have combined studies in accounting or auditing with allied fields such as finance, economics, statistics, psychology and organizational behavior.

The highlights of the program include many opportunities: the opportunity to work with nationally recognized, well-connected scholars, networking opportunities through the Winter Financial Accounting Conference, and co-authorship opportunities.

Program of Study:
Each student’s program of study is tailored to the student’s needs and interests. Two tracks offered include the Behavioral Audit Track and the Financial Archival Track.

Behavioral Audit Track includes courses in Accounting, Psychology, and Research Competency.

Financial Archival Track includes courses in Accounting, Finance, and Research Competency.

Research:
To develop skills as researchers, students are provided a planned set of research experiences throughout the period of study. These involve teaching classes and serving as research assistants to appropriate faculty members.
The Department of Finance at the University of Utah trains doctoral students in the application of economic theory to understand the structure and behavior of firms and the nature of financial markets. This philosophy reflects the interests of the faculty in examining contemporary issues concerning the theory of the firm, corporate finance, market microstructure, contingent claims and the allocation of resources. The program provides students with opportunities to examine these issues through both developing theoretical models and the empirical testing of those models.

The department provides its students with the opportunity to hear leading scholars from other universities present new research both at the departmental seminar series and at the Utah Winter Finance Conference. This intensive three-day conference, held each February, draws internationally renowned scholars from every area of finance and economics. In addition to the presentation of papers, the conference format provides students with abundant opportunity to get to know leading academics in these disciplines.

**Program of Study:**
A complete program of study includes courses in 4 categories: Finance (12 credit hours), Research Competency (12 credit hours), Philosophy of Science (3 credit hours), and an allied field (9 credit hours).

**Research:**
Students who complete the doctoral program are trained as academic scholars and in addition to teaching, are expected to contribute to the field of finance by producing original research.

“I am deeply indebted to the faculty in the Department of Finance at the David Eccles School of Business. They have greatly impacted my career by providing outstanding mentorship and support. The faculty strongly influenced my development as a teacher, a researcher, and a colleague through sharing their knowledge, expertise, and experience. The program also provided a fruitful environment with thriving research, in which PhD students could become involved from the very beginning. I consider myself fortunate that I was admitted and able to complete my PhD in finance at the David Eccles School of Business.”

Ivalina Kalcheva, Ph.D.
Assistant Professor
University of Arizona
INFORMATION SYSTEMS

The David Eccles School of Business at the University of Utah offers a program of study leading to the PhD in Business Administration with a major field in Information Systems. The PhD program is a full-time program that normally requires a minimum of four years of study. The program curriculum prepares doctoral students to perform independent research in system design, data driven strategy and optimization as well as behavioral and economic impacts of IT.

Program of Study:
A complete program of study includes courses in 4 categories: Information Systems (12 credit hours), Research Competency (12 credit hours), Philosophy of Science (3 credit hours), and an allied field (9 credit hours).

Research:
Students work closely with highly reputable and active research faculty members, building marketable research records by writing and publishing research papers early in their study. Students have access to research resources including data, software, and infrastructure.

“The Information Systems program at the David Eccles School of Business is relatively small and therefore each PhD student here receives high-quality individual mentoring from the faculty. Students can freely explore the research areas of interest through the coursework, projects with faculty members, or independent research guided by faculty advisors. Our winter conference attracts top scholars to the U every year and provides the best opportunities for us to interact with the leading researchers face-to-face. As a whole, the program offers rigorous training to prepare us for successful academic careers.”

Han-Fen Hu, M.S.
PhD Student
Graduate Teaching Assistant
University of Utah
MARKETING

Quantitative and Managerial Marketing:
The quantitative marketing faculty focus on theoretically grounded empirical analysis of applied marketing problems. Questions of interest include investigating consumer choices and purchase behavior, new product development, channel issues, and analysis of competition in a wide range of domains. A common theme of research is the use of rigorous quantitative methods to study important, managerially-relevant marketing questions.

Consumer Behavior Marketing:
The faculty pursuing consumer behavior marketing study how individuals behave in consumer-relevant domains. This area of marketing draws from social psychology and behavioral decision theory that includes a wide variety of topics such as decision making, social influence, motivation, cognition, culture, non-conscious behavioral influences, and emotions.

Program of Study:
A program of study in marketing includes courses in marketing, research methods, the philosophy of science and an allied field. Students are given the flexibility to design a program of study to fit their research interests drawing on courses in marketing, economics, psychology, management, statistics, and other fields.

Research:
Our faculty invests heavily in training and working one-on-one with doctoral students to teach them how to think about and do research. The PhD qualifying exam in the form of first and second year papers helps students get involved in the research process from very early in the program.

“The marketing PhD program at the U gives you freedom to research topics you feel passionate about while providing you with the necessary tools to tackle them in scientifically sound, rigorous ways. Nowhere else can you find faculty so supportive and generous with their time and knowledge. You will get a chance to work closely with faculty on research projects starting very early in the program. You will also receive ample advice, feedback and support when it comes to your course work, research ideas, and teaching. This program has prepared me for my academic career, and in all sincerity, I wouldn’t change one thing about it. Today, I continue collaborating with my advisor, other marketing faculty, and friends from the PhD program, who are now faculty members at other schools.”

Ekaterina Karniouchina, Ph.D.
Assistant Professor
Chapman University
OPERATIONS

The David Eccles School of Business at the University of Utah offers a program of study leading to a PhD in operations management. Highlights of the program include the annual Utah Product-Service Innovation Conference and the Utah Winter Operations Conference, which provides unique occasions to interact with renowned scholars in OM from around the world; close relationships and opportunities to collaborate in a supportive environment with faculty who have nationally recognized research reputations; opportunities and funding to support student presentations at national academic conferences; and complementary seminars to enrich the learning experience.

Program of Study:

A complete program of study includes courses in 4 categories: Operations Management (12 credit hours), Research Competency (12 credit hours), Philosophy of Science (3 credit hours), and an allied field (9 credit hours).

Research:

The Operations Management (OM) specialization offers exciting opportunities to pursue new research directions in the areas of new product development, supply chain operations, healthcare operations, production and quality management, technology management, and service operations.

“I first studied at the David Eccles School of Business as an MBA exchange student in the 2002 Winter Olympics semester. I loved the whole experience so much that I came back to pursue a Ph.D. in Operations Management. As a Ph.D. student, the professors were extremely accessible and the personal approach at the DESB was just phenomenal. While the small to medium sized seminars were challenging, the overall support offered by professors and staff eased the burden of being a Ph.D. student. Also, the opportunity to teach a class, complete with any required support as well as in-depth evaluations, really prepared me for working as a full-time professor at a business school.”

Bo van der Rhee, Ph.D.
Associate Professor of Operations Management
Nyenrode Business Universiteit
ORGANIZATIONAL BEHAVIOR

The David Eccles School of Business at the University of Utah offers a program of study leading to a Ph.D. through the Department of Management with a specialization in Organizational Behavior. The Organizational Behavior specialization focuses on the social psychology of organizational life. This focus translates into a broad array of concerns including ethical decision making in organizations, prejudice at work, negotiations, workplace justice, group decision making process, the role of time in groups, organizations’ self-defeating organizational behaviors, intra-group conflict, and the display of sexuality at work.

Students also select at least one supporting allied field that must be outside the Management Department, typically psychology. The PhD program in Management is flexible, and each student’s program is designed according to his/her experience, interests, and career goals.

The Department of Management PhD program is designed to provide opportunities for individuals to develop excellence in their primary and supporting areas of study as well as in the quantitative and/or qualitative research methodologies through a set of seminars. The seminars are designed to provide the required training and education necessary to make contributions to published literature in the field; recent topics included groups, negotiations, and ethics.

Program of Study:
The Organizational Behavior Group offers classes in both organizational behavior and psychology.

Research:
Doctoral students in the Organizational Behavior department work closely with faculty members on research and teaching assignments throughout their program. Students will have an opportunity to be involved in faculty members’ research projects, as well as to develop projects of their own. All students will have the opportunity to teach at least one course in their major area of study.

“At the David Eccles School of Business, there is an emphasis on performing quality research early in the program. In several PhD programs, students complain that their role in projects is limited to data entry or identifying relevant articles. But at Utah, faculty push students to develop their own ideas and assume leadership on projects as early as the second year. Students are encouraged to pursue big ideas and faculty always ensure that they are provided resources required to succeed. The faculty in this program really take care of their students.”

Sreedhari Desai, Ph.D.
Post Doctoral Research Fellow
Harvard University
“Studying at the University of Utah in the doctoral program was an amazing experience. The faculty were incredibly supportive, and the resources plentiful. The training and mentoring that I received prepared me to publish in top journals and to be involved in scholarship at the highest levels. The flexibility to shape my own education (for example, by taking courses in other disciplines), and to develop my own stream of research were a huge draw for me. After talking to colleagues who attended other top programs, I’m convinced that the University of Utah doctoral training was not only equal to them, but also exceeded them in many ways.”

Teppo Felin, Ph.D.
Associate Professor
& Lee Perry Fellow
Brigham Young University

**STRATEGIC MANAGEMENT**

The David Eccles School of Business at the University of Utah offers a program of study leading to a PhD in the major field of Strategic Management. The Strategy specialization offers exciting opportunities to pursue new research directions in the areas of entrepreneurship, innovation and technology, and international management. Students also select at least one supporting allied field that must be outside the Management Department. The PhD program in Management is flexible, and each student’s program is designed according to his/her experience, interests, and career goals. There is also great opportunity to network with renowned strategy scholars from around the world at the annual Utah-BYU Winter Strategy Conference.

The Department of Management PhD program is designed to provide opportunities for individuals to develop excellence in their primary and supporting areas of study as well as in quantitative and/or qualitative research methodologies through a set of seminars. The seminars are designed to provide the required training and education necessary to make contributions to published literature in the field; pedagogical excellence for advanced courses in a specialized area of management; and mastery of theory, research, methodology, and practice in one of the fields of management.

**Program of Study:**

Students will take courses primarily in management with several options in finance, accounting, sociology, psychology, and statistics.

**Research:**

Doctoral students in the Management Department work closely with faculty members on research and teaching assignments throughout their program. Students will have an opportunity to be involved in faculty members’ research projects, as well as to develop projects of their own. All students will have the opportunity to teach at least one course in their major area of study.
HOW IT WORKS

The doctoral program at the DESB is a very research-intensive program, designed to produce scholars who do world-class research and teach. Our mission is to graduate PhDs who obtain faculty positions at our peer research institutions. The emphasis on research (in addition to the ability to teach) is a critical, distinguishing factor of our program.

The decision to receive a PhD should be determined by your desire to teach business courses at a university, and continue conducting research in your area of expertise. Those who decide to pursue this course recognize that they will be expected to contribute to the dissemination and furthering of knowledge in the academic world of business. PhD students do not anticipate entering the commercial sector, but seek to contribute in an academic setting. An MBA is more suited for students desiring to work in a corporate setting.

The goal of all incoming students should be to become a world-class researcher and scholar.

Once the decision to pursue a PhD degree in business has been made, there are some how-to’s that need to be addressed:

• The PhD program is designed to be completed in 4-5 years, with no difference between students who have obtained a master’s degree and those who have not.

• PhD students must recognize that the PhD program is a full-time endeavor. There is no option to take the courses part-time or online. Because of this time commitment, students cannot work while enrolled in the program. However, as stated above, the program helps students meet their financial needs, and the benefits from dedicating full-time attention to the program include completing the program in a timely manner, and being fully prepared to enter the academic world as a business professor. (Like most PhD programs, our program is full-time and does not allow for students to work outside of the PhD program. The program requires a greater time commitment, and far greater intensity of effort, than many full-time jobs).

The PhD program offers financial assistance and benefits to admitted students, without the students needing to apply. The assistance offered includes:

• Annual stipend with a four-year assistantship
• 100% tuition benefit
• Annual research account
• Health Insurance
Faculty Feature

Faculty in the David Eccles School of Business PhD program are leaders in research and scholarly work. They expect excellence from their students by providing exciting and challenging academic opportunities. As a student in the PhD program, you will rub shoulders with professors who perform leading research in their fields, in a one-on-one setting. The faculty take an active interest in mentoring students and helping them achieve their academic goals.

Abbie Griffin, Presidential Professor, Marketing

Abbie Griffin holds the Royal L. Garff Presidential Chair in Marketing at the David Eccles School of Business at the University of Utah. She is a member of the Board of Directors of Navistar International, a $13 billion manufacturer of diesel engines and trucks, and was the editor of the Journal of Product Innovation Management, the leading academic journal in the areas of product and technology development, from 1998-2003. She began her career with a B.S. in Chemical Engineering from Purdue University, earned an MBA from Harvard, and received a Ph.D. in Management of Technology and Marketing from the Massachusetts Institute of Technology. Professor Griffin’s research investigates means for measuring and improving the process of new product development.

Rachel Hayes, Professor, Accounting

Rachel Hayes’s research interests include disclosure and the use of accounting information in compensation and other governance settings. Her research has been published in a number of scholarly journals, including the Journal of Accounting Research, the Journal of Accounting and Economics, and the Rand Journal of Economics. Dr. Hayes currently serves on the editorial boards of the Journal of Accounting Research and the Journal of Accounting and Economics. She teaches financial accounting electives at the Undergraduate and Masters levels, as well as a Ph.D. level seminar in Information Economics.
Arthur Brief, Presidential Professor, Management

Arthur Brief is the David S. Eccles Chair in Business Ethics and Presidential Professor at the University of Utah. His research focuses on the moral dimensions of organizational life (e.g., ethical decision making, race relations, and worker well-being). In addition to having published dozens of journal articles, Art is author of several books including Attitudes In and Around Organizations (Sage, 1998). Art is a past editor of the Academy of Management Review. He now co-edits Research in Organizational Behavior and the new Academy of Management Annals. He is a Fellow of the Academy of Management, American Psychological Society, and the American Psychological Association. He has been a Fulbright Fellow in Lisbon, a Batten Fellow at the Darden Graduate School of Business at the University of Virginia, and the Thomas S. Murphy Distinguished Research Professor at the Harvard Business School. Art's research has been reported on by ABC’s “Good Morning America”, “CNN Headlined News”, USA Today, The Wall Street Journal, New York Times, as well as various other news outlets.

Hendrik Bessembinder, Presidential Professor, Finance Marketing

Hank Bessembinder holds the A. Blaine Huntsman Presidential Chair in Finance at the David Eccles Business School. He completed his PhD in Finance at the University of Washington in 1986, and previously held faculty positions at the Goizueta Business School of Emory University, the Simon School of Business of the University of Rochester and at the Arizona State University College of Business. Hank’s research and teaching interests include Financial Management, International Finance, Stock Markets, Foreign Exchange Markets, Energy Markets, Trading Costs, Trading Strategies, and Financial Risk Management.
The University of Utah, with a total enrollment of more than 29,000 students from all 50 states and 102 countries, is one of the country’s leading institutions for research and teaching. In fact, the National Sciences Foundation ranks it in the top 35 institutions nationally. It offers a full range of academic programs, including 75 undergraduate degree programs, 50 teaching majors and minors, and 96 graduate majors. The University of Utah Health Sciences Center, the Huntsman Cancer Institute, John A. Moran Eye Center, and Eccles Institute of Human Genetics are among the University’s renowned research centers. From our College of Law to the College of Humanities, the University of Utah offers outstanding academic programs in every area of study.

RECENT PLACEMENTS

The David Eccles School of Business has placed students in a variety of schools

University of Arizona • Arizona State University • Brigham Young University • Boston College • Chapman University • University of California Riverside • Escola Superior Technologia E Gestão, Portugal • George Mason University • Montana State University • Lehigh University • Notre Dame DePaul University • Oregon University • Oregon State University • Tulane University • University of North Carolina • Nyenrode Business Universiteit, Netherlands • University of Colorado, Denver • University of Idaho • Iowa State • University of Iowa • University of Hawaii • University of Oklahoma • Oklahoma State University • Southern Methodist University • Texas Christian University • University of Texas • Texas Tech University • University of Houston • University of Victoria (British Columbia) • University of Waterloo • University of Washington • University of Wisconsin at Milwaukee • Utah State University • Villanova University • Washington State University • United States (West Point) Military Academy