



BUSINESS SCHOOL

Ph.D. PROGRAM

FORMAT

FULL-TIME

DURATION

4-YEAR PROGRAM

LANGUAGE

ENGLISH

WHY A Ph.D., WHY IE?



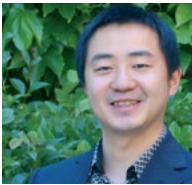
CLAUDIO COLUMBANO,
Ph.D. Student, Accounting

Challenging. Stimulating. Inspiring. The doctoral program at IE changed the way I think and work.



MOHAMAD SADRI,
Ph.D. Candidate, Strategy

This is the right place to learn how to overcome not only academic but life challenges and to advance your research skills through collaboration.



YINGZHU FU,
Ph.D. Candidate,
Entrepreneurship

IE offers me the excellent opportunity to join an international research space and connect with world-changing scholars.



POLINA LANDGRAF,
Ph.D. Candidate, Marketing

Being a Ph.D. student at IE is to be a part of a remarkable community of rigorous thinkers and bright researchers who are always there to support (and challenge) you.



ONE of the greatest opportunities to start your academic career, to join the top-level management research community, and to show that your ideas matter.



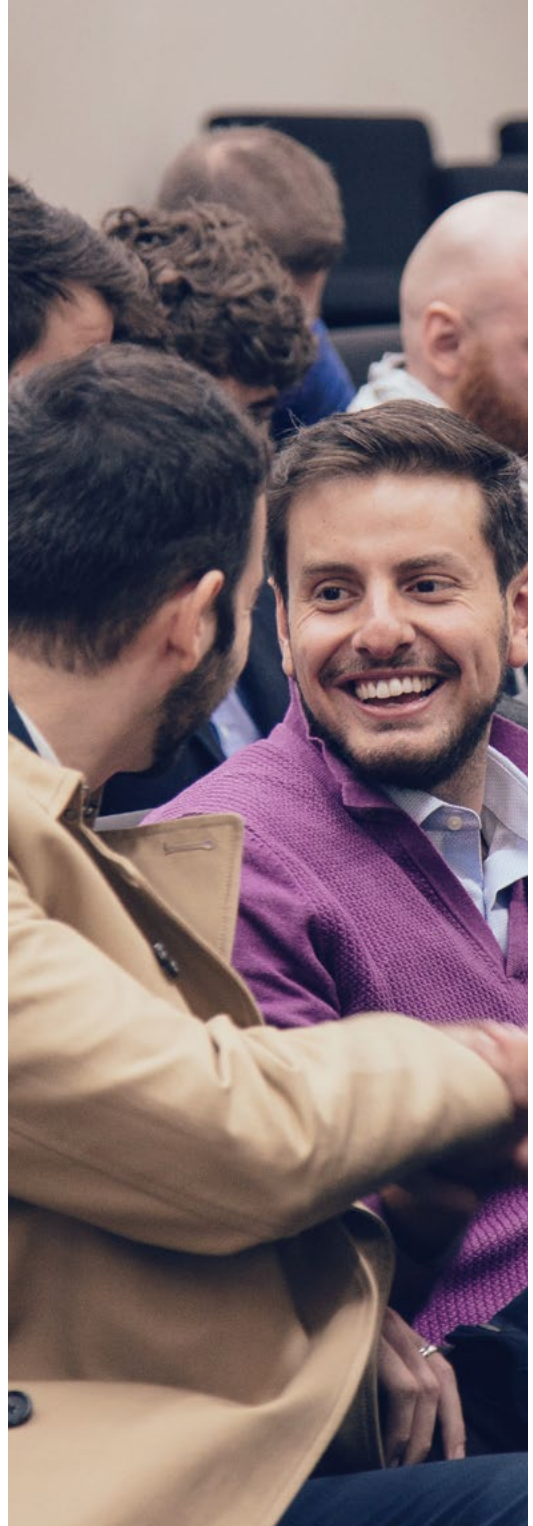
TWO stages of excellent training (i.e. 2 years of coursework and 2 years fully focused on preparing the dissertation) by world-class faculty to develop the theoretical and methodological skills that will help you publish in top management journals. Be prepared to enjoy 4 years in Madrid as a full-time student!



THREE facts: *placements* in top schools in Europe and the US, *publications* in top journals and *being consistently ranked* among the top business schools in the world. IE offers you a thriving multicultural environment to enjoy every moment of your doctoral life.

WHAT DO WE OFFER?

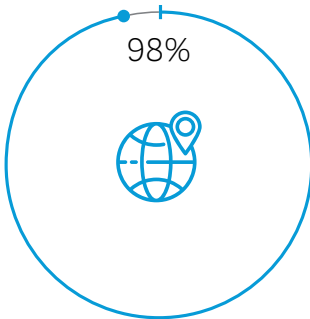
- **EXTENSIVE RESOURCES AND SUPPORT.** Students can apply for Scholarships that may cover tuition costs and living expenses. These scholarships are granted based on merits and they can be renewed, yearly, during the four years, upon satisfactory academic performance. IE is committed to supporting students' involvement in the academic community and sponsors participation in leading and top international conferences, seminars, colloquiums, and workshops.
- **FLEXIBILITY IN PURSUING THE TOPIC OF INTEREST.** Students can choose from seven academic areas and focus on their unique research agendas within their selected area. The inclusive curriculum equips students with rigorous training in subject area's core topics and the broad scope of methods needed to conduct high-caliber research.
- **COMMITTED AND COLLABORATIVE ENVIRONMENT.** IE is proud of having leading-edge faculty with unmatched experience across a wide range of disciplines and methodologies. Academic supervisors are dedicated to helping students succeed, mentoring them one-on-one, sharing their expertise, and encouraging students' involvement in research projects from day one.
- **FAR-REACHING OPPORTUNITIES.** IE's proven track record highlights regular publications of faculty and Ph.D. students in top academic outlets. Our Ph.D. graduates are placed at academically respected Institutions all over the world.



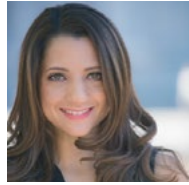
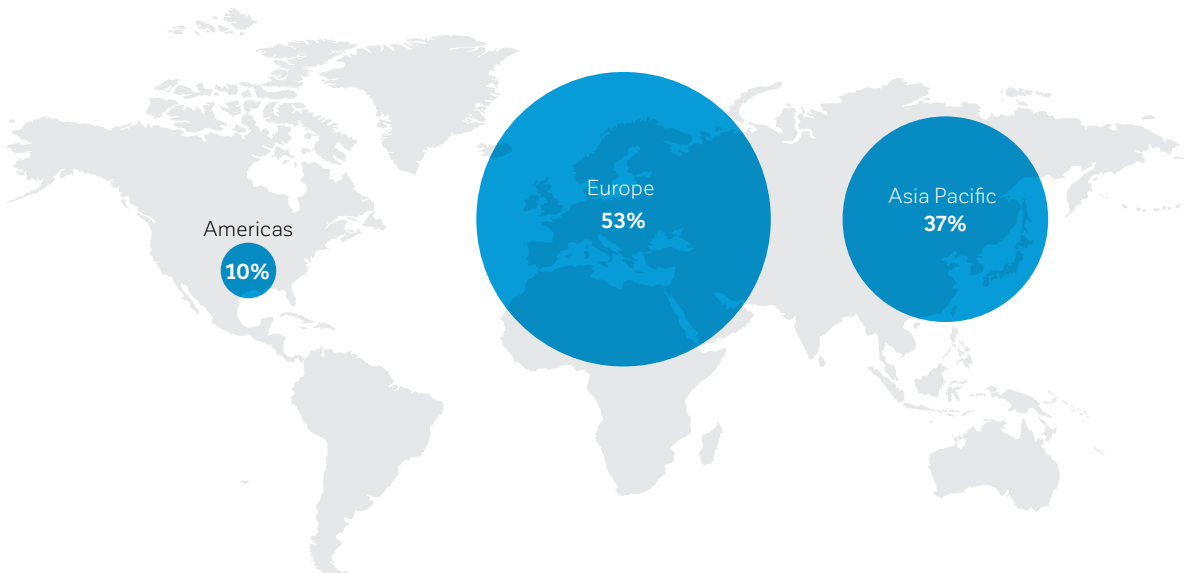
STUDENTS PROFILE

AVERAGE AGE: 28

INTERNATIONAL STUDENTS



GEOGRAPHIC DISTRIBUTION



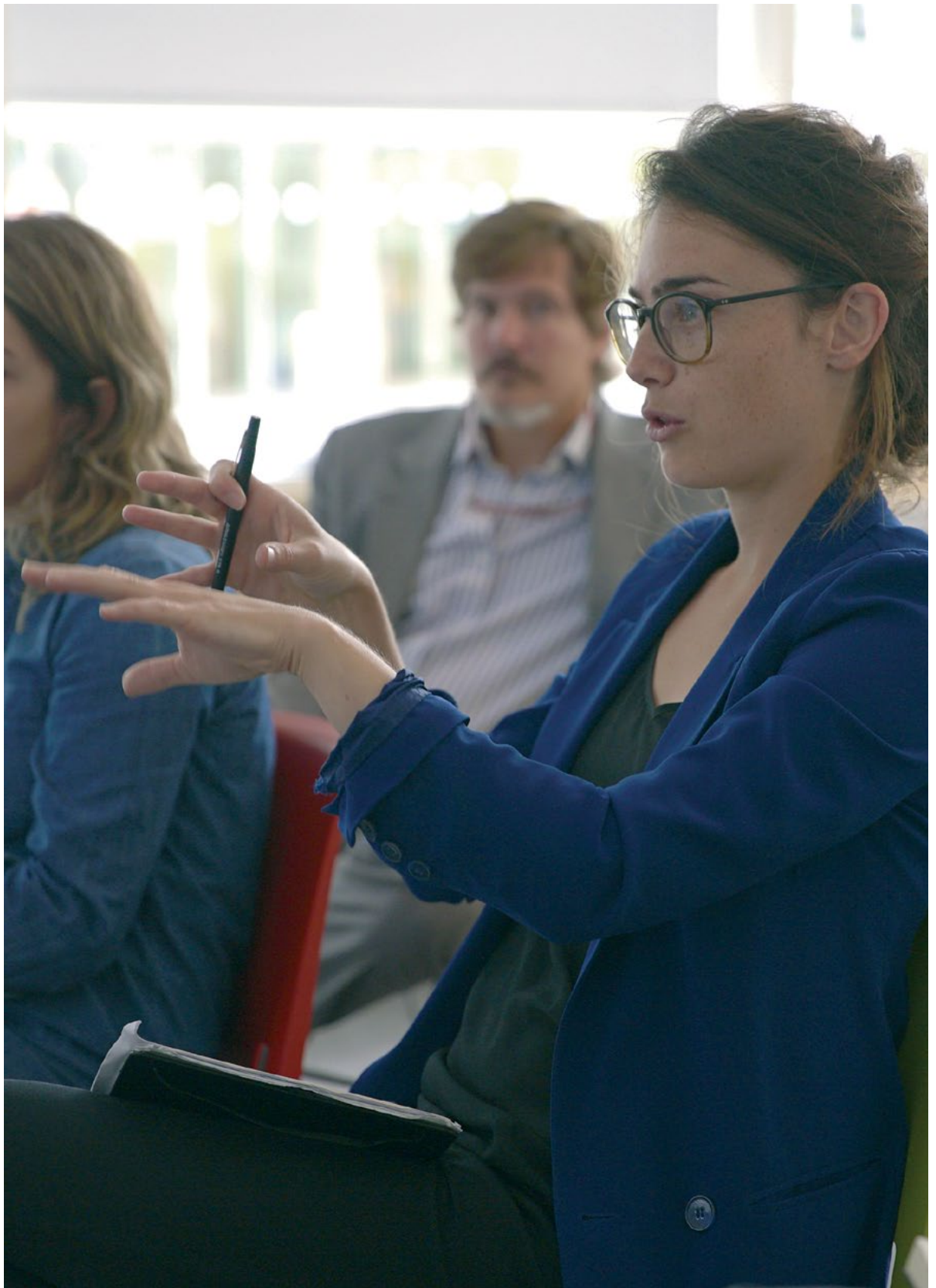
ATHENA TSOUDEROU,
Ph.D. Candidate, OB & HR

I am grateful for the opportunity to collaborate with top professors in their fields, conduct high quality, cutting-edge research, as well as live in such a beautiful city like Madrid!



SONIA SIRAZ,
Ph.D. Candidate,
Entrepreneurship

IE's Ph.D. program was exactly what I was looking for: a community of diverse top class faculty, opportunities for networking and research, a stimulating intellectual environment and solid training. Once enrolled, I found that it went well beyond that. Faculty and colleagues constitute a really supportive family. And to top it all: Madrid is a great place to live in!



AREAS

AREAS	KEY RESEARCH AREAS	SELECTED RESEARCH QUESTIONS
ENTREPRENEURSHIP	Opportunity, Informal businesses, Organization evolution, Decision-making, Investors, Innovation, Corporate entrepreneurship, Family firms, Social entrepreneurship	<ul style="list-style-type: none"> • What drives entrepreneurial activity by those at the base of the pyramid? • How human factors influence in the evolution of organizations? • How multiple venture signals affect decisions of public investors? • What makes corporate innovation efforts successful? • How family owners make strategic decisions under uncertainty? • How to create a business that successfully achieves both economic performance and social value?
INFORMATION SYSTEMS	Information assurance and security, IT outsourcing, Sharing economy, Digital transformation, Machine learning and market mechanisms, Big data.	<ul style="list-style-type: none"> • How security, risk and trust influence in today's digital world? • What is the influence of organizational networks of IT outsourcing firms? • How to design electric vehicle charging algorithms and market mechanisms applicable to smart grids?
ACCOUNTING	Financial reporting, Auditing, Management control, Executive compensation	<ul style="list-style-type: none"> • What is the effect of managers' choices on financial reporting? • How institutions and organizations use accounting and how these accounting practices impact on society? • What is the impact of accounting information on the functioning of financial markets?
HUMAN RESOURCES / ORGANIZATIONAL BEHAVIOR	Leadership, Careers, Blended workforce, Power and influence, Team dynamics, Social networks, Organizational change, Regulatory focus, Online learning, Organizational structure and processes, Managerial decision making, Ethical behavior, Motivation, Emotions, Turnover, Organizational performance.	<ul style="list-style-type: none"> • What are the effects of social mechanisms on learning, worker performance, and employee retention? • What are the drivers of top executive career success and how have top executive careers changed in the past 30 years? • What is the effect of online learning technologies and online learning innovations on corporate development practices? • How do followers experience organizational change and how can leaders motivate, engage and galvanize followers during this process? • What individual- and organization-level factors drive unethical behaviors, prosocial and giving behaviors and advice-taking behavior?

AREAS	KEY RESEARCH AREAS	SELECTED RESEARCH QUESTIONS
<p>MARKETING</p>	<p>Consumer behavior, Judgment and decision making, Branding, Goal-directed behavior, Corporate social responsibility, Social networks, Impact of economic cycles on consumer behavior, Marketing models, Sensory marketing</p>	<ul style="list-style-type: none"> • What are the cognitive and affective underpinnings of goal-directed behavior? How do they differ from various goal types? • What biases do consumers display when making decisions? • What are the effects of CSR on consumer perceptions and sales? • How do tactics in branding influence consumers' perceptions, attitudes, and emotions under various circumstances? When and why do such strategies backfire? • How do specific visuals, textures, odors, sounds and imagery change the way we think about brands and products? • Do individual interactions, both within and across groups, affect diffusion of innovative products and their performance?
<p>STRATEGY</p>	<p>Competitive strategy in platform markets, M&A and Diversification, Innovation strategy, International Business, Strategic alliances, Social categories and market structure</p>	<ul style="list-style-type: none"> • How to compete in platform markets? • When does corporate diversification create value? • What is the impact of product-market categories on firm organization & strategy? • How/when do firms profit from innovation? • How to design the strategy of a multinational company? • How do firms benefit strategically from interfirm collaborations (alliances, M&A)?
<p>OPERATIONS</p>	<p>New Product and Service Innovation, Knowledge-Intensive Operations, Retail Operations, Healthcare Operations, Decision Making and Risk Analysis, Global Supply Chain Management</p>	<ul style="list-style-type: none"> • How to manage geographically dispersed operations effectively? • When can operations be a source of innovation? • How do digitalization and big data affect operations design, strategy, and performance? • How do managers make decisions under risk and uncertainty? • How can organizations operationally mitigate financial and supply chain risks?

STRUCTURE



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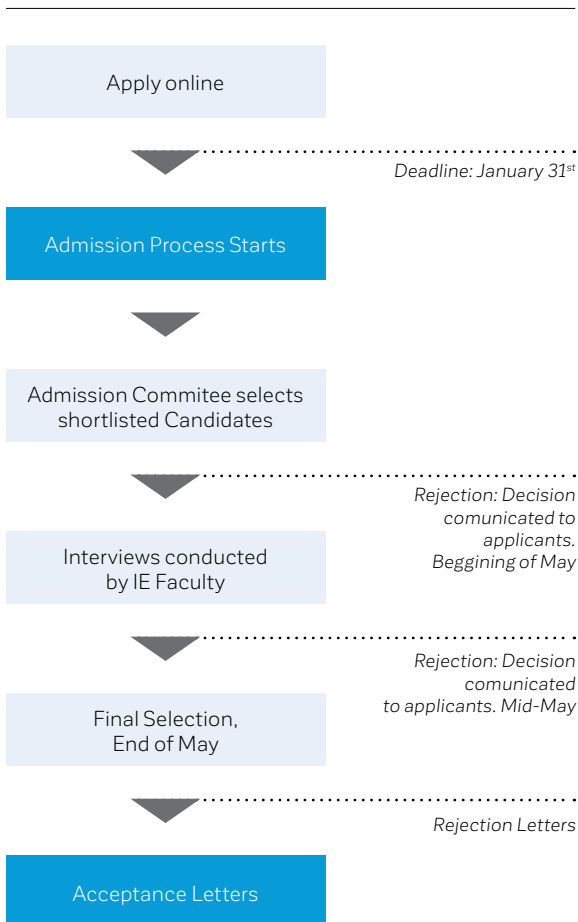
SHIVOM AGGARWAL,
Ph.D. Candidate,
Operations
Management

A truly international environment where ideas flow freely, criticism is constructive, everyone is eager to help. Academically, it creates an amphitheater where world leading scholars work with you and help you shape into an internationally recognizable scholar.

	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN	JUL	AGO	SEP
YEAR 1	<ul style="list-style-type: none"> Quantitative Methods I Organizational Theory Economics / Psychology 			<ul style="list-style-type: none"> Quantitative Methods II Research Methods I Principles of Major 			<ul style="list-style-type: none"> Paper Crafting Research Methods II Topics of Major 					
	Research Assistance and Research Seminars											
YEAR 2	<ul style="list-style-type: none"> Ethics & Humanities Research Project Quantitative Methods III 			<ul style="list-style-type: none"> Seminar of Major Research Project Principles of Minor 			<ul style="list-style-type: none"> Research Methods III Readings of Major Seminar of Minor 			<ul style="list-style-type: none"> Comprehensive Exams Preparation Exams in September 		
	Research Assistance and Research Seminars											
YEARS 3 & 4	Dissertation											
	Research Assistance and Research Seminars											

REQUIREMENTS TO APPLY FOR A Ph.D.

Ph.D. ADMISSION PROCESS



○ Complete an **online application form** through our web site: www.ie.edu/phd

○ **University diplomas** and **Official transcripts** of grades

○ **GRE or GMAT score.**

Good GRE scores could potentially range between 149-170 on both Verbal and Quantitative Reasoning Measures, with an average of 160. Analytical Writing Score of 4.0. We will also evaluate the score percentiles to make sure your GRE scores are balanced and competitive.

The average GMAT score is 680

○ **Proof of fluency in English:**

TOEFL, British Council IELTS, Cambridge Proficiency Certificate
Minimum score required - TOEFL: 100; IELTS: 7

○ **Statement of Purpose**

○ **2 letters of recommendation**

○ **Photo and copy of passport**

TESTIMONIALS

Ph.D. ALUMNI



GEOFF MARTIN,
Melbourne Business School, Australia

My IE Ph.D. enabled me to achieve my goal of getting an academic posting at a world class business school upon completion. The program and faculty are world class and place great importance on developing their students.



PIETRO BIANCHI,
University of Miami, USA

Challenging myself with a Ph.D. at IE Business School was the experience that changed my life. IE is a dynamic environment, characterized by an International faculty always on hand and eager to help Ph.D. students”



CLAUDIA IMPERATORE,
Bocconi University, Italy

IE has great faculty, an international network and a reputation for teaching that has made my experience so positive. Interaction with international researchers has broadened my horizons and stimulated my research activity



YULIYA SHYMKO,
Vlerick Business School, Brussels

My five years in IE Ph.D. program were filled with intellectual vibrancy, cultural enchantment, and delightful social experiences. The program empowered me in many different ways and endowed with the competencies that became indispensable for the development of my international academic career.

Ph.D. FACULTY



MIKKO KETOKIVI

**Professor of Operations Management & Organization Design
Co-Editor-In-Chief, Journal of Operations Management**

IE Business School has a strong research program in the area of Operations and Technology Management. Professors work on diverse research projects related to operations management, technology management, and decision making, and consistently publish their results in the top academic journals.



MONIKA HAMORI

Professor of Human Resources

We offer a rigorous Ph.D. program with faculty who come from elite research universities. Our professors are great mentors who work closely with Ph.D. students, contributing to a developmental and mentoring environment. We are part of one of the most innovative, dynamic and international business schools in the world.



LUIS DIESTRE

Associate Professor in Strategy

If you are interested in achieving a broad understanding of management scholarship, I strongly recommend IE's Ph.D. program. The faculty and courses in the Ph.D. program span across multiple disciplines (organization theory, economics, and strategic management) and research methods (large sample quantitative analysis, experimental, qualitative). In addition, the program offers a very diverse range of activities (seminars and workshops) to provide a full educational experience to students.



IE BUSINESS SCHOOL

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