



PhD
Program

MIT
MANAGEMENT
SLOAN SCHOOL

MIT Sloan School of Management **PhD Program**

“MIT Sloan PhD training is a transformative experience.

The heart of the process is the student’s transition from being a consumer of knowledge to being a producer of knowledge. This involves learning to ask precise, tractable questions and addressing them with creativity and rigor.

Hard work is required, but the reward is the incomparable exhilaration one feels from having solved a puzzle that had bedeviled the sharpest minds in the world!”

Ezra Zuckerman

Alvin J. Siteman (1948) Professor of Entrepreneurship

Deputy Dean



Why study management at MIT Sloan?

Leadership. Innovation. Entrepreneurial spirit. The culture here is singularly dynamic and innovative, just as one would expect when in the company of the best minds in the world. The MIT Sloan School of Management is renowned as one of the world's leading broad-based management schools, while continuing to maintain its inherent technology focus.

A Distinctive Research Culture

Rigorous, discipline-based research is the hallmark of the MIT Sloan PhD Program. The program is committed to educating scholars with outstanding intellectual skills who will lead in their fields and forward productive research on the complex organizational, financial, and technological issues that characterize an increasingly competitive and challenging business world. MIT Sloan PhD graduates go on to teach for the world's most prestigious universities.

PhD Program Curriculum

MIT Sloan PhD applicants choose to focus on one of our primary research groups that fall within the three broad areas of Management Science, Behavioral & Policy Sciences, and Economics, Finance & Accounting.

Management Science

Information Technologies incorporates a range of computer software and hardware, networking, and telecommunications systems. Students develop a solid grasp of underlying computer technologies, along with the organizational and economic implications of these technologies, while learning how to research managers' evolving information needs and how to evaluate computer-based information systems.

mitsloan.mit.edu/phd/information-tech.php

Marketing measures the realities of customer demand, mapping and measuring possibilities, and, designing and implementing competitive strategies. Students acquire a solid grasp of behavior and management science theory and method through their coursework. Relevant disciplines include behavioral science, economics, operations research, and statistics.

mitsloan.mit.edu/phd/marketing.php

System Dynamics incorporates components of human behavior into economic models, offering managers a framework for understanding complex situations and the dynamics those situations produce. Students study the principles of systems, economic and industrial dynamics, and policy analysis while completing additional work in economics, information systems, statistics, and political science.

mitsloan.mit.edu/phd/system-dynamics.php

Sample dissertation topic: "Consumer Heterogeneity, Uncertainty, and Product Policies," by Song Lin, 2015

Behavioral & Policy Sciences

Economic Sociology acquaints students with the processes by which great social science research is conducted. The program stresses the importance of qualitative research (e.g., fieldwork, case studies, ethnography), quantitative research (e.g., surveys, archival databases, social network analysis), and modeling (e.g., systems dynamics, game theory, agent-based models).

mitsloan.mit.edu/phd/esp.php

Institute for Work & Employment Research faculty and students conduct research on the broad range of issues related to the role of work and employment in the contemporary economy and society. Coursework in this concentration addresses industrial relations theory and research, labor economics, comparative systems of industrial relations, collective bargaining and labor management relations, management of human resources, labor law, and public policy.

mitsloan.mit.edu/phd/iwer.php

Technological Innovation, Entrepreneurship & Strategic

Management faculty study the organization, market, and technological factors shaping innovation and competitive success. They also examine the formation, development, and growth of technology-based entrepreneurial firms. Students can have a substantive focus on research at the firm, community, network, or institutional level and develop a strong foundation in a social science discipline.

mitsloan.mit.edu/phd/ties.php

Organization Studies incorporates the concepts and research methodology of social psychology, sociology, anthropology, and other social sciences. This concentration focuses on the interaction across individuals, groups, organizations, and institutions as well as on the organizational processes themselves. Students learn how to think about research methods—clinical, experimental, and ethnographic.

mitsloan.mit.edu/phd/os.php

Sample dissertation topic: “Understanding the Conditions of Bias: Essays on Gender Differences in Evaluation Outcomes across Three Empirical Contexts,” by Mabel Abraham, 2015

Economics, Finance & Accounting

Finance is the study of markets for real and financial assets.

Students gain an understanding of the underlying theory on which the field is based and conduct theoretical and applied research.

Required coursework includes subjects in microeconomic theory, macroeconomic theory, and econometrics, as well as subjects in finance theory and its applications.

mitsloan.mit.edu/phd/finance.php

Accounting, one of the fundamental tools for grappling with management problems, is a thorough grounding in accounting as a control device. Students acquire economics depth through studying financial reporting, disclosure, and contracts using financial information.

mitsloan.mit.edu/phd/accounting.php

Sample dissertation topic: “Made in the USA? A Study of Firm Responses to Domestic Production Incentives,” by Rebecca Lester, 2015



The Massachusetts Institute of Technology is committed to the principle of equal opportunity in education and employment. The Institute does not discriminate against individuals on the basis of race, color, sex, sexual orientation, gender identity, religion, disability, age, genetic information, veteran status, ancestry, or national or ethnic origin in the administration of its educational policies, admissions policies, employment policies, scholarship and loan programs, and other Institute administered programs and activities, but may favor U.S. citizens or residents in admissions and financial aid.*

The Vice President for Human Resources is designated as the Institute's Equal Opportunity Officer and Title IX Coordinator. Inquiries concerning the Institute's policies, compliance with applicable laws, statutes, and regulations (such as Title VI, Title IX, and Section 504), and complaints may be directed to the Vice President for Human Resources, Room E19-215, 617-253-6512, or to the Manager of Staff Diversity and Inclusion, Room E19-215, 617-452-4516. In the absence of the Vice President for Human Resources or the Manager of Staff Diversity and Inclusion, inquiries or complaints may be directed to the Executive Vice President, Room 4-204, 617-253-3928, or to the Director of Labor and Employee Relations, Room E19-235N, 617-253-4264, respectively. Inquiries about the laws and about compliance may also be directed to the Assistant Secretary for Civil Rights, U.S. Department of Education.

*The ROTC programs located at MIT are operated under Department of Defense (DoD) policies and regulations, and do not comply fully with MIT's policy of nondiscrimination with regard to gender identity. MIT continues to advocate for a change in DoD policies and regulations concerning gender identity, and will replace scholarships of students who lose ROTC financial aid because of these DoD policies and regulations.

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