



IE Business School

# PhD & DBA Programs

# PhD Program

## Who are we looking for?

Research-oriented Individuals interested in exploring the world of business in a multicultural environment with the goal of becoming world class academics.

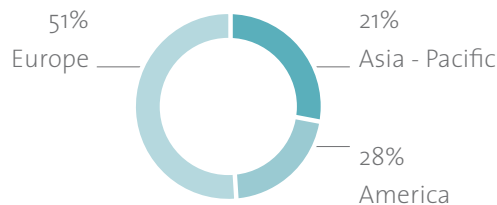
## How is the program structured?\*

4 year program. Full time. English.

	1 <sup>st</sup> year	2 <sup>nd</sup> year	3 <sup>rd</sup> and 4 <sup>th</sup> years
<b>First Term</b> (Oct-Dec)	Quantitative Methods I Research Methods Economic Principles	Organizational Theory Research Methods II Research Project	Comprehensive Exams  Dissertation
<b>Second Term</b> (Jan-Mar)	Quantitative Methods II Qualitative Research Methods Principles of Major*	Elective of Major* Principles of Minor* Elective of Minor* Research Project	
<b>Third Term</b> (Apr-Jul)	Seminar of Major* Ethics & Humanities Paper Crafting	Seminar of Minor* Research Methods III	

\*Major/Minor: Strategy and Entrepreneurship; OB & HR; Operations & Technology; Accounting and Finance; Marketing

## What does the student profile look like?



100% of international students attending the program



“The most fun part of my job as an academic is participating and teaching in the doctoral program. One has the opportunity to teach and mentor young scholars and in particular see their development from the time they enter the program to when years later you meet them in meetings and conferences as full-fledged academics.”

Julio de Castro (professor of Strategy and Entrepreneurship)

# DBA Program

## Who are we looking for?

Experienced and accomplished business managers with the ability to combine academic rigor with managerial relevance.

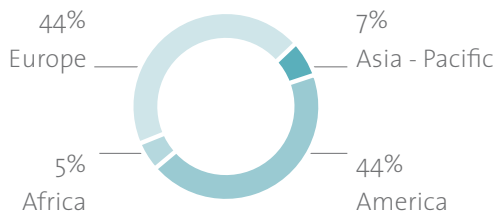
## How is the program structured?

4 year program. Part-time (blended). English.

1 <sup>st</sup> and 2 <sup>nd</sup> years		3 <sup>rd</sup> and 4 <sup>th</sup> years
<b>First Term</b> (Oct-Feb First Year)	Quantitative Methods I Research Methods Organizational Theory Independent Study I	Comprehensive Exams  Dissertation
<b>Second Term</b> (Mar-Jul First Year)	Quantitative Methods II Qualitative Methods Strategy Paper Crafting Independent Study II	
<b>Third Term</b> (Oct-Feb Second Year)	Electives (I, II, III)* Ethics and Humanities Independent Study III Thesis Proposal Workshop Research Project	

\*Concentration Areas: Strategy and Entrepreneurship; OB & HR; Operations & Technology; Accounting & Finance; Marketing

## What does the student profile look like?



82% of international students attending the program



“The DBA offers a unique and challenging opportunity to combine your business expertise with rigorous research. It is the modern skyscraper of a business district meeting the ivory tower of academic research. This encounter brings valuable rewards to both the professional reading for the degree and the professors involved in the DBA program. I treasure the insights that I have gained during my conversations with DBA students.”

Marco Trombetta (Professor of Accounting)

# PhD and DBA Areas and Some Current Lines of Research

## Accounting

Financial reporting, Auditing, Management Control, Executive Compensation

What is the effect of managers' choices on financial reporting?

How do institutions and organizations use accounting and how do these accounting practices impact society?

## Finance

Asset Pricing, Banking, Capital Markets and Investments, Firms Valuation and Performance, Corruption, Political Economy

Analysis of compensation structures for mutual fund managers in the context of optimal contract theory.

The effect of managerial decisions, ownership structure, corporate governance and firm characteristics on valuation and stock market performance of public companies.

## Human Resources/Organizational Behavior

Leadership, Careers Power and Influence, Team Dynamics, Social Networks, Organizational Change, Regulatory Focus, Turnover, Organization Performance

What do career paths look like after the dramatic transformation of the employment relationship in the past decades?

What is the role of leadership in improving organizational performance while increasing employee well-being?

## Marketing

Consumer Behavior, Judgment and Decision-Making, Well-Being, Social Networks, Choice/Hazard Models, Customer Management

How do social networking sites impact well-being and consumption?

Does past behavior and targeting matter in decision-making and how does long term optimal targeting account for learning?

## Strategy

Corporate Strategy/Corporate Finance

What are the reasons behind the success of some organizations and the failure of others?

Under what conditions does a corporate diversification strategy create value?

## Operations

Buyer Supplier Relations, Supply Chain Management, Inventory Systems, New Product and Service Innovation, Global Service and Sustainable Operations, Decision Making and Risk Analysis

How can organizations match supply and demand?

How can organizations adapt and innovate their processes while retaining efficiency?



# Why IE Business School?

- Consistently ranked among the top business schools in the world.
- Top-level training for executives and researchers.
- Excellence of our internationally oriented academic programs.
- Rigorous training model for personal, intellectual and professional development.
- World-renowned teaching and research faculty.
- Thriving multicultural environment.
- Accredited by AACSB, Association of MBAs, EQUIS.



“IE offers students the opportunity to be trained as a world-class researcher and a professor in an international environment.”

Michele Esteves Martins, Phd Student, Brazil

# Why IE Doctoral Programs?

- Develop research skills to contribute to theory.
- Apply knowledge to practical managerial problems.
- Well-grounded theoretical and methodological coursework.
- Emphasis on research and publication in top management journals.
- Opportunity to attend international conferences.
- Small class sizes to offer students personalized attention.
- Vibrant research community to facilitate networking with international scholars.



“My experience throughout the courses and the interaction with professors at IE across the world was outstanding. I was convinced that I learnt all the necessary skills to tackle my dissertation and research and publish articles not only rigorously researched but also relevant at the same time for the global audience.”

Murat Ünal, DBA Graduate, Germany and Turkey



“The IE DBA is an exceptional opportunity to apply my business expertise to investigate complex business problems, with cutting-edge research and an engaging expert faculty. It’s an incredible experience. It’s not just about completing a world-class doctoral degree, but being part of an experience with lifetime impact.”

Tim Cecil, DBA Student, Canada

“IE PhD program has offered me an exquisite platform to explore the world of academia and has fostered my spirit of curiosity.”

Mudra Mukesh, PhD Student, India



[www.ie.edu](http://www.ie.edu)

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