Ph.D. Admission

The applicant must hold at least a bachelor’s degree from an accredited college or university. No specific undergraduate preparation in business is required.

The applicant must demonstrate competence as a scholar through a high level of previous academic performance and high percentile scores on the Graduate Management Admission Test (GMAT) or Graduate Record Examination (GRE). Scores may not be older than five years at the time of application. In addition, international applicants must present high scores on the Test of English as a Foreign Language (TOEFL), or IELTS.

Finally, the applicant must demonstrate the ability for doctoral study in business, either by a record of achievement in previous professional or academic experience, including research and scholarship, or through letters of recommendation and a personal interview.

These requirements are intended only as suggestions for minimum admission standards. They should not be construed as a guarantee of admission to the Ph.D. program.

A $65 nonrefundable application fee for domestic students and $85 for international students, payable to the University of Kansas, must accompany all applications.

Submit your graduate application online (http://www.graduate.ku.edu/).

Doctor of Philosophy in Business

The program is designed for students who wish to become tenure-track scholars and scholar-teachers. Our program is selective and rigorous, yet it provides a collegial, supportive, and intellectually stimulating atmosphere for original research and effective teaching by providing mastery of the knowledge in a particular field, a thorough understanding of research methodology, the ability to communicate effectively, and the motivation for continuing self-education. Students must specialize in a concentration and develop a broad knowledge of other areas of business and their interrelationships in the management function.

As of fall 2019, 32 students were enrolled in the Ph.D. program. The program will continue to be limited in size so each student can work closely with faculty members to receive substantial individual attention.

Ph.D. Degree Requirements

By the end of the third semester of the aspirant’s program (excluding summer sessions), an aspirant must complete the following qualifier requirements. All aspirants must demonstrate some proficiency in doing original research of publishable quality and some proficiency in teaching.

Accounting

Ph.D. students must take the following:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>DSCI 920</td>
<td>Probability for Business Research</td>
<td>4</td>
</tr>
<tr>
<td>DSCI 921</td>
<td>Statistics for Business Research</td>
<td>4</td>
</tr>
<tr>
<td>BE 917</td>
<td>Advanced Managerial Economics</td>
<td>3</td>
</tr>
<tr>
<td>ECON 715</td>
<td>Elementary Econometrics</td>
<td>3</td>
</tr>
<tr>
<td>DSCI 922</td>
<td>Advanced Regression</td>
<td>3</td>
</tr>
<tr>
<td>Students must take 5 of the 6 seminars:</td>
<td></td>
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<tr>
<td>ACCT 928</td>
<td>Introduction to Accounting Research</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 929</td>
<td>Seminar in Archival-Based Accounting Research</td>
<td>3</td>
</tr>
</tbody>
</table>
ACCT 930  Seminar in Auditing Research I  3
ACCT 932  Seminar in Financial Accounting Research I  3
ACCT 934  Seminar in Empirical Tax Research I  3
ACCT 936  Accounting Research Design and Corporate Governance Seminar  3

Supporting Areas: Choose 5
FIN 937  Seminar in Business Finance  3
FIN 938  Seminar in Investments  3
FIN 939  Seminar in Financial Institutions  3
ECON 730  Topics in Industrial Organization  3
ECON 750  The Theory of International Finance  3
ECON 769  Financial Economics  3
ECON 817  Econometrics I  3
ECON 818  Econometrics II  3
ECON 830  Game Theory and Industrial Organization  3
ECON 850  The Advanced Theory of International Finance  3
ECON 851  The Theory of International Trade  3
ECON 869  Advanced Financial Economics  3
ECON 880  Advanced Topics in Economic Theory: _____  3
ECON 915  Advanced Econometrics I  3
ECON 916  Advanced Econometrics II  3
ECON 917  Advanced Econometrics III  3
ECON 918  Financial Econometrics  3
PSYC 789  Psychological Statistics: Foundations and Applications  3
PSYC 790  Statistical Methods in Psychology I  3
PSYC 791  Statistical Methods in Psychology II  3
PSYC 893  Multivariate Analysis  3
PSYC 894  Multilevel Modeling  3
PSYC 895  Categorical Data Analysis  3
PSYC 896  Structural Equation Modeling I  3
MATH 715  Sampling Techniques  3
MATH 717  Nonparametric Statistics  3
MATH 722  Mathematical Logic  3
MATH 727  Probability Theory  3
MATH 728  Statistical Theory  3

Analytics & Operations
Ph.D. students must take the following:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>DSCI 920</td>
<td>Probability for Business Research</td>
<td>4</td>
</tr>
<tr>
<td>DSCI 921</td>
<td>Statistics for Business Research</td>
<td>4</td>
</tr>
<tr>
<td>BE 917</td>
<td>Advanced Managerial Economics</td>
<td>3</td>
</tr>
<tr>
<td>or ECON 700</td>
<td>Survey of Microeconomics</td>
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<tr>
<td>MATH 765</td>
<td>Mathematical Analysis I</td>
<td>3</td>
</tr>
<tr>
<td>MATH 790</td>
<td>Linear Algebra II</td>
<td>3</td>
</tr>
<tr>
<td>ECON 715</td>
<td>Elementary Econometrics</td>
<td>3</td>
</tr>
<tr>
<td>or DSCI 922</td>
<td>Advanced Regression</td>
<td></td>
</tr>
<tr>
<td>DSCI 740</td>
<td>Seminar in Decision Sciences: _____</td>
<td>3</td>
</tr>
<tr>
<td>DSCI 934</td>
<td>Seminar in Probability and Statistics: _____</td>
<td>3</td>
</tr>
<tr>
<td>DSCI 935</td>
<td>Seminar in Optimization: _____</td>
<td>3</td>
</tr>
<tr>
<td>SCM 995</td>
<td>Doctoral Seminar in Supply Chain Management</td>
<td>2-5</td>
</tr>
</tbody>
</table>

SCM 998  Independent Study for Doctoral Students  1-5

Select four of the below courses:
FIN 710  Investments I
FIN 711  Investments II
FIN 712  Business Investment
FIN 713  Business Financing
ECON 817  Econometrics I
ECON 818  Econometrics II
ECON 916  Advanced Econometrics II
MKTG 950  Advanced Marketing Research
MKTG 952  Introduction to Marketing Models
MKTG 954  Pricing and Strategy
MKTG 955  Product Management
EPSY 906  Latent Trait Measurement and Structural Equation Models
EPSY 908  Structural Equation Modeling II

Finance
Ph.D. students must take the following:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Hours</th>
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</thead>
<tbody>
<tr>
<td>DSCI 920</td>
<td>Probability for Business Research</td>
<td>4</td>
</tr>
<tr>
<td>or MATH 727</td>
<td>Probability Theory</td>
<td></td>
</tr>
<tr>
<td>DSCI 921</td>
<td>Statistics for Business Research</td>
<td>4</td>
</tr>
<tr>
<td>or MATH 728</td>
<td>Statistical Theory</td>
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<tr>
<td>DSCI 922</td>
<td>Advanced Regression</td>
<td>3</td>
</tr>
<tr>
<td>ECON 800</td>
<td>Optimization Techniques</td>
<td>3</td>
</tr>
<tr>
<td>ECON 801</td>
<td>Microeconomics I</td>
<td>3</td>
</tr>
<tr>
<td>ECON 802</td>
<td>Microeconomics II</td>
<td>3</td>
</tr>
<tr>
<td>BE 917</td>
<td>Advanced Managerial Economics</td>
<td>3</td>
</tr>
<tr>
<td>FIN 901</td>
<td>Current Research in Finance</td>
<td>2</td>
</tr>
<tr>
<td>FIN 905</td>
<td>Seminar in Business Finance</td>
<td>3</td>
</tr>
<tr>
<td>FIN 938</td>
<td>Seminar in Investments</td>
<td>3</td>
</tr>
<tr>
<td>FIN 939</td>
<td>Seminar in Financial Institutions</td>
<td>3</td>
</tr>
<tr>
<td>Advanced elective in finance or economics or research methods</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ECON 817</td>
<td>Econometrics I</td>
<td>3</td>
</tr>
<tr>
<td>ECON 818</td>
<td>Econometrics II</td>
<td>3</td>
</tr>
</tbody>
</table>

Select one of the three sequences below:

Sequence 1:
ECON 715  Elementary Econometrics
Advanced elective in research methods

Sequence 2:
ACCT 928  Introduction to Accounting Research
ACCT 932  Seminar in Financial Accounting Research I

Sequence 3:
ECON 770  Economics of the Labor Market
ECON 870  Applied Microeconomics

Human Resources Management
Ph.D. students must take the following:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BE 701</td>
<td>Business Economics</td>
<td>3</td>
</tr>
<tr>
<td>or BE 917</td>
<td>Advanced Managerial Economics</td>
<td></td>
</tr>
</tbody>
</table>

...
Doctor of Philosophy in Business

MGMT 905  Philosophy of the Behavioral and Organizational Sciences  3
MGMT 906  Behavioral Research Methods  4
MGMT 916  Seminar in Organization Theory  3
HRM Content Course  3
OB Content Course
Strategy Content Course
HRM Content Course
Elective or Statistics/Methods
Elective or Statistics/Methods
PSYC 790  Statistical Methods in Psychology I  4
PSYC 791  Statistical Methods in Psychology II  4
PSYC 893  Multivariate Analysis  4
PSYC 894  Multilevel Modeling  4
PSYC 896  Structural Equation Modeling I  4

Marketing
Ph.D. students must take the following

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 901</td>
<td>Introduction to Research Methods in Marketing</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 951</td>
<td>Consumer Behavior</td>
<td></td>
</tr>
<tr>
<td>MKTG 952</td>
<td>Introduction to Marketing Models</td>
<td>3</td>
</tr>
<tr>
<td>MKTG 957</td>
<td>Managerial Issues in Marketing</td>
<td>3</td>
</tr>
<tr>
<td>DSCI 920</td>
<td>Probability for Business Research</td>
<td>4</td>
</tr>
</tbody>
</table>

Consumer Behavior Track:

BE 917  Advanced Managerial Economics  3
ECON 700  Survey of Microeconomics  3

Choose at least three of the following courses:

PSYC 578  Social Attitudes
PSYC 723  Advanced Cognitive Psychology
PSYC 725  Cognitive Neuroscience
PSYC 735  Psycholinguistics I
PSYC 774  Advanced Social Psychology I
PSYC 775  Advanced Social Psychology II
PSYC 787  Multidisciplinary Perspectives on Gerontology and Aging
PSYC 831  Advanced Human Learning and Memory
PSYC 885  Altruism and Helping Behavior

Choose at least three of the following methods courses:

PSYC 791  Statistical Methods in Psychology II
PSYC 818  Experimental Research Methods in Social Psychology
PSYC 893  Multivariate Analysis
PSYC 894  Multilevel Modeling
PSYC 895  Categorical Data Analysis
PSYC 896  Structural Equation Modeling I
PSYC 933  Seminar: The Measurement of Attitudes
PSYC 983  Methods & Professional Issues in the Cognitive & Brain Sciences
PSYC 991  Longitudinal Data Analysis
PSYC 993  Seminar: _____
PSYC 996  Structural Equation Modeling II

DSCI 921  Statistics for Business Research

Three additional courses are required

Quantitative Track:

DSCI 921  Statistics for Business Research  4
or MATH 728  Statistical Theory  3
DSCI 922  Advanced Regression  3
ECON 817  Econometrics I  3
ECON 818  Econometrics II  3
ECON 800  Optimization Techniques I  3
ECON 801  Microeconomics I  3
ECON 809  Optimization Techniques II  3
BE 917  Advanced Managerial Economics  3
or ECON 730  Topics in Industrial Organization  3
EPSY 941  Bayesian Statistics  3
ECON 916  Advanced Econometrics II (when content is time series, VAR models)  3
EECS 649  Introduction to Artificial Intelligence  3
EECS 738  Machine Learning  3
EECS 837  Data Mining  3
EECS 839  Mining Special Data  3

Organizational Behavior
Ph.D. students must take the following

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BE 701</td>
<td>Business Economics</td>
<td>2-3</td>
</tr>
<tr>
<td>or BE 917</td>
<td>Advanced Managerial Economics</td>
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<tr>
<td>MGMT 905</td>
<td>Philosophy of the Behavioral and Organizational Sciences</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 906</td>
<td>Behavioral Research Methods</td>
<td>4</td>
</tr>
<tr>
<td>MGMT 916</td>
<td>Seminar in Organization Theory</td>
<td>3</td>
</tr>
</tbody>
</table>
| HRM Content Course
OB Content Course
Strategy Content Course
OB Content Course
Elective or Statistics/Methods
Elective or Statistics/Methods
PSYC 790  Statistical Methods in Psychology I  4
PSYC 791  Statistical Methods in Psychology II  4
PSYC 893  Multivariate Analysis  4
PSYC 894  Multilevel Modeling  4
PSYC 896  Structural Equation Modeling I  4

Strategic Management
Ph.D. students must take the following

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>BE 701</td>
<td>Business Economics</td>
<td>2</td>
</tr>
<tr>
<td>or BE 917</td>
<td>Advanced Managerial Economics</td>
<td></td>
</tr>
<tr>
<td>MGMT 905</td>
<td>Philosophy of the Behavioral and Organizational Sciences</td>
<td>3</td>
</tr>
<tr>
<td>MGMT 906</td>
<td>Behavioral Research Methods</td>
<td>4</td>
</tr>
<tr>
<td>MGMT 916</td>
<td>Seminar in Organization Theory</td>
<td>3</td>
</tr>
</tbody>
</table>
| HRM Content Course
of enrollment (excluding summers), the student can either be dismissed or
A student is placed on probation for 1 academic semester. If the
To be in good standing, a student must maintain a 3.0 cumulative grade-
Probation and Dismissal Guidelines
Concentration
Each aspirant, with the assistance of her or his faculty advisor and the
Supporting Areas
Course work in the area of concentration is supplemented and
Provision and Dismissal Guidelines
To be in good standing, a student must maintain a 3.0 cumulative grade-
These courses should be completed in the first 2 years of a student’s
Policy for KU School of Business Ph.D. Program on Academic Misconduct:
We believe that doctoral students should be held to a higher standard
Consistent with USRR 2.5.1 and existing Graduate Studies Policies on "Good Academic Standing" and "Dismissed Enrollment," this document discusses the guidelines for probation and dismissal of doctoral students who commit academic misconduct. The Ph.D. program administrators will regularly check with the Provost's office for any records of misconduct by business doctoral students in any class at KU (inside or outside of the School of Business). For example, these checks will occur (but are not limited to): (a) at the end of the first year for use in the qualifying review process; (b) prior to start of any teaching responsibilities; (c) prior to comprehensive exams; (d) prior to the dissertation proposal defense. Instances of misconduct will be shared with the members of the Ph.D. team, advisor, and deans of the School.
The first case of any academic misconduct in a class anywhere in the university may result in probation or dismissal of the student depending on the severity of the misconduct and the student's response. It is expected that the advisor, Ph.D. team chair and team members, and Ph.D. program director will all be granted access to the details of a misconduct case by the professor involved. If probation, the conditions for the probation are set by the Ph.D. team chair and Ph.D. program director in consultation with the advisor and Ph.D. team members. The conditions may include (but are not limited to) such assignments as reviewing the literature on the area of the responsible conduct in research violated by the misconduct and/or reviewing the material covered in the target class. These conditions and the choice of probation vs. dismissal will be based on the details of each individual case. Importantly, if the student is not dismissed as a result of the first offense and if the conditions for the probation are not met in a timely manner, or if a second act of misconduct occurs, the student will likely be dismissed from the Ph.D. program. Dissertations will also be reviewed by the advisor and program director for academic misconduct before being submitted to the Research and Graduate Studies Office. Academic misconduct on a dissertation is grounds for dismissal from the program. Academic misconduct on the dissertation that is not discovered until after graduation may be grounds for revoking the Ph.D. degree. In summary, the Ph.D. program in the KU School of Business seeks to maintain the highest standards of academic integrity with this policy.

<table>
<thead>
<tr>
<th>OB Content Course</th>
<th>Strategy Content Course</th>
<th>Elective Content Course</th>
<th>Strategy Course</th>
<th>Elective Statistics Course</th>
<th>Elective Statistics Course</th>
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<tbody>
<tr>
<td></td>
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<td></td>
<td></td>
<td>Sequence one:</td>
<td>Sequence two:</td>
</tr>
<tr>
<td></td>
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<td></td>
<td>PSYC 790 Statistical Methods in Psychology I</td>
<td>DSCI 920 Probability for Business Research</td>
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<tr>
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<td></td>
<td>PSYC 791 Statistical Methods in Psychology II</td>
<td>DSCI 921 Statistics for Business Research</td>
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<td></td>
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<td></td>
<td>PSYC 893 Multivariate Analysis</td>
<td>Advanced statistics course</td>
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<td></td>
<td>Advanced elective statistics course</td>
<td>Advanced elective statistics course</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Sequence two:</td>
<td>Sequence two:</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>DSCI 920 Probability for Business Research</td>
<td>DSCI 921 Statistics for Business Research</td>
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<td>Advanced statistics course</td>
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<td>Advanced statistics course</td>
<td>Advanced statistics course</td>
</tr>
</tbody>
</table>

allowed to continue on probation. Continued probation requires the area
director for the student’s concentration to write a letter to the Ph.D. team explaining why the student should be allowed to continue.
A graduate student can be dismissed on recommendation of the area
director for the student's concentration. Usually a graduate student is dismissed because of a low grade-point average; however, failure of examinations or failure to make satisfactory progress toward the degree is also cause for dismissal. Academic dismissal should occur before a semester begins; but if a student is dismissed during the semester, the dismissal is effective only at the end of the semester in which the Ph.D. team gives notification of dismissal.

These courses should be completed in the first 2 years of a student’s program. At or before the end of the aspirant's third semester in the program, a qualifier assessment team, composed of five faculty members, holistically determines whether or not a student continues in the program.

The aspirant for the Ph.D. in business administration must have an area of concentration, supporting areas, and preparation in research methodology.

Concentration
Each aspirant, with the assistance of her or his faculty advisor and the area faculty, selects an area of concentration from the traditional business disciplines of accounting, finance, human resources management, decision sciences, marketing, organizational behavior, and strategic management. An aspirant also may propose an interdisciplinary concentration that is a combination of these disciplines, or may include emphases such as international business, law, and economics. The aspirant must take at least five advanced courses in the concentration. These courses may include those offered outside the School of Business.

Supporting Areas
Course work in the area of concentration is supplemented and strengthened by study in one or two supporting areas. A supporting area is one that supplements and complements the concentration. The aspirant satisfies the supporting area requirement by taking at least 4 advanced courses in the supporting areas (at least 2 courses in each of 2 supporting areas or at least 4 courses in 1 supporting area). Courses recommended for preparation for the qualifier assessment may not be included in satisfying the supporting area requirement.

Dissertations will also be reviewed by the advisor and program director for academic misconduct before being submitted to the Research and Graduate Studies Office. Academic misconduct on a dissertation is grounds for dismissal from the program. Academic misconduct on the dissertation that is not discovered until after graduation may be grounds for revoking the Ph.D. degree. In summary, the Ph.D. program in the KU School of Business seeks to maintain the highest standards of academic integrity with this policy.
Research Methodology
When preparing for the qualifier assessment, area groups should ensure that the student’s program includes adequate preparation in research methodology.

Responsible Scholarship
Students in the first year must enroll in BUS 903 Responsible Conduct of Research. This course builds students’ abilities to analyze ethical issues and introduces students to various issues that may arise while engaging in the research endeavor.

Note: Contact your department or program for more information about research skills and responsible scholarship, and the current requirements for doctoral students. Current Lawrence and Edwards Campus policies on Doctoral Research Skills and Responsible Scholarship are listed in the KU Policy Library.

Teaching
Students enroll in BUS 902 Teaching Seminar during the first semester in which they teach independently. Before the completion of the Ph.D. program, all students also must have teaching experience equivalent to teaching at least 2 undergraduate courses independently in 2 different semesters.

Examinations
To advance to candidacy, the student must pass a written-oral comprehensive examination in the concentration. Finally, the student must pass an oral defense of the dissertation research proposal and the dissertation.