

DOCTORAL PROGRAM IN MANAGEMENT

UCLAAnderson

SCHOOL of MANAGEMENT



CONTENTS

CHANGING THE FUTURE OF BUSINESS5

WORLD-CLASS FACULTY7

PLACEMENTS8

AREAS OF STUDY12

ADMISSION24



WELCOME MESSAGE FROM THE PH.D. DEAN

The Ph.D. program is one of the crown jewels of UCLA Anderson School of Management. We are training scholars from around the world to become the next generation of innovators and thought leaders in research, education and industry.

Our alumni include distinguished faculty at many of the world's great academic institutions. Our graduates tell us that the UCLA Anderson Doctoral Program is second to none in terms of quality and accessibility of faculty, staff and alumni support, class and resource flexibility, and its location in the intellectual and cultural hub of Los Angeles. If you have a passion for research and love to think, write, teach and debate, we hope you will consider applying to our program.

Professor Francis A. Longstaff

Allstate Chair in Insurance and Finance
Senior Associate Dean and Director, Doctoral Program
UCLA Anderson School of Management



CHANGING THE FUTURE OF BUSINESS

The UCLA Anderson Doctoral Program is the first step in pursuing an academic career in management.

We start with research. Consider, for example, Bennett Chiles' research into price obfuscation, and how it affects a firm's reputation. Or Robert Richmond's work on the fundamental determinants of international asset prices. Our students are taught the skills to look at the complex problems of management and find new perspectives, carving out their own niche in the field.

We back it up with access. Doctoral students live in a city of innovation, study within the university's top-notch research facilities, and work alongside UCLA Anderson's highly celebrated faculty. Our small and selective programs provide students with every opportunity to excel. By maintaining a professor-to-student ratio of one-to-one, students cultivate deep and lasting relationships with the best researchers and educators of this generation.

Welcome to UCLA Anderson, where you will embark on a career of groundbreaking research — changing how people see business in the future.





"DOTM students can work on new and innovative topics in operations management, ranging from socially responsible supply chains and carbon emissions abatement, to electric scooter distribution networks, to FDA drug approval policies. We encourage our students to tackle research questions motivated by real-world problems, and to find solutions aimed at improving practices in business and society. With a one-to-one faculty-to-student ratio, our Ph.D. students receive terrific mentoring and support during their time at Anderson and after graduation."

ELISA LONG

Assistant Professor of Decisions, Operations and Technology Management

DEGREES: Ph.D., Management Science and Engineering, Stanford University; M.S., Management Science and Engineering, Stanford University; B.S., Operations Research, Cornell University.

CURRENT RESEARCH: Health care operations, medical decision-making.

RESEARCH PUBLICATIONS INCLUDE: *Operations Research, Decision Analysis, Health Care Management Science.*

INTERESTING FACT: Elisa won three handbags, designer shoes, a Rodeo Drive shopping spree and two cars on *The Price is Right*.

WORLD-CLASS FACULTY

UCLA Anderson is proud to maintain one of the top-rated faculty advisor groups internationally. *BusinessWeek* ranked our Ph.D. program among the best in the world for “intellectual capital.” Representing diverse interests and backgrounds, our professors hail from top universities around the world. They know how to get research published and how to excel in top academic institutions. You’ll be challenged and mentored by scholars who creatively push the boundaries to break new ground in their fields. A few examples include:

Associate Professor of Decisions, Operations and Technology Management Felipe Caro holds editorial positions at *Production and Operations Management* and *Manufacturing & Service Operations Management*. His *Management Science* article, “Product and Price Competition with Satiation Effects,” won first prize in the 2010 INFORMS Junior Faculty Interest Group Paper Competition. Professor Caro’s case *Zara: Staying Fast and Fresh* is widely taught in business schools in the U.S. and abroad, and won the ecch (now the Case Centre) awards for New Case Writer and the Production and Operations Management category.

A foremost scholar on supply chain management, Distinguished Professor Chris Tang has published more than 100 articles in academic journals, magazines and newspapers, and has authored five books. His research now spans global supply chain management, retail operations and social business operations. In addition to collaborating with students and colleagues, Tang has served as an advisor to numerous corporate giants and startup companies.

Ivo Welch, Distinguished Professor of Finance, has authored numerous publications with far-reaching citation impacts and is the editor of *Critical Finance Review*. Welch has received multiple accolades for his published work, including recognition from major finance journals, a prestigious Humboldt Research Award and two Michael Brennan Awards. Together with Professor Bhagwan Chowdhry, he is co-founder and editor of *Finance & Accounting Memos* (FAME), a publication that makes academic research more accessible for MBA and Ph.D. students, journalists, policymakers and other academics.

Professor Andrea Eisfeldt — the Laurence D. and Lori W. Fink Endowed Chair in Finance — has focused on macroeconomics and finance, specifically the dynamics of market liquidity and the effects of financial frictions on investment. Her papers earned the Smith Breeden Distinguished Paper prize in 2004, the Jensen Prize (second place) in 2008, and the Smith Breeden First Place Paper award in 2013. She has also been awarded research grants by the National Science Foundation and the Banque de France.

Our faculty-to-student ratio is one to one.

At UCLA Anderson, doctoral students have unparalleled access to advisors who are just as passionate as you are about research. Our one-to-one ratio gives you in-depth, individualized learning. The result is powerfully productive — Ph.D. students coauthor 20 – 40 percent of faculty research, and many candidates publish before graduation.

Through research that actively supports changes in the business world, our students witness Anderson’s impact first hand and are inspired to follow in the footsteps of their faculty mentors.

PLACEMENTS

Anderson alumni have made their mark at some of the world’s most prestigious academic institutions:

- Columbia University
- Cornell University
- Dartmouth College
- Harvard University
- HEC School of Management, Paris
- Massachusetts Institute of Technology
- Northwestern University
- NYU Stern School of Business
- UC Berkeley
- University of Chicago
- The Wharton School, University of Pennsylvania
- University of Texas at Austin
- Yale University



ROB RICHMOND
Assistant Professor of Finance
NYU Stern School of Business



OMRI EVEN-TOV
Assistant Professor of Accounting
Haas School of Business, UC Berkeley



BENNETT CHILES
Assistant Professor of Management
Columbia Business School



MITSURU IGAMI
Assistant Professor of Economics
Yale University

"The Ph.D. program was divided into what I think of as two parts: The first is coursework, where you get rigorous training in financial economics. The faculty puts a lot of work into the courses, and you get a lot out of that because coursework is useful in initial training. From there, it switches over to research — and much of what is learned there comes from direct mentorships from committee members. They're willing to spend time with Ph.D. students — they'll co-author, there's an open-door policy, and it's a very conducive environment to learning how to produce academic research. The finance committee for Ph.D. students mentored me and taught me a great deal, and the finance Ph.D. student office was very friendly and supportive. I spent countless hours there studying and writing papers with other students there."

"A particular challenge that comes to mind was when I spent two years on a paper, and someone else published a paper on the same concept shortly before my paper was complete. I had to watch two years of work disappear. Through this challenge I learned to accept the realities of the research world and place an emphasis on moving forward rather than mourn facts I can't change. While the end result was disappointing, I took comfort in the fact that the idea was strong enough to be published at the highest level. Moreover, my co-authors and I were able to segue the idea into a different paper and publish it at a top-tier finance journal. Never in my dreams could I have imagined a more supportive and cooperative environment than the one at Anderson. At both the graduate and professor levels, within and outside the accounting group, the collaboration is a clear component of the culture and fiber of the school. To this day, I remain a close personal friend to many of the professors at Anderson. A few of them even flew to Israel to celebrate my wedding with me."

"I benefited tremendously from the rigorous training of Anderson coursework. In terms of empirical training, Anderson offers one of the strongest programs around and is highly respected when it comes to recruitment for academic jobs. I realized that this mattered a lot when I entered the job market myself. For me, though, some of the most important lessons were actually learned outside the classroom. Anderson prepared me well to generate and execute research ideas autonomously — a critical skill for success in an academic job. This process begins early in the program with the first-year paper. By my third year, as I crystallized a direction for my dissertation and advanced to candidacy, an advisor took me under his wing and tasked me with formulating two new research ideas to discuss each week over coffee. I wasn't told to focus on a particular kind of research question or a sub-field that happened to interest faculty; the direction was entirely up to me. Through this process, I discovered which topics captivated my curiosity, as I found myself drawn to them again and again. I also quickly learned that it's hard to come up with good ideas, that even the good ones usually need a lot of refinement, and that seeking and incorporating constructive feedback from colleagues is critical to success. Being pushed to repeatedly engage in this iterative process was instrumental in helping me develop a real sense of identity and autonomy as a researcher."

"You should realize that nobody owes you your career, but everybody will be your supporter if you ask them the right way. The composition of my dissertation committee says it all. My main adviser is from the global economics and management group, one adviser each from strategy/policy and marketing, and three advisers from the department of economics. And a finance professor gave me great advice on how to train myself as a better speaker in terms of research presentation. I learned the right attitude toward economics, empirical research and teaching in general, including the importance of asking good research questions and refining them, how to connect theory and empirical methods, and the right kind of efforts to communicate with the audience. It was these wonderful institutional acrobatics, the caravan of advisers, that enabled me to carry out my dissertation project, which eventually won me my current research career. I am very grateful."



"My research interests are best served at Anderson. In my field, sometimes programs are nested in business schools and sometimes in operations. I want to do very applied work, and I'm interested in impacting how businesses operate and making them more efficient, so I needed to be in business school. Plus, being in California, Anderson is on the pulse of the technology industry, and proximity to its center is ideal. I can't see myself anywhere else."

BOBBY NYOTTA (DOTM)

FROM: Los Angeles, California

DEGREES: B.S., Engineering, UC Berkeley;
M.A., Engineering, Cornell University

CURRENT RESEARCH FOCUS: Optimal pricing in
electrical vehicle share systems.

"I chose Anderson because of the outstanding faculty who are conducting innovative research in a variety of areas. When I visited this school, I remember speaking with the faculty about their research and thinking that every project sounded like something that I wanted to work on. I also chose Anderson because of its location. Los Angeles is a great place to do a Ph.D.!"

TAYLOR CORCORAN (DOTM)

FROM: Tucson, Arizona

DEGREES: B.A., Economics, B.S.,
Mathematics, University of Arizona.

CURRENT RESEARCH FOCUS: Health care operations
management, using methods from engineering and
mathematics to study how to design or improve processes
in the health care system.

STUDENT EXPERIENCE

UCLA Anderson has so much to offer: global prestige, a challenging and rewarding curriculum, award-winning faculty ... and all of it lives in one of the greatest cities in the world.

A WORLD-CLASS NETWORK

Since its founding, UCLA Anderson has built a community of business leaders, research scholars and innovators. Our alumni network stretches across all 50 states and through more than 100 countries. Our graduates now support all facets of business, industry, academia and government.

Alumni are an immensely valuable resource. In addition to doctoral alumni, students have access to Anderson's MBA alumni network. Whether looking to share expertise, gain contacts or solicit advice, the alumni network — now 38,000 people strong — is everywhere for support. Your membership will last a lifetime.



SUPPORT FOR INTERDISCIPLINARY RESEARCH

Here, we think across boundaries. To advance the quality and depth of research, doctoral students are encouraged to tap every resource available, whether in their discipline or outside of it. Many programs actively promote cross-disciplinary engagement and Anderson doctoral students can take classes with faculty from other fields of study. Faculty and students from multiple disciplines also gather weekly to talk through current research.

UNPRECEDENTED ACCESS

More than 90 percent of UCLA Anderson graduates land faculty positions after they complete the program. That's because we offer our students more — vast resources across UCLA, a one-to-one faculty-to-student ratio and unparalleled faculty support. Los Angeles is a global hub of innovation, and the next big city for startups. The Ph.D. program often features speakers from top-tier businesses.

To support a wide range of research goals, we have six world-class research centers, focusing on everything from real estate to international business education to media and sports. Our faculty operate at the top of their fields and expect students to strive for similar levels of scholarly esteem. The research is rigorous, but the atmosphere is highly supportive. Incoming students are often surprised by the program's open and collaborative atmosphere, and the passion of their professors.

AREAS OF STUDY

Prospective students apply to one of our eight fields of study. These fields were created based on the accumulated strengths and developments among our groups of faculty over the past few decades, while still recognizing the potential for interdisciplinary crossover.

ACCOUNTING

The accounting world is undergoing an exciting and dramatic evolution, and Anderson is leading the charge with an interdisciplinary approach combining economics, finance, behavioral sciences, decision theory and statistical modeling. Our accounting program will prepare you for an academic career at top research universities, supported by a faculty who specialize in empirical and theoretical financial accounting research.



"Anderson is a very prestigious business school. There are famous professors, high-quality students, not only in my field, but also in other related fields at Anderson. The environment in L.A. and the campus are also very good. I enjoy the life here."

YUQING ZHOU (ACCOUNTING)

FROM: Hunan, China

DEGREES: Ph.D., Economics, Michigan State University; B.A., Finance and Philosophy, Peking University.

RESEARCH FOCUS: Financial accounting, how investors react to firms' voluntary disclosure, how firms' financial information affects the labor market.

"I love interacting with doctoral students because I'm committed to their growth as academics — I want them to succeed on the job market. And I appreciate the new perspective they bring to research questions. I also like that the senior faculty are very supportive of the junior faculty, and of the doctoral students. The senior faculty co-author research with the junior faculty and students, reflecting the collaborative culture at Anderson. They give frequent feedback to both groups on their progress at Anderson. The senior faculty do whatever they can to help the junior faculty succeed, and to ensure that the doctoral students obtain positions at top universities."

BRETT TRUEMAN

Professor of Accounting

DEGREES: MBA and Ph.D., Finance, Columbia University; B.S. and M.S., Industrial Engineering, Columbia University.

CURRENT RESEARCH: How investor sentiment affects stock prices, how stock returns are affected by how financial information is presented.

RESEARCH PUBLICATIONS INCLUDE: *Review of Financial Studies*, *Journal of Financial Economics*, *Journal of Accounting and Economics*.

INTERESTING FACT: As the chair of the capital campaign for his synagogue, Brett helped raise \$3.5 million.

BEHAVIORAL DECISION-MAKING

This area was originally founded in 2003 as an interdisciplinary research group before it became a formal academic area in 2016. Here, you'll have the opportunity to dive deep into the many facets of human judgment and decision making behavior, exploring topics including managerial decision making, negotiation, choice architecture, cognitive and social psychology, consumer behavior, organizational behavior, behavioral finance, behavioral strategy, behavioral economics and public policy. Working with scholars from neighboring disciplines including psychology, economics, public policy, law, medicine and public health, you'll receive the broad training and flexibility to enter a number of different academic job markets.



"The best thing about Anderson is the collaborative environment. I'm so happy to be around my colleagues here. It sounds cliché, but the intellectual atmosphere here is alive and vibrant. It makes it very easy to think big and push yourself into thinking forward in a way you might not somewhere else."

HAL HERSHFELD

Associate Professor of Marketing and Behavioral Decision-Making

DEGREES: Ph.D., Psychology, Stanford University;
B.A., English and Psychology, Tufts University.

CURRENT RESEARCH: Different ways to get people to consider their long-term well-being in terms of retirement, eating healthier and making ethical decisions.

RESEARCH PUBLICATIONS INCLUDE: *Journal of Marketing Research*, *Journal of Consumer Research*, *Journal of Personality and Social Psychology*.

INTERESTING FACT: Hal was a radio DJ in college, manning the coveted 2:00 a.m. to 6:00 a.m. timeslot, during which he played everything from classic rock to ska to dance.

"People are social animals. It's not, 'How do you spend your time?' but, 'Who do you spend your time with?' I've found Anderson to be a wonderful community. I'm challenged by the students I teach, I'm supported by my classmates, and I'm inspired by the faculty."

DANIEL YAVORSKY (MARKETING)

FROM: Dallas, Texas

DEGREES: MBA, UCLA Anderson;
B.A., Economics and Mathematics, Claremont
McKenna College; CFA Charter Holder.

RESEARCH FOCUS: Demand models, Bayesian estimation and quantitative marketing.



"I chose Anderson because of the active, helpful, diverse and distinguished faculty, the impressive placement records of past Ph.D. candidates, and the ideal location of the school, which offers a perfect social life experience as a bonus to the unparalleled academic experience."

HOSSEIN JAHANDIDEH (DOTM)

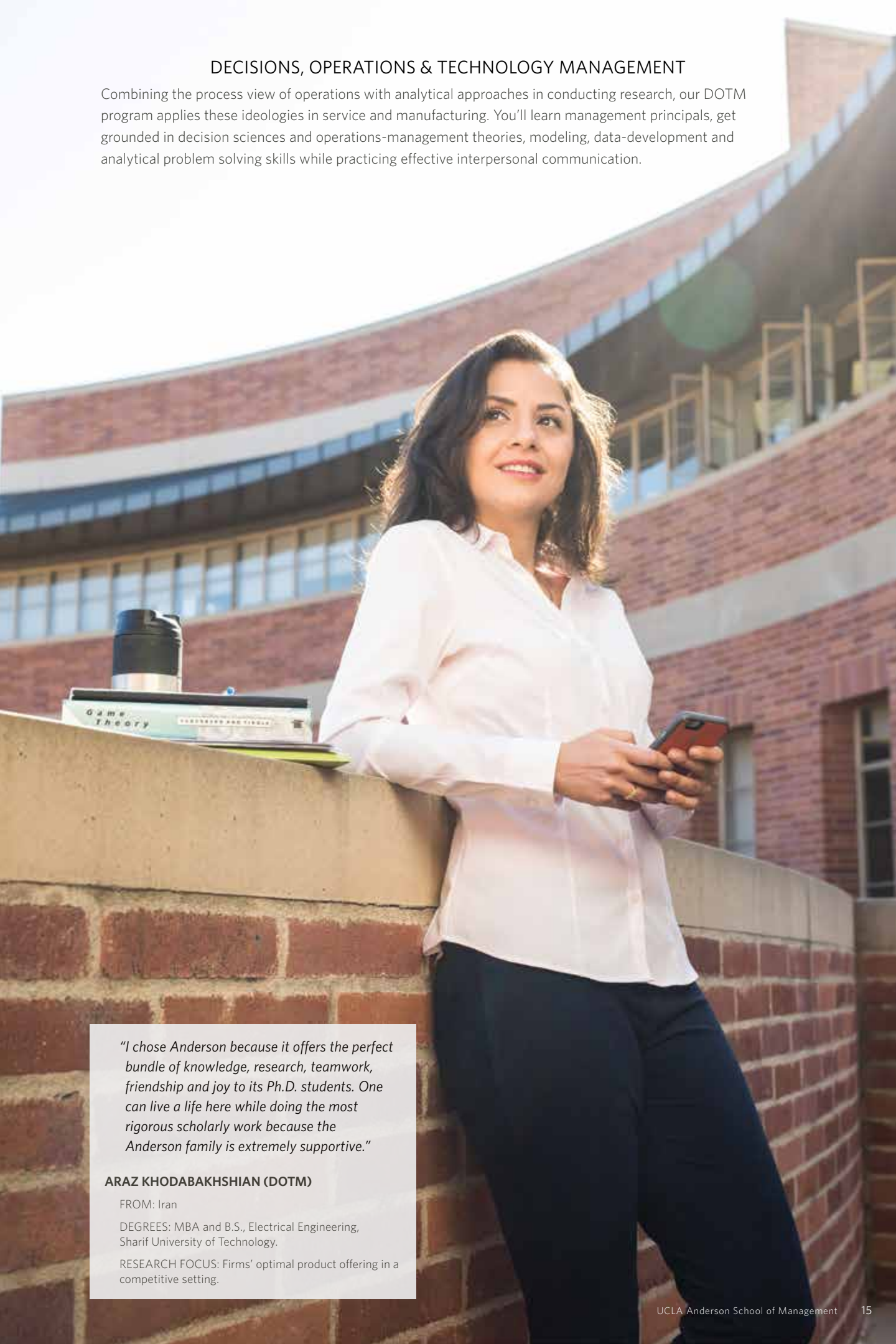
FROM: Shiraz, Iran

DEGREES: B.S., Electrical Engineering, Sharif University of Technology

RESEARCH FOCUS: Dynamic pricing and revenue management for cloud computing services.

DECISIONS, OPERATIONS & TECHNOLOGY MANAGEMENT

Combining the process view of operations with analytical approaches in conducting research, our DOTM program applies these ideologies in service and manufacturing. You'll learn management principals, get grounded in decision sciences and operations-management theories, modeling, data-development and analytical problem solving skills while practicing effective interpersonal communication.



"I chose Anderson because it offers the perfect bundle of knowledge, research, teamwork, friendship and joy to its Ph.D. students. One can live a life here while doing the most rigorous scholarly work because the Anderson family is extremely supportive."

ARAZ KHODABAKHSHIAN (DOTM)

FROM: Iran

DEGREES: MBA and B.S., Electrical Engineering, Sharif University of Technology.

RESEARCH FOCUS: Firms' optimal product offering in a competitive setting.

FINANCE

Our finance Ph.D. is one of the top programs of its kind in the world. You'll learn how individuals, business entities and other organizations allocate resources over time. You'll delve into decision-making in times of uncertainty, an examination into balance sheet liability and an exploration of funding markets. The faculty is versed in an eclectic range of research topics, including rational expectations, macro-asset-pricing empirical models, and behavioral and experimental theory.



"The thing that's nice about Anderson is that it's not a factory for the students. We're trying to figure out what career they want and then provide them with the tools, confidence and network they need to get there. That's the spirit of the school."

ANDREA EISFELDT


Professor, Laurence D. and Lori W. Fink Endowed Chair in Finance

DEGREES: Ph.D., Economics, University of Chicago;
M.A., Economics, University of Chicago; B.S., University of Illinois.

CURRENT RESEARCH: Risk reallocation in OTC derivatives networks.

RESEARCH PUBLICATIONS INCLUDE: *Journal of Finance*, *Econometrica*, *American Economic Review*.

INTERESTING FACT: From 2013 to 2015, Andrea was chief economist at a mortgage-backed securities hedge fund with \$3 billion in assets under management from 2013 to 2015.

A man with glasses, wearing a dark suit and a light blue shirt, is walking towards the camera in a bright hallway. The hallway has large windows on the left side, looking out onto a brick building. The floor is polished and reflects the light from the windows.

"Anderson's finance department is very strong, and the faculty members are incredibly supportive of the Ph.D. students. Professors are generous with their time and are always willing to give feedback on research ideas. With the department's recent additions, this is truer than ever."

GEOFF ZHENG (FINANCE)

FROM: Ellicott City, Maryland

DEGREES: B.S., Mathematics, University of Chicago;
B.A., Physics and Economics, University of Chicago.

RESEARCH FOCUS: Aggregate implications of corporate frictions.

GLOBAL ECONOMICS MANAGEMENT (GEM)

Thinking creatively yet rigorously about today's international economic issues is imperative for successful Ph.D. candidates in economics. This program prepares students to arrive at the frontier of today's research in applied economics, international economics, political economy and economic development. Ph.D. candidates in GEM have the advantage of access to a faculty that offers a uniquely coherent collective research agenda in these fields, as well as to the esteemed faculty at the UCLA Graduate School of Economics.



"The Ph.D. program at Anderson is a leading program, and UCLA is a top university. The faculty members stay close and are always willing to offer their guidance and experience. The most important thing is, I felt welcomed since the very first moment. I didn't feel the same at other schools. I got the full package: an outstanding education in a place I enjoy being!"

JUAN MATAMALA (GEM)

FROM: Santiago de Chile

DEGREES: M.A. and B.A., Economics, Pontificia Universidad Catolica de Chile

RESEARCH FOCUS: Management, productivity and innovation, and welfare.

MANAGEMENT AND ORGANIZATIONS

Studying human behavior helps inform how businesses work from the inside out. Students will dig deep into the human psyche with classes in psychology and behavior (micro-OB), team and group behavior (meso-OB) and how organizations operate on a larger scale (macro-OB). Faculty also study a wide range of complementary subject matter, including decision-making, interpersonal and group conflict, diversity, labor economics and history, prejudice and discrimination, and more. The coursework offers this so that your research has a strong foundation.



“Anderson has attracted some of the very best behavioral scientists in the world, which is a major competitive advantage for students who want to design and execute high-impact research. Through both classes and seminars, graduate students have the opportunity to regularly interact with these behavioral scientists who approach questions from different perspectives and methodologies, offering alternative views.”

SANFORD DEVOE

Associate Professor of Management & Organizations

DEGREES: Ph.D., Stanford Graduate School of Business;
B.A., Psychology, Swarthmore College.

CURRENT RESEARCH: Understanding the psychological consequences of thinking about time in terms of money.

RESEARCH PUBLICATIONS INCLUDE: *Academy of Management Journal*, *Journal of Personality and Social Psychology*, and *Psychological Science*.

INTERESTING FACT: Sanford loves tennis and traveling, and has almost completed his goal of seeing all four Grand Slam tournaments.

“Ultimately, what made me choose Anderson was the people. I really felt supported and that I could spend up to six years with these people. In my first meeting with my adviser, Noah Goldstein, I felt understood, appreciated and excited to work on numerous projects.”

ASHLEY ANGULO (M&O)

FROM: Tucson, Arizona

DEGREES: B.A., Psychology, University of Chicago.

RESEARCH FOCUS: How psychological ownership and social influence shape individual decision-making.



"Anderson prioritizes research. Everything about the Ph.D. program is really geared toward training you to be a great researcher. That, in addition to the talented faculty, made it a perfect fit for me. The best part about Anderson is the social support I've gotten, not only from fellow Ph.D. students, but also from faculty members. I think we've done such a good job of creating a friendly and productive environment. Graduate school is already so demanding, so to have the support system that we so fortunately have has been a blessing."

LINDA NGUYEN (M&O)

FROM: Pearland, Texas

DEGREES: B.A., Psychology, Rice University.

RESEARCH FOCUS: Diversity and discrimination, examining how biases toward underrepresented minorities manifest in the workplace, investigating racial and gender disparities in organizational contexts.

MARKETING

Understanding the behavior of consumers has never been more important. The doctoral program in marketing strives to understand, explain and predict the effectiveness of marketing strategies, while also developing cutting-edge theoretical frameworks to establish new ones. The program's staff supports behavioral, quantitative and managerial approaches.



"I had a great experience in the MBA program at Anderson, and after taking a class in consumer behavior with Aimee Drolet Rossi, the chair of the marketing department, I wanted to develop these ideas more fully in the graduate program in marketing. I wanted to have the freedom to do research full time within an academic context, but more than that, I wanted the analytical and theoretical training that only an academic environment can provide. I valued the opportunity to improve my academic toolkit through doctoral study of consumer experiences with Aimee Drolet Rossi, the future self and education with Hal Hershfield, behavioral decision theory with Suzanne Shu and brand equity with Sanjay Sood. And I appreciate the high caliber of the faculty at UCLA as well as the marketing program's excellent placement record."

KATE CHRISTENSEN (MARKETING)

FROM: Baltimore, Maryland

DEGREES: MBA, UCLA Anderson; A.B., History, Brown University.

CURRENT RESEARCH FOCUS: The intersection of time and money.



"I chose UCLA Anderson because I was looking for a Ph.D. program in strategy that could give me rigorous training in economics, the opportunity to work in an interdisciplinary environment and the chance to learn from leading researchers in different fields. The guidance and support that I receive from the faculty members of the Strategy area, as well as from professors in other areas, are an invaluable asset to my research."

MARCO TESTONI (STRATEGY)

FROM: Como, Italy

DEGREES: M.Sc., Economics and Management of Innovation and Technology, Bocconi University; M.Sc., Economics and Business Administration, Copenhagen Business School; B.A., Economics and Social Sciences, Bocconi University.

CURRENT RESEARCH FOCUS: Mergers and acquisitions, corporate strategy and innovation.

"Our Strategy area is open to diverse approaches pertaining to firms, as the analysis of strategic issues can encompass many aspects, such as economics, sociology and psychology. Our students can utilize vast resources at Anderson and UCLA to conduct innovative research. They can tap onto the pool of excellent professors in each field and use these resources as a foundation to develop their own research agenda."

MARIKO SAKAKIBARA

Professor, Strategy

DEGREES: Ph.D., Business Economics, and MBA, Harvard University; M.E., Architectural Engineering, University of Tokyo; B.E. Architectural Engineering, Kyoto University.

CURRENT RESEARCH: Formation and performance of new firms, human capital, innovation.

RESEARCH PUBLICATIONS INCLUDE: *American Economic Review, Management Science, Strategic Management Journal.*

INTERESTING FACT: Mariko is a licensed architect. She also enjoys watching and analyzing baseball.

STRATEGY

With this program, you'll learn how to spot fundamental problems that can derail business strategies and company-based decisions, allowing you analyze the course correction and new strategic models. You'll explore economics, decision analysis, behavioral decision-making and game theory, with the choice to study under one of two disciplines: strategic management and decision-making. The former focuses on theories and empirical methods surrounding firm innovation, while the latter uses mathematical models to understand why managers and leaders make business decisions.



"I chose to come to Anderson because it has one of the top strategy departments in the world, with faculty that continue to do interesting research in areas that are of particular interest to me. It also didn't hurt that after a few years in NYC, I wanted some sunshine and a human-sized apartment."

KIRA STEARNS (STRATEGY)

FROM: Milwaukee, Wisconsin

DEGREES: M.A., Economics, Duke University; B.A., Economics, UCLA.

RESEARCH FOCUS: Strategic innovation and life cycle management in the pharmaceutical sector.

ADMISSIONS

This is your opportunity to articulate your experience and background, as well as your research interests. Below are our general admission requirements. To learn more or apply online, visit us at anderson.ucla.edu/degrees/phd.

APPLICATION DEADLINES

The admission deadline is the **first Friday in January** to be considered for the subsequent fall quarter. Admission decisions are made by April 15. The academic year begins mid-September.

PREREQUISITES

A bachelor's degree with a minimum 3.0 or equivalent GPA is the only educational prerequisite for the UCLA Anderson Doctoral Program, and it must be comparable to a bachelor's degree from the University of California or another recognized college or university.

Admitted students generally exhibit proficiency in business administration, quantitative methods or one of the social sciences. We also require you to take either the GMAT or GRE (the GRE is preferred). If you are an international student and your first language is not English, you must take the Test of English as a Foreign Language (TOEFL). The only exception to this is for applicants who hold a bachelor's or higher degree from a university located in the United States or in another country in which English is both the primary spoken language of daily life (e.g., Australia, Barbados, Canada, Ireland, Jamaica, New Zealand, United Kingdom) and the medium of instruction.

We admit approximately five percent of applicants to our program each year.



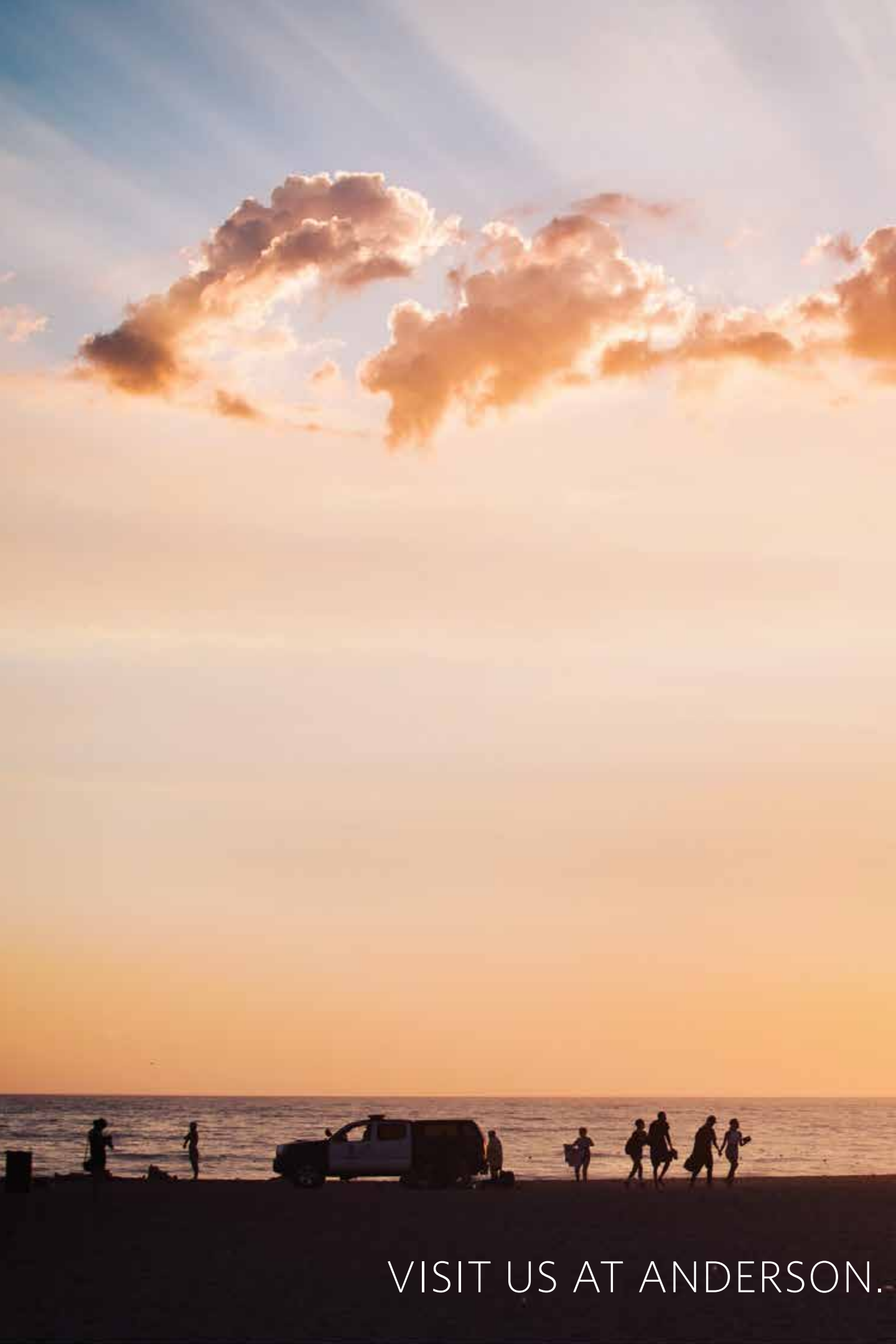
REQUIRED ADMISSION MATERIAL CHECKLIST

If you're interested in applying to the UCLA Anderson Doctoral Program, please submit the following admission materials online at <https://grad.ucla.edu/admissions/steps-to-apply/>

- Application
- Statement of purpose
- Application fee (see most recent fee amount online)
- Scanned copies of transcripts, degrees and diplomas
- Three letters of recommendation
- Official GMAT or GRE score report
- Official TOEFL score (international applicants)

For updates to these requirements, please visit:
anderson.ucla.edu/degrees/phd/apply





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UCLA.EDU/DEGREES/PHD



THINK IN THE NEXT

UCLAAnderson
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