

# Isenberg School of Management | University of Massachusetts Amherst

## Doctoral Program

### Overview

The Ph.D. Program in Management at the Isenberg School of Management, UMass Amherst, prepares students for research and academic careers, typically as faculty in business schools. The degree requirements focus on training in the design and conduct of rigorous research. Students gain theoretical and methodological sophistication from coursework and research conducted both with faculty members and independently. Research ideas and implications are grounded in the world of practice through interchange with faculty, other graduate students, and business practitioners.

The Isenberg Ph.D. program currently consists of nine areas of specialization: Accounting, Finance, Hospitality and Tourism Management, Information Systems, Marketing, Management Science, Organization Studies, Sport Management and Strategic Management. These programs are small and highly selective (2-3 students are accepted annually in each area of concentration) giving students immediate individual attention and involvement in our faculty's research programs. Through their association with faculty, students explore the frontiers of research in business management representing an intersection of the basic social science disciplines and the world of business practice.

The Ph.D. program's greatest resource is its faculty, who are internationally recognized for their research and teaching expertise. Research conducted at the School would not be possible without outstanding support services. The library and computing facilities at the University and the School facilitate research at the highest level. Financial support is usually available for all our Ph.D. students for four academic years. In exchange, students help faculty as research or teaching assistants and teach some courses independently, thereby gaining valuable teaching experience. Finally, the most important source of support for Ph.D. students is their colleagues. Our students come from around the globe and they form a cohesive group, mutually supportive both academically and personally. Students and faculty at our school form an effective team.

### Program Synopsis

Accomplishing the academic objectives normally requires four to five years. During the first year, students take specified courses in statistics/research methodology and the students major area. At the end of the first year, some of the areas require students to pass a written 'qualifying' examination in their majors.

By the middle of their third year most students are expected to have successfully passed their comprehensive examination in their field of concentration. Students must then complete a doctoral dissertation. The work on the dissertation usually begins in the third year and is completed by the end of the fourth year or soon thereafter. In addition, each student must have three semesters teaching experience prior to graduation. Minimum requirements for the program are 45 credit hours of course preparation and 18 credit hours of the doctoral dissertation.

### Applying to the Program

#### Prerequisites to the Program:

All applicants are expected to be graduates of an accredited American college or university or a foreign institution determined to be equivalent, and to have achieved acceptable grade point averages in all prior undergraduate and graduate studies. Applicants must submit scores either on the Graduate Management Admission Test (GMAT) or the Graduate Record Examinations (GRE). Majors in Strategic Management must have, and majors in other areas of concentration are encouraged to have, an MBA or the equivalent.

The following prerequisites should be met upon application, or shortly after entry, to the Ph.D.:

- Information Systems: Working knowledge of computer programming and knowledge of management's use of computers.

- Mathematics and Statistics: Working knowledge of differential and integral calculus, matrix algebra, probability, sampling, estimation, hypothesis testing, experimental design, and regression.
- Economics: Intermediate level knowledge of microeconomics and macroeconomics.
- Social and Behavioral Sciences: Demonstrated competence in the behavioral and social sciences and satisfactory completion of an advanced course in organizational theory or consumer behavior.
- Business Administration: Introductory level knowledge of the following areas: accounting, finance, marketing, business policy, operations management, public policy toward business, and business law.

Students entering the program may have acquired the knowledge by formal course work, self-study, or work experience. Some students with otherwise strong credentials are admitted without meeting all of these prerequisites. Such students usually make up their deficiencies by taking more courses than students who meet the requirements upon entry. Applicants with a recently awarded MBA degree are normally considered to have met these entrance requirements.

#### Application Procedures:

Applications are submitted online through [UMass Graduate School Admissions](#).

Each area of specialization has a committee of faculty members that reviews the applicant's file and makes recommendations for admission to the director. Final recommendations are made by the director and forwarded to the Graduate School.

Applicants are strongly encouraged to visit the campus and meet with the director of the doctoral program, faculty members, and current Ph.D. students in the candidate's major field of interest. The best time to schedule an interview is October through March. Admission is for the fall semester only. Students may, however, take courses before entering the program, and transfer up to six hours of such course work as credit toward the degree.

Application Deadline: Applications must be completed by **January 20<sup>th</sup>** to be considered for admission the following September.

#### Financial Assistance:

Teaching and research assistantships are available each year to qualified, regularly enrolled doctoral students. Students who receive a teaching or research assistantship will not pay tuition and will receive a stipend and health insurance coverage. An assistantship usually requires 20 hours of work per week and is renewable usually for four years, provided the student exhibits satisfactory progress toward the degree and satisfactory performance as an assistant. Students with assistantships usually serve at least one year as a teaching assistant and at least one year as a research assistant. Further, second, third and fourth year students may supplement their academic-year stipend by teaching evenings and during the January and summer inter-sessions, and by serving as research assistants during the summer.

In addition, the University offers a number of other [Fellowships and Assistantships](#) that require no service from the recipient and are awarded on a University-wide competitive basis.

#### Statistical Overview: Ph.D. Students Entering Fall 2016

Total Students:	15
Men:	10
Women:	5
International:	11
Domestic:	4
Average GMAT:	674
Average GRE:	quantitative:159 verbal:160
UGPA:	3.41

Questions not answered at the website below?  
Contact:

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