

# FACULTY

## CORE ACCOUNTING

**Mustafa Ciftci**, PhD, University of Texas-Dallas; Assistant Professor; research interests: the account treatment and valuation of R&D; cost behavior; corporate governance

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

**Steven Schwartz**, PhD, The Ohio State University; Associate Professor; research interests: experimental economics

**Yan Zhang**, PhD, Louisiana State University; Associate Professor; research interests: financial accounting, reporting

**Jian Zhou**, PhD, Syracuse University; Associate Professor; research interests: financial accounting, auditing

**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

**Y.C. Loon**, PhD, Georgia State University; Assistant Professor; research interests: corporate finance, microstructure, mutual funds, hedge funds

**Tongshu Ma**, PhD, University of Minnesota; Associate Professor; research interests: empirical investments, empirical market microstructure, applications of Bayesian methods in finance, management science

**Dina Naples-Layish**, PhD, Baruch College; Visiting Assistant Professor; research interests: corporate finance, bankruptcy, agency theory

**Kristian Rydqvist**, PhD, Stockholm University of Economics; Zurack Professor of Finance; research interests: auctions, tax arbitrage, proxy voting

**Sabatino Silveri**, PhD, Arizona State University; Assistant Professor; research interests: empirical corporate finance and capital markets

## CORE MARKETING

**Manoj K. Agarwal**, PhD, State University of New York at Buffalo; Professor; research interests: marketing/finance interface, branding innovation, adoption, quantitative methods

**George S. Bobinski Jr.**, PhD, Indiana University; Associate Dean; research interests: advertising, consumer behavior, individual and group decision making

**Subimal Chatterjee**, PhD, University of Pittsburgh; Professor; research interests: descriptive choice theory, preference reversals, framing and context effects, behavioral pricing, market signals and consumer inferences, applications of behavioral theories to box office performance of films

**Kalpesh Desai**, PhD, University of Texas; Associate Professor; research interests: context effects, memory, categorization, behavioral decision theory, self-construal, social comparison, branding, product level competition, retail judgments, variety seeking, food consumption, money spending habits, network externality effects, grocery product choice

**Debi Mishra**, PhD, Case Western Reserve University; Associate Professor; research interests: strategic alliances, relationship marketing, reputation and signaling, transaction costs, structural equation modeling

**Glenn Pitman**, PhD, Pennsylvania State University; Professor; research interests: marketing strategy, advertising, sales management

**Qi Wang**, PhD, University of Florida; Assistant Professor; research interests: competitive marketing strategy in markets with standard competition and network effects, survival analysis, consumer product review, empirical methodology

## 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

**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: multi-level approaches to leadership, team and group leadership, self-other agreement processes, levels of analysis issues

## CORE SUPPLY CHAIN MANAGEMENT

**Sal Agnihotri**, PhD, University of Rochester; Professor; research interests: management of service operations, field service operations, healthcare operations, stochastic modeling

**Eser Kirkizlar**, PhD, Georgia Institute of Technology; Assistant Professor; research interests: stochastic modeling of manufacturing and service systems, medical decision making, capacity planning and strategic sourcing

*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.*

## SYSTEMS SCIENCE AND INDUSTRIAL ENGINEERING

**C. Robert Emerson**, PhD, Purdue University; Professor; research science of manufacturing, metrics for manufacturing, health-systems engineering, decision support systems

**Mohammad Khasawneh**, PhD, Clemson University; Associate Professor; human factors in manufacturing and aviation systems, modeling humans in quality and process control systems, use of advanced technology in human machine systems, quality engineering

**Sarah Lam**, PhD, University of Pittsburgh; Associate Professor; research interests: stochastic simulation, neural networks, data mining, evolutionary optimization, decision support systems

**Susan Lu**, PhD, Texas Tech University; Associate Professor; research interests: reliability, statistical process control, information technology, computer integrated manufacturing

**Nagen Nagarur**, PhD, Virginia Polytechnic University; Associate Professor and Department Chair; research interests: reliability of microelectronic components, quality control, supply chain modeling

**Daryl Santos**, PhD, University of Houston; Professor; research interests: production scheduling and control, engineering optimization, CIM, engineering management, electronics packaging

**Krishnaswami Srihari**, PhD, Virginia Polytechnic University; Distinguished Professor and Dean, Watson School; research interests: electronics manufacturing

# PHD IN MANAGEMENT

ACCOUNTING  
FINANCE  
MARKETING  
ORGANIZATIONAL BEHAVIOR / LEADERSHIP  
SUPPLY CHAIN MANAGEMENT

BINGHAMTON  
UNIVERSITY  
STATE UNIVERSITY OF NEW YORK

For more information:  
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607-777-2317

BINGHAMTON  
UNIVERSITY  
STATE UNIVERSITY OF NEW YORK

School of  
Management

# ADMISSIONS

## 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
- Two 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](mailto:pslavik@binghamton.edu) prior to submitting your application to confirm that you will be considered in the area that interests you.

## APPLICATION PROCEDURES

A \$60 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://gradschool.binghamton.edu/ps/gradapp.asp>. To complete the online application, you must register for a My Credentials Vault account.

For general information about Binghamton University, visit [www.binghamton.edu](http://www.binghamton.edu).

## ADMISSION DEADLINE

The School of Management accepts applications for the PhD program for fall semester only. Applications are due by Feb. 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).

## FINANCIAL INFORMATION\*

Tuition and fees (per semester)	
New York state resident	\$4,775
Non-resident	\$7,215
Housing	variable
GSEU health insurance for 12 months (optional)	\$412.20

\*subject to change

## 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.

Accounting faculty actively conduct high-quality research in accounting and auditing, and have published articles in such leading journals as *The Accounting Review*, *Journal of Accounting Research*, *Journal of Accounting and Economics*, *Contemporary Accounting Research*, *Review of Accounting Studies*, *Accounting, Organization and Society*, *Journal of Business*, *Journal of Accounting, Auditing and Finance*, and *Journal of Accounting and Public Policy*. Accounting PhD students are encouraged to interact closely with finance faculty.

## 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.

The finance faculty has published in the leading journals in finance, economics and accounting, such as *Journal of Finance*, *Journal of Financial Economics*, *Review of Financial Studies*, *Journal of Financial and Quantitative Economics*, *Journal of Political Economy*, *Journal of Business*, *Management Science*, *Review of Accounting Studies* and *Contemporary Accounting Research*. They have achieved significant national recognition for their research, having presented at several conferences, served on editorial boards, and won several research awards at national conferences.

## MARKETING

The marketing faculty has a wide range of research interests, both in the quantitative and behavioral aspects of marketing and across

# CONCENTRATIONS OFFERED

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*.

## ORGANIZATIONAL BEHAVIOR/ LEADERSHIP

Organizational behavior (OB) seminars focus on both micro and macro (multi-level) 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 doctoral student will take courses for the first two to three years in the Systems Science and Industrial Engineering (SSIE), Mathematical Sciences, and Economics departments to develop a strong methodological foundation for research and teaching. Subsequently, students will work on their research in close contact with faculty.

The small size of the SOM's doctoral program contributes to its strength. The personal attention students receive from faculty members is instrumental in their professional development. Operations faculty have research interests in supply chain management, outsourcing and service operations. They have published in leading journals including *Operations Research*, *Production and Operations Management*, *Decision Sciences*, *IIE Transactions*, and *Journal of the Operational Research Society*.

## 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](mailto:pslavik@binghamton.edu) or 607-777-2315 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.

