Executive Officer: Professor Joseph Weintrop
Bernard M. Baruch College
One Bernard Baruch Way
New York, NY 10010
Email: phd@baruch.cuny.edu
http://zicklin.baruch.cuny.edu/programs/doctoral/home

FACULTY

Linda Allen n Amber Anand n Moshe Banai n Kapil Bawa n Raquel Benbunan-Fich n
Jeremy Bertomeu n Lauren Block n Ann Brandwein n Donal Byard n Douglas R.
Carmichael n Ting Chen n T.William Chien n Sunaina Chugani n Robert H. Colson n
Eleanor Carlu n Jay Dahya n Masako N. Darrough n T. K. Das n Harry Z. Davis n
Paquita Y. Davis-Friday n Gayle DeLong n Ozgur Demirtas n Stephan Dilchert n
Hammond El Barmi n Hanan T. Eytan n Nermin Eyuboglu n Stacey Finkelstein n
JackClark Francis n Martin Frankel n Linda Weiser Friedman n Naomi A. Gardberg n
Charles E. Gengler n Aloke Ghosh n Christos I. Giannikos n Stephen J. Gould n
Andreas Grein n Shulamith Gross n Michael Grossman n Peter M. Gutmann n Mahima
Hada n Giora Harpaz n Ramona K. Z. Heck n Danielle Higgins n Richard D. Holowczak n
Armen Hovakimian n Lie-Fern Hsu n Jian Hua n Rong Huang n Radhika Jain n
Mary C. Kern n Norman Kleinberg n Richard Kopelman n Helaine J. Korn n Marios
Koufaris n Nanda Kumar n Karl R. Lang n Jae Won Lee n Myung-Soo Lee n Edward
X. Li n Yinghua Li n J. David Lichtenthal n Steven Lilien n David Luna n Steven
Lustgarten n Karen S. Lyness n Pai-Chun Ma n Sebastian Manzan n Carol A.
Marquardt n Terrence F. Martell n Pragy Mathur n Kannan Mohan n Lilach Nachum n
Hugo Nurnberg n Mehmet Ozbilgin n Michael A. Palley n Lin Peng n Joel Rentzler n
Harry Mark Rosen n Hannah R. Rothstein n William Ruland n Sajeesh Sajeeesh n
Emanuel S. Savas n Steven Schnaars n Stuart A. Schulman n Robert A. Schwartz n
Sankar Sen n S. Prakesh Sethi n Min Shen n Weilei (Stone) Shi n Young K. Son n
Georgios P. Spichas n Karthik Sridhar n Louis W. Stern n Hirokazu Takada n Isak
Taksa n Kishore Tandon n Abdullah Uz Tansel n Thomas Tellefsen n Gloria Penn
Thomas n Cynthia A. Thompson n C. Justice Tillman n Anthony Maxwell Tinker n Ana
Valenzuela n Igor Vysmans n Emre A. Veral n Ashok Vora n Donald J. Vredenburgh n
Jun Wang n Gwendolyn Webb n Joseph Weintrop n Christoph Winkler n Liuren Wu n
Rui Yao n Jianming Ye n Xiaoli Yin n Junyi Zhang n Paschalina Ziamou

THE PROGRAM

The Ph.D. Program in Business is designed to educate researchers and teachers who will make
significant contributions to the business disciplines. Methodologies from the areas of quantita-
tive decision-making, computer technology, and the social and behavioral sciences serve as the
foundations for study within the program. Graduates are employed as college or university re-
searchers and teachers as well as corporate and institutional consultants and managers. Doctoral
work in business is offered at Bernard M. Baruch College.

The program is composed of six major areas: accounting, finance, information systems,
management planning (currently not accepting students), marketing, and organiza-
tional behavior and human resource management.

Fellowships and Research Assistantships

The Graduate Center and Baruch College offer fellowships and research assistantships to stu-
dents in the Ph.D. Program in Business. Most full-time doctoral students in Business receive
financial aid.
Resources for Training and Research
The Ph.D. Program in Business is located in the newly constructed Vertical Campus building at Baruch College. The building is complete with up-to-date teaching- and research-related technology. The Baruch College library has approximately 300,000 volumes, 2,000 current periodical titles, and an extensive collection of online resources. The library received the 2003 Excellence in Academic Libraries Award from the Association of College and Research Libraries.

En-route M.B.A.
Upon completing 45 credits with an average grade of B, passing the First Examination, and writing an acceptable major paper in a doctoral seminar, the student may apply for an M.B.A. degree. The degree is awarded formally by Bernard M. Baruch College.

SPECIAL REQUIREMENTS FOR ADMISSION
Students are accepted for fall admission only. The deadline for receiving applications and supporting documents is January 15. Students must submit scores from the Graduate Management Admissions Test along with their applications for admission. (The GRE is not required.) In addition, evidence of good scholastic ability must be demonstrated. This usually involves a graduate grade point average of 3.5 or better and/or an undergraduate grade point average of 3.2 or better.

SPECIAL REQUIREMENTS FOR THE DOCTOR OF PHILOSOPHY
In addition to the general University requirements stated earlier in this bulletin, the student must complete the following requirements.

Course of Study A minimum of 60 credit hours are required for all Ph.D. specializations. Students in all specializations are required to take Philosophy of Science BUS 80000 plus 9 credits of statistics.

In this program, a grade of B is usually considered the minimum acceptable grade in course work counting toward the degree.

Specialization Requirements In addition to the 12 credits of foundation requirements, each specialization requires its own set of courses. Further information on the specialization requirements may be obtained from the Executive Officer of the program. Students, including those who have completed course work, are required to maintain registration in a doctoral research seminar in their areas of specialization.

First Examination The First Examination consists of (1) a research paper or a written examination and (2) an oral examination conducted by three members of the faculty.

Second Examination The Second Examination, conducted in the student’s area of specialization, is in two parts: (1) a written examination or a research paper and (2) an oral examination, conducted by at least three faculty members from the student’s area of specialization. The choice of research paper versus written examination varies by specialization. In specializations where the First Examination is a research paper, the Second Examination must include a written examination. In specializations where the First Examination is a written examination, the Second Examination must include a research paper.

Dissertation After taking the Second Examination, the candidate should submit a dissertation proposal to the Executive Officer. Following approval of the dissertation by a committee of at least three faculty members, one of whom must be outside of the student’s department, the student will be required to defend the dissertation at an oral examination.

Courses
Unless otherwise stated the following courses are each 30 hours plus conferences, 3 credits. (For details about prerequisite courses not listed in this bulletin, see the Baruch College graduate catalog.)

Accountancy
ACCT 70400* Contemporary Issues in Managerial Accounting
45 hours, 3 credits
ACCT 70600* Financial Statement Analysis and Reporting
45 hours, 3 credits
<table>
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<th>Course Title</th>
<th>Hours</th>
<th>Credits</th>
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<tbody>
<tr>
<td>ACCT 70700</td>
<td>Current Accounting Theory and Problems</td>
<td>45</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 80200</td>
<td>Empirical Research in Accounting</td>
<td>45</td>
<td>3</td>
</tr>
<tr>
<td>ACCT 80300</td>
<td>Management Accounting</td>
<td>45</td>
<td>3</td>
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<tr>
<td>ACCT 80400*</td>
<td>Research, Standards, and Policy in Auditing</td>
<td>2</td>
<td>3</td>
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<tr>
<td>ACCT 81200</td>
<td>Empirical Research Methods</td>
<td>3</td>
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<tr>
<td>ACCT 82000</td>
<td>Colloquium in Accounting and Auditing Theory and Methodology</td>
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<tr>
<td>ACCT 82200</td>
<td>Advanced Empirical Research</td>
<td>3</td>
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<tr>
<td>ACCT 89000*</td>
<td>Dissertation Seminar</td>
<td>No</td>
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<tr>
<td>TAX 79100*</td>
<td>Tax Planning and Business Policy</td>
<td></td>
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<tr>
<td>TAX 82500*</td>
<td>Colloquium in Corporate Tax Problems</td>
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<tr>
<td>TAX 83500*</td>
<td>Research Studies in Taxation</td>
<td>Hours to be arranged, 3 credits</td>
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**Business**

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<th>Course Code</th>
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<tbody>
<tr>
<td>BUS 80000</td>
<td>Philosophy of Science</td>
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<tr>
<td>BUS 80200</td>
<td>Higher Education Teaching Seminar</td>
<td></td>
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<tr>
<td>BUS 85000*</td>
<td>Comparative International Management and Organizations</td>
<td>45</td>
<td>3</td>
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<tr>
<td>BUS 87201</td>
<td>Seminar in Organizational Theory I</td>
<td></td>
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<tr>
<td>BUS 87202</td>
<td>Seminar in Organizational Theory II</td>
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<tr>
<td>BUS 87401</td>
<td>Seminar in Organizational Behavior</td>
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<td>BUS 87402</td>
<td>Seminar in Organizational Behavior II</td>
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<tr>
<td>BUS 87700</td>
<td>Behavioral Science Foundation I</td>
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<td>BUS 87800</td>
<td>Behavioral Science Foundation II</td>
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<td>BUS 88500</td>
<td>Research Methods I</td>
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<tr>
<td>BUS 88600</td>
<td>Research Methods II</td>
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<tr>
<td>BUS 88900*</td>
<td>Seminar in Contemporary Business Research</td>
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<tr>
<td>BUS 89500</td>
<td>Independent Study</td>
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**Economics**

<table>
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<th>Course Code</th>
<th>Course Title</th>
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<tr>
<td>ECON 70300</td>
<td>Microeconomic Theory I</td>
<td>45</td>
<td>3</td>
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<tr>
<td>ECON 70500*</td>
<td>Managerial Economics</td>
<td></td>
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<tr>
<td>ECON 88000*</td>
<td>Research Seminar in Economic Analysis</td>
<td>45</td>
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</table>
Economics and Finance/Monetary and Income Analysis

ECON 70800 Macroeconomic Theory I
45 hours, 3 credits
Prerequisite: Basic Economics

ECON 88100* Research Seminar in Monetary and Income Analysis
45 hours, 3 credits

ECON 82000 Econometric Theory
45 hours, 3 credits
Prerequisite: STAT 70000C and 70200C

ECON 82900 Applied Econometrics
45 hours, 3 credits
Prerequisite: ECON 82000

ECON 88700* Research Seminar in Industrial Organization
45 hours, 3 credits

ECON 88800* Research Seminar in Labor Economics
45 hours, 3 credits
Prerequisites: ECON 76000 and at least one of ECON 76200, 76300, 76500

Finance

FIN 70000 Introduction to the Theory of Finance
45 hours, 3 credits
Prerequisite: Basic Economics

FIN 79400 Real Estate Economics and Finance: Theory
45 hours, 3 credits
Prerequisites/corequisites: ECON 70100, ECON 82100, FIN 70000, FIN 81000 or equivalent courses or permission of instructor

FIN 79600 Real Estate Economics and Finance: Empirical
45 hours, 3 credits
Prerequisites/corequisites: ECON 70100, ECON 82100, FIN 70000, FIN 79400, FIN 81000 or equivalent courses or permission of instructor

FIN 89500* Dissertation Seminar
No credit

FIN 81000 Corporate Finance Theory
45 hours, 3 credits
Prerequisites: FIN 70000, STAT 70000C, STAT 70400C

FIN 81100 Advanced Topics in Corporate Finance Theory
45 hours, 3 credits
Prerequisite: FIN 81000

FIN 81200 Seminar in Corporate Finance Theory
45 hours, 3 credits
Prerequisite: FIN 81000

FIN 83000 Capital Markets and Portfolio Theory
45 hours, 3 credits
Prerequisites: FIN 70000, STAT 70000C, STAT 70200C

FIN 83100 Advanced Topics in Capital Markets and Portfolio Theory
45 hours, 3 credits
Prerequisite: FIN 83000

FIN 83200 Seminar in Capital Markets and Portfolio Theory
45 hours, 3 credits
Prerequisite: FIN 83000

FIN 75500* Financial Markets and Institutions
Prerequisite: FIN 70000

FIN 75600 Management of Financial Intermediaries
Prerequisite: FIN 70000

FIN 85700 Seminar in Financial Institutions
45 hours, 3 credits
Prerequisite: FIN 75500 or FIN 75600
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>FIN 77000</td>
<td>International Financial Markets and Institutions</td>
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<tr>
<td></td>
<td>Prerequisite: FIN 70000 and basic knowledge of international economics</td>
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<tr>
<td>FIN 87200*</td>
<td>Seminar in International Finance</td>
<td>45</td>
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<td>Prerequisite: FIN 77000 or FIN 77100</td>
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<tr>
<td>FIN 81500*</td>
<td>Seminar in Public Finance</td>
<td>45</td>
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<td>Prerequisite: FIN 77000 or FIN 77100</td>
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<tr>
<td>FIN 89000*</td>
<td>Options Markets</td>
<td>45</td>
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<td>Prerequisite: FIN 77000 or FIN 77100</td>
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<tr>
<td>FIN 89100</td>
<td>Futures Markets</td>
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<td>Prerequisite: FIN 77000 or FIN 77100</td>
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**Information Systems**

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<tr>
<td>CIS 73500</td>
<td>Networks and Telecommunications</td>
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<tr>
<td>CIS 74900</td>
<td>Systems Analysis and Design</td>
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<tr>
<td>CIS 82100</td>
<td>Research Methods I: Quantitative Research in Information Systems</td>
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<td>CIS 82200</td>
<td>Research Methods II: Quantitative Research in Information Systems</td>
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<tr>
<td>CIS 84000</td>
<td>Selected Topics in Information Systems</td>
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<td>CIS 86000</td>
<td>Seminar in Information Systems Research</td>
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<tr>
<td>MGT 74300</td>
<td>Strategic Management 1</td>
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<tr>
<td>MGT 74500</td>
<td>Operation Planning Systems and Control</td>
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<tr>
<td>MGT 74700</td>
<td>Management Information Systems</td>
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<tr>
<td>MGT 84700</td>
<td>Seminar in Management Information Systems</td>
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**Management Planning Systems**

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<tr>
<td>MGT 70200*</td>
<td>Managerial Control</td>
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<tr>
<td>MGT 70600*</td>
<td>Conceptual Foundations of Business</td>
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<tr>
<td>MGT 70700*</td>
<td>Management in a Changing Society</td>
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<tr>
<td>MGT 73500*</td>
<td>Organization Design and Behavior</td>
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<tr>
<td>MGT 74100*</td>
<td>Management Science</td>
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<tr>
<td>MGT 74300</td>
<td>Strategic Management 1</td>
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</tr>
<tr>
<td>MGT 74500</td>
<td>Operation Planning Systems and Control</td>
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<tr>
<td>MGT 74700</td>
<td>Management Information Systems</td>
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<tr>
<td>MGT 75300</td>
<td>Management of Human Resources</td>
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<tr>
<td>MGT 78000</td>
<td>Seminar in Human Resource Management</td>
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<tr>
<td>MGT 80000*</td>
<td>Seminar in Managerial Control Systems</td>
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<tr>
<td>MGT 84300*</td>
<td>Strategic Management II</td>
<td></td>
</tr>
<tr>
<td>MGT 84700*</td>
<td>Seminar in Management Information Systems</td>
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<tr>
<td>MGT 87001*</td>
<td>Seminar in Policy and Strategy I</td>
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<tr>
<td>MGT 87002*</td>
<td>Seminar in Policy and Strategy II</td>
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<tr>
<td>MGT 88000</td>
<td>Special Topics in Business</td>
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<tr>
<td>MGT 88100*</td>
<td>Seminar in Production Management Problems I and II</td>
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<tr>
<td>MGT 89000</td>
<td>Dissertation Seminar</td>
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**Marketing**

<table>
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<tr>
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<th>Course Title</th>
<th>Credit Hours</th>
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<tbody>
<tr>
<td>MKT 70100</td>
<td>Research Methods I: Design</td>
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<td>MKT 70200</td>
<td>Research Methods II: Qualitative Research in Marketing</td>
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<tr>
<td>MKT 70300</td>
<td>Research Methods III: Quantitative Research in Marketing</td>
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<tr>
<td>MKT 71500</td>
<td>The History of Marketing Thought</td>
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<tr>
<td>MKT 72000*</td>
<td>Advertising Research</td>
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<tr>
<td></td>
<td>Prerequisite: Previous course work in advertising and marketing research, or equivalent</td>
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<tr>
<td>MKT 73000</td>
<td>Channel of Distribution Analysis</td>
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<td></td>
<td>Prerequisite: MKT 75000</td>
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<tr>
<td>MKT 75000*</td>
<td>Marketing: Planning and Control</td>
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<tr>
<td></td>
<td>Prerequisite: Essentials of Marketing</td>
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</table>
MKT 75100 Product Management
   Prerequisite: Permission of Instructor
MKT 81200 Studies in Marketing Research
   Prerequisite: Previous course work in marketing research, or equivalent
   (Marketing Specialization Courses: MKT 81500, 88000, 88200, 88500, 88800)
MKT 81500 The Process and Diffusion of Innovation in Marketing
MKT 88000 Seminar in Current Marketing Problems
   Prerequisite: 9 credits of graduate work in Marketing, or special program permission
MKT 88100 Seminar in Marketing Theory
   Prerequisite: 9 credits of graduate work in Marketing, or special program permission
MKT 88200 Seminar in Marketing Strategy
   Prerequisite: 12 credits of graduate work in Marketing, or special program permission
MKT 88300 Seminar in International Business and Marketing
   Prerequisites: MKT 71700 and 73000, or special program permission
MKT 88500 Seminar in Buyer Behavior
   Prerequisite: MKT 75000, 97020, 97160
MKT 88800 Selected Topics in Marketing
   No credit

Mathematics
MATH 97030 Matrix Methods for Applications
   Prerequisite: Calculus for Applications I

Organizational Behavior and Human Resource Management
PSYC 75410* The Behavioral Sciences and Business
MGT 70700 Management in a Changing Society
   Prerequisite: MIS 70600
MGT 74300 Management Planning and Control Systems
   Prerequisites: MGT 70000 and MGT 73200
PSYC 74600* Social Psychology
   Prerequisite: 3 credits in Psychology, or permission
PSYC 75100* Small Group Processes
   Prerequisite: 3 credits in Psychology, or permission
MGT 75300* Management of Human Resources
   Prerequisite: MGT 71000 The Nature and Functions of Business
PSYC 75300* Attitude and Attitude Change
   Prerequisite: 3 credits in Psychology, or permission
PSYC 78600* Seminar in Contemporary Psychological Topics
   Prerequisite: PSYC 78800 or equivalent, or permission
PSYC 79100* Introduction to Environmental Psychology
   Prerequisite: PSYC78800 or equivalent, or permission
PSYC 80500* Advanced Seminar in Research Problems In Personnel Psychology
   Prerequisite: Consent of program
MGT 73200 Management and Organization Theory
   Prerequisites: Managerial Control or equivalent; MGT 73100
MGT 73500 Organization Design and Behavior
   Prerequisite: MGT 73100
MGT 74300 Management Planning and Control Systems
   Prerequisite: MGT 70000
MGT 74900* International Comparative Management
   Prerequisite: MGT 70000 and permission of program
PSYC 80000B Seminar in Contemporary Theories of Organizational Behavior
   Prerequisite: 78800 or equivalent, or permission
PSYC 77301 Problems in Industrial Psychology I—Personnel Psychology
   Prerequisites: 78800 or equivalent, or permission
PSYC 80100B Seminar in Industrial Psychology I  
Prerequisite: Consent of department

MGT 88000 Seminar in Personnel and Labor Relations Problems  
Prerequisite: MGT 70000 and MGT 73100

PSYC 70300 Design of Psychological Research

MGT 73600 Research Methodology in Organizations  
Prerequisites: MGT 8100 The Nature and Functions of Business and permission of the Executive Officer

PSYC 77200 Clinical Interviewing  
Prerequisite: 3 credits in Psychology, or permission

Public Policy and Business

PBP 71000 Business and Public Policy Formulation  
Prerequisite: Permission of the doctoral advisers in Public Policy

Quantitative Analysis

STAT 70000 Statistical Analysis for Business Decisions  
45 hours, 3 credits  
Prerequisites: STAT 80150 and permission of the Executive Officer

STAT 70100 Statistical Analysis of Time Series  
45 hours, 3 credits  
Prerequisite: Permission of the Executive Officer

STAT 70200 Advanced Statistical Inference  
45 hours, 3 credits  
Prerequisite: STAT 70000 or its equivalent

STAT 70300 Applied Probability  
45 hours, 3 credits  
Prerequisite: Permission of the Executive Officer

STAT 70400 Quantitative Analysis for Business Decisions  
45 hours, 3 credits  
Prerequisites: STAT 70000, MATH 97030

STAT 70500 Multivariate Statistical Methods  
45 hours, 3 credits  
Prerequisites: STAT 70200 or equivalent; MATH 97000

STAT 70600 Applied Discrete Multivariate Analysis  
45 hours, 3 credits

STAT 78300 Stochastic Processes

STAT 82000 Mathematical Programming in Business and Industry  
45 hours, 3 credits  
Prerequisites: STAT 70000 and MATH 97030

STAT 82100* Business Decision-Making and Game Theory  
45 hours, 3 credits  
Prerequisites: STAT 80150 and permission of the Executive Officer

STAT 85100 Computer Techniques in Business Research  
45 hours, 3 credits  
Prerequisite: STAT 97500

STAT 88000 Research Seminar in Quantitative Methods  
45 hours, 3 credits  
Prerequisite: Permission of the Executive Officer

STAT 89000* Dissertation Seminar  
No credit

LIB 70000* Data Sources and Guides for Research in Business  
30 hours, no credit

BUS 90000 Dissertation Supervision  
1 credit

*offered infrequently