PhD in Business Administration
ESSEC BUSINESS SCHOOL,
THE PIONEERING SPIRIT

CREATED IN 1907, ESSEC BUSINESS SCHOOL IS AN ACADEMIC INSTITUTION OF EXCELLENCE WHICH THROUGHOUT ITS HISTORY HAS BEEN CHARACTERIZED BY ITS PIONEERING SPIRIT.

In both full-time education and vocational training, ESSEC proposes a wide range of programs to all those wanting to obtain an extraordinary learning experience, strengthen their talent, express their leadership and become truly high-level managers.

A centennial institution with a wide network of companies and academic institutions in France and throughout the world, ESSEC has opted to focus its strategic development on three principles: innovation, involvement and internationalization which compose the three axes of the ESSEC 3i strategy that will be implemented from here until 2020.

An institution nourished by research and committed to an ambitious development of alliances with leading institutions, ESSEC constantly strives to bring its students face to face with cutting-edge knowledge at the crossroads of discipline and to provide them with the latest technologies.

Hallmarked by a profound humanist tradition, ESSEC has succeeded not only in making the link between business and society a major subject of research, but it is also one of the fundamental components in the training of responsible managers. ESSEC thereby affirms the necessity of putting innovation, knowledge and the creation of value at the service of the wider community.

With students coming from 90 different countries, a largely international faculty body and a campus in the Asia-Pacific region since 2005, ESSEC is both an international and multicultural institution. This internationalization is strengthened by the building of a new, 6,500 m² campus in Singapore and the implementation of development projects in Africa and Latin America.

These three axes – innovation, involvement and internationalization – forge ESSEC’s learning philosophy that is common to all its programs: accompany our students throughout a learning journey aimed at opening them up to new, unthought-of opportunities. Studying at ESSEC means creating your own path towards the future and joining a supportive community of 46,000 graduates worldwide!

Welcome to ESSEC!
ESSEC Business School belongs to the select group of European institutions delivering a PhD program that meets the highest international standards. We train future Researchers and Professors for the global market of business and management education. We take very seriously our responsibility to prepare students to become self-standing Scholars – able to function and reinvent themselves in the complex and competitive academic world of tomorrow. ESSEC Business School is a leading global business school (ranked #5 for its MiM Program by the Financial Times) deeply committed to research and boasting a top-level and highly international Faculty. When you enter our Program, you join an intellectually vibrant scholarly community.

The ESSEC PhD Program targets and breeds Excellence. And it does so through a resolute commitment to Quality:

• Quality of the recruitment and selection process ensuring that we bring in first-rate students with a strong motivation and aptitude for research. Our selection process is global and we also value diversity. Our 70 students come from 25 different countries. They come with a variety of disciplinary backgrounds and previous education in business and management is not required.

• Quality of a carefully structured, demanding curriculum that guarantees a well-rounded and in-depth training. This training provides you with a firm grounding for the PhD process but also well beyond, for your future career as self-standing scholars.

• Quality of the monitoring and supervision by a dedicated team of top-level Professors. As a starting PhD student, you immediately become part of a vibrant intellectual community. At ESSEC, we value and foster the development of a research community culture that is both highly active internally and broadly open through a dense web of international networks.

• Quality of an individualized and personalized follow-up at all stages of the PhD process – from the moment you enter the Program until you get ready for your first job. This personalized follow-up includes both academic and administrative issues and we pay particular attention to the individualized preparation and coaching for placement.

Why should you choose the ESSEC PhD Program? With the international diversity and quality of its Faculty, it is one of the rare programs in the world to combine an emphasis on excellent research at the frontier of each discipline covered by our different concentrations with innovative explorations that cut across traditional boundaries of business disciplines. The ESSEC PhD Program is also unique in its international reach. As a PhD student, you can take advantage from our double location (France and Singapore), you can spend time in Stanford University through our special collaboration with that University and you can leverage our dense international network of outstanding partner institutions in Europe, Asia and the Americas. Early on, you will have to participate in international conferences and workshops – presenting your work in progress to a demanding international community of peers. While you will be working closely with your PhD Supervisor, the ESSEC PhD Program also opens up opportunities for a multiplicity of stimulating intellectual exchanges and collaborations – with other members of the Faculty, with your colleagues, with Visiting Professors and Research Seminar Speakers. The community focus of the ESSEC PhD Program means that the dissertation process goes well beyond the dialogue between student and supervisor. You will be amazed by the quality of the networks we can open up for our students. In France, the ESSEC PhD Program is a partner to the joint Doctoral School of ESSEC - Université of Cergy-Pontoise. This allows our students to leverage from a broader pool of resources. It also means that our graduating students are eligible for two diplomas at the same time – an ESSEC PhD and a Doctorat ESSEC (French standard). Finally, the ESSEC PhD Program offers full-tuition scholarships as well as a tax-free stipend to cover living expenses so that when you enter our Program, you can focus entirely on your research.

Alumni of the Program now work as Professors in top business schools and Universities internationally, while others have taken positions in research organizations. According to the AACSB, we are facing, across the world, a chronic shortage of doctorally qualified business school Professors. Hence your dedication and motivation will be rewarded by very attractive career prospects. The ESSEC PhD Program is your key to an exciting and fulfilling international academic career.
PhD Program Philosophy

We believe that quality research in business administration and economics demands a wide-ranging perspective and understanding. Only this kind of broad-based knowledge can nurture truly innovative approaches and original views in tackling the complex issues of modern business and society.

The curriculum thus starts with an intensive period of inter disciplinary training. This is followed by rigorous research training for the chosen field of specialization. The goal is to prepare students not only to master methodologies, but also to advance knowledge and play an active role in the international academic communities.

Fostering openness to the European and International environment, both academic and economic, is also an important goal. Research conducted within the framework of the PhD Program is related to issues of current concern in modern management, business, and economic administration.

Research is both theoretical and empirical, acknowledging the importance of both scientific rigor and the reality of the environment.

Students have the opportunity to meet their colleagues and professors from a variety of other institutions, either directly or at specialized academic colloquia and conferences, so they can develop direct experience of the issues shaping the debates in the scientific community.
Organization of the PhD Program

The Program is a full-time PhD Program in English and meets the highest international standards. Six concentrations are offered: “Accounting and Auditing”, “Economics”, “Finance”, “Management”, “Marketing”, “Operation Management and Decision Sciences”. Before starting their dissertation work, students must follow a two-year program of courses and seminars (minimum of 65 ECTS representing about 650 contact hours) that ends with Preliminary Examinations and a Dissertation Proposal.

Overview of the Program

• General Requirement Courses
• Specialized Courses and Seminars for the chosen concentration
• Preliminary Examinations (end of second year)
• Dissertation Proposal (end of second year)
• Dissertation Defense (expected by the end of the fourth year)

The General Requirement Courses give students an overview of the different fields of business administration.

The specialized courses and seminars in the concentrations focus on methodological issues and advanced research tools in the specific fields. They also examine theoretical developments in each field.

Success in the Preliminary Examinations in the chosen field is rewarded by a MS. It is a prerequisite to enter the candidacy and dissertation phases. These phases start with the Dissertation Proposal. Finally, the Dissertation Defense takes place following authorization by the Dean of the PhD Program after advices from two outside referees.

Dissertation Supervision

Doctoral students work with one ESSEC professor who guides and directs their research. They benefit from rigorous supervision, the support of a dissertation committee, a diversified and international faculty, contacts with professors from European and North American universities, library research facilities and first-rate computer services. In addition, PhD students in the dissertation preparation stage are required to submit regular reports in the «Student Research Seminar» twice a year.

Dissertation Defense

The dissertation defense takes place when the dissertation advisor informs the Dean of the PhD Program that the objective of the research work has been achieved. The dissertation advisor, with student approval, suggests the members for the panel of examiners. Time of the dissertation defense is posted publicly and members of the public can attend. After this public examination, the panel recommends whether or not the PhD Degree should be awarded.

The Degrees

The degrees awarded are the “MS in Business Administration Research” and the “PhD in Business Administration at ESSEC Business School”.

Students who wish to register to the joint doctoral school with UCP (University of Cergy-Pontoise) can also receive a “Doctorat en Sciences de Gestion de l’ESSEC Business School” or a “Doctorat en Sciences Economiques de l’université de Cergy-Pontoise”.

Students who wish to register to the joint doctoral program with IAE of Aix en Provence can also receive a “Doctorat en Sciences de Gestion de l’Université d’Aix-Marseille”.
Six Concentrations

Accounting and Auditing
In this concentration, students can specialize in one of the following subfields:
- Empirical Financial Accounting
- International Financial Reporting
- Auditing
- Financial Statement Analysis
- Organizational and Social Aspects of Accounting

Economics
In this concentration, students can specialize in one of the following subfields:
- Industrial Organization
- International Economics (micro or macro)
- Public Economics

Finance
In this concentration, students can specialize in one of the following subfields:
- Asset pricing and investments
- Corporate Finance
- Financial Econometrics
- Market Microstructure
- Risk Management

Management
In this concentration, students can specialize in one of the following subfields:
- Strategy
- Organizational Behavior
- Human Resources Management
- Management Control
- Management Information Systems

Marketing
In this concentration, students can specialize in one of the following subfields:
- Behavioral track
- Modeling track

Operations Management and Decision Sciences
In this concentration, students can specialize in one of the following subfields:
- Risk and Data Analysis
- Operations Research
- Operations Management

“What I found throughout my time in the ESSEC PhD program is that the program does not only have a high-quality platform for intellectual development, but also - and perhaps even more so - an opportunity for personal maturity. The faculty at ESSEC is well-reputed and find themselves in networks of other top scholars around the world, which currently allows me to conduct my research in different countries at different institutions. This experience helps me develop the skills necessary to finish a long-term research project and it is those skills that I can now use to enrich my daily personal life too.”

Wim van Lent, 4th Year PhD in Management
General Requirement Courses and Seminars*

These courses/seminars give an interdisciplinary perspective on the business administration field. They allow students to cover a broad range of epistemologies and research methodologies, providing them with the main tools common to all business research disciplines. All students must take and pass examinations in the subjects covered by these courses/seminars.

From the end of August to the end of September of year 1, students must follow five intensive courses (10 ECTS) in:
• Finance
• Marketing
• Accounting and Control
• Strategic Management
• Information Systems

(Students demonstrating a good background in these fields may be exempted from some of these courses. Exemptions are granted only by the Dean of the PhD Program after recommendation by the course professor).

The first quarter of year 1 (9 ECTS):
• Microeconomics for Business Research
• Applied Statistics
• Sociological and Psychological Pillars of Management

The first quarter of year 2 (3 ECTS):
• Epistemology and Philosophy of Science

In addition to these courses/seminars, students must also attend:
• The Student Research Seminar (4 ECTS):
  - Year 1: only when their own field is concerned
  - Year 2: all sessions of their concentration + the sessions of the concentration of their choice and present once
  - Year 3 and 4: all sessions of their concentration and present once
• Professional Development Workshops (3 ECTS):
• Writing Skills Seminars:
  Students must also participate in Department Seminars (research presentations by ESSEC professors or by invited professors from the international academic world).

*For all concentrations.
Students in the Economics and Finance concentrations have special General Requirements courses.
The Accounting and Auditing

Basic Philosophy of the Accounting and Auditing concentration

The ESSEC PhD program in accounting and auditing is devoted to training doctoral candidates to conduct research at the highest level on questions dealing with the role of accounting and auditing. It is broadly based and offers interdisciplinary training in order to apply basic knowledge from various fields of business studies to address a variety of accounting and auditing issues.

Research in accounting and auditing attempts to address a large spectrum of questions including:
- the impact of accounting information of financial market participants and other users,
- the problems of information asymmetries among managers and users and the effects of managerial discretion,
- the structure of incentive and monitoring systems,
- the difficulties in reporting on increasingly complex financial transactions and instruments and their valuation effects,
- the convergence of national financial reporting systems towards an international standard of reference and its impact on capital markets,
- the role of auditing and the economic effects of regulation of accounting information.

Number of credits* of courses/seminars

*(ECTS: European Credit Transfer System)

<table>
<thead>
<tr>
<th>Course Component</th>
<th>ECTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Requirements</td>
<td>22 ECTS</td>
</tr>
<tr>
<td>Student Research and Professional Development Seminars</td>
<td>7 ECTS</td>
</tr>
<tr>
<td>Advanced courses and Seminars</td>
<td>22 ECTS</td>
</tr>
<tr>
<td>Advanced courses and seminars in accounting and auditing</td>
<td>14 ECTS</td>
</tr>
<tr>
<td>Total</td>
<td>65 ECTS</td>
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</table>

Courses and seminars cover three components

• General Requirements (see above)
• Advanced Courses and Seminars (see next page)
• Advanced Courses and Seminars in accounting and auditing (see next page)
Concentration

Advanced courses/Seminars

• Econometrics
• Decision Theory
• Game Theory
• Qualitative Research Methods in Management 1
• Corporate Finance
• Psychological and sociological Pillars of Management
• Quantitative Research Methods in Management 1
• Quantitative Research Methods in Management 2
• Qualitative Research Methods in Management 1
• Qualitative Research Methods in Management 2

Advanced courses/Seminars in accounting and auditing

• Accounting Theory
• Empirical Research in Financial Accounting
• Readings on contemporary accounting and auditing research

Elective courses

• Three electives to be taken among ESSEC PhD courses
The Economics Concentration

Basic Philosophy of the Economics concentration

The Economics concentration of the PhD Program provides doctoral students with a solid grounding in economic theory, as well as the analytical and statistical tools needed to conduct high-quality theoretical and empirical research.

The Program is conducted jointly with the University of Cergy-Pontoise (Paris), one of the leading French universities in Economics and Finance. Combining the faculties of both institutions is an important asset of the Program that allows for a wide range of courses/seminars as well as research facilities, varied experiences, and supervision for students*

The Program starts with preliminary courses (September of the first year), and a set of advanced courses/seminars during the first quarter of the first year. Students then choose a specialization and follow advanced courses/seminars specific to this specialization. At the beginning of the second year, students must also follow a number of General Requirement courses/seminars (two courses among the four interdisciplinary courses offered for all concentrations (besides Finance and Micro-Economics) in September and the first quarter of year 2, plus Epistemology and Philosophy of Sciences).

Students may specialize in three main areas: Industrial Organization, International Economics (with micro or macro emphasis), and Public Economics.

* Another asset of the program: PhD students will obtain a Master in Research awarded jointly by ESSEC Business School and the University of Cergy-Pontoise (UCP) after successful completion of the first year of studies in our PhD Program.

Number of credits* of courses/seminars

*(ECTS: European Credit Transfer System)

<table>
<thead>
<tr>
<th>Courses</th>
<th>ECTS</th>
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<tbody>
<tr>
<td>General Requirement plus Preliminary courses/seminars:</td>
<td>17 ECTS</td>
</tr>
<tr>
<td>Year 1 courses/seminars:</td>
<td>32 ECTS</td>
</tr>
<tr>
<td>Year 2 courses/seminars:</td>
<td>24 ECTS</td>
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<tr>
<td>Total</td>
<td>73 ECTS</td>
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</tbody>
</table>

Courses and seminars cover three components

- General Requirement Courses and Preliminary Course/Seminars
- Advanced Courses and Seminars
- Subfield Electives
Preliminary courses (September of year 1):
• Mathematics for Economics
• Introduction to Microeconomics

Advanced courses/seminars (first quarter of year 1):
• Advanced Microeconomics
• Advanced Macroeconomics
• Econometrics
• Macroeconomics
• Game Theory
• Applied Statistics

Advanced courses/seminars (year 1 and 2):
• Microeconometrics
• Time Series Analysis
• Research Seminar 1: Professor Seminar
• Research Seminar 2: Student Seminar
• Reading Seminar on Specialized Subjects

For each specialization, two compulsory courses:
Industrial Organization specialization:
• Industrial Organization
• Empirical Industrial Organization

International Economics (microeconomics or macroeconomics) specialization:
• International Finance
• International Trade

Public Economics specialization:
• Public Economics
• Labor Economics

For all students in the Economics concentration
The Finance Concentration

Basic philosophy of the Finance concentration

The PhD program in finance aims to train innovative scholars, able to produce top-quality research in finance. To achieve this objective, students need to develop deep understanding of contemporaneous finance and related fields, demonstrated through the successful completion of required courses and a comprehensive exam. Further, they need to show their skills in producing original research through a second-year paper and a dissertation.

Students are required to participate in the academic activities of the finance department (seminar, brownbag, conferences) and they will have the possibility to cooperate with the faculty both at the Paris and the Singapore campuses.

Number of credits* of courses/seminars

*(ECTS: European Credit Transfer System)

| General Requirement plus Preliminary courses/seminars: | 18 ECTS |
| Year 1 courses/seminars: | 27 ECTS |
| Year 2 courses/seminars: | 27 ECTS |
| Total | 72 ECTS |

“*I really like the flexibility of the program that allows me to tailor the curriculum so as to accommodate my background and research curiosity. On top of the well-designed courses, the Research Apprenticeship Modules and student workshops provide us with the opportunities to apply what we have learned and to work closely with our renowned faculty and the talented PhD fellows. I am glad to be a member of the ESSEC PhD community.*”

Zhongwei Huang, 2nd year PhD in Accounting and Auditing
Courses and seminars cover three components

• General Requirements
  Applied Statistics
  Macroeconomics
  Microeconomics

• Advanced Courses and Seminars – Year 1
  Asset Pricing 1
  Asset Pricing 2
  Introduction to Stochastic Processes
  Corporate Finance 1
  Empirical methods
  Microeconometrics
  Advanced Microeconomics
  Econometrics
  Introduction to Game theory

• Advanced Courses and Seminars – Year 2
  Asset Pricing 3
  Corporate Finance 2
  Time Series Analysis
  Microstructure of Financial Markets
  Research seminars of the Finance department: Professor seminars and Brownbags

• Electives - 3 among
  Quantitative Risk Management in Finance
  Behavioral Finance
  Corporate Finance and Governance
  Advanced Microeconomics
  Introduction to Decision Theory
The Management Concentration

Basic Philosophy of the Management concentration

The ESSEC PhD program in Management provides comprehensive coverage of an extremely broad range of human and strategic issues, relating them to major contemporary questions of sustainable organizational performance.

Grounded in the research traditions of the fundamental disciplines of Economics, Philosophy, Psychology and Sociology, the program proposes in-depth specialization in one of the following subfields: Organizational Theory and Behavior, Strategy, Human Resource Management, Information Systems, Management Control.

The PhD Program in Management provides an all-round education covering both methodological and theoretical debates – familiarity with the full range of qualitative and quantitative techniques is coupled with extensive analysis of the major intellectual paradigms in the social sciences.

Number of credits* of courses/seminars

*(ECTS: European Credit Transfer System)

<table>
<thead>
<tr>
<th>Course Type</th>
<th>Credits</th>
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<tbody>
<tr>
<td>General Requirement courses/</td>
<td>20</td>
</tr>
<tr>
<td>seminars</td>
<td>ECTS</td>
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<tr>
<td>Year 1 courses/seminars</td>
<td>27</td>
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<tr>
<td>Year 2 courses/seminars</td>
<td>23</td>
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<tr>
<td>Total</td>
<td>70</td>
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</table>

Courses and seminars cover three components

- General Requirement Courses and Seminars (see above)
- Advanced Courses and Seminars (see following page)
- Subfield Electives (see following page)
**Advanced courses/seminars**

*(for all students of the Management concentration)*

**Fundamentals of Management**
- Classics of the Social Sciences
- Classics of Administration and Management Theory
- Contemporary Management Theory

**Qualitative Research Methods in Management**
- Approaches
- Modes of Analysis and Techniques

**Quantitative Research Methods in Management**
- Methodology and Design
- Multivariate Analysis

**Econometrics**

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<tr>
<td>Information Systems</td>
<td>Modeling, designing, developing and evaluating IT applications. Knowledge management. Data warehousing and decision support. Information systems in the organizational context. Social studies of information system</td>
</tr>
</tbody>
</table>
The Marketing Concentration

Basic Philosophy of the Marketing concentration

The ESSEC PhD Program in Marketing is devoted to preparing doctoral students to generate new knowledge through rigorous and high-impact research, and to training them to teach and perform research at a high level. The program offers two specializations: behavioral (focusing on consumer behavior) and modeling (focusing on quantitative models). Students interested in experimental research have access to the ESSEC Experimental Research Lab.

The program provides PhD students with the necessary tools, concepts and theories to conduct top-quality research in Marketing. This knowledge can be gained by taking the courses and seminars offered by the Marketing department but also by other departments. For example, a student under a behavioral track can also attend seminars in Management; a student under a modelling track can participate in seminars, for example, in Optimization or Advanced Econometrics.

With the reading seminars designed to fit students’ needs, the Marketing program is also tailored to the specific interests of doctoral students. The objective is to have the students become a part of a collegial group in Marketing, with interaction and intellectual exchanges with the faculty. The aim of this is to enhance communication skills, and stimulate creative and rigorous thinking, all of which are very useful for research and teaching purposes.

Number of credits* of courses/seminars

*(ECTS: European Credit Transfer System)

<table>
<thead>
<tr>
<th>Courses and seminars cover three components</th>
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<tbody>
<tr>
<td>General Requirement courses/seminars: 20 ECTS</td>
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<tr>
<td>Year 1 courses/seminars: 31 ECTS</td>
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<tr>
<td>Year 2 courses/seminars: 25 ECTS</td>
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<td>Total: 76 ECTS</td>
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<tr>
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<tr>
<td>• General Requirement Courses and Seminars (see above)</td>
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<td>• Advanced Courses and Seminars (see following page)</td>
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<tr>
<td>• Subfield Electives (see following page)</td>
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</table>
Advanced courses/ seminars
(for all students of the Marketing concentration)

- Fundamentals of Marketing Research
- Consumer Behavior
- Qualitative Research Methods in Marketing
- Multivariate Statistics in Marketing
- Structural Equation Modeling 1
- Structural Equation Modeling 2: Applications in Marketing
- Experimental Methods
- Reading Seminar in Marketing 1
- Reading Seminar in Marketing 2
- Econometrics
- Marketing Models 1
- Marketing Models 2

Electives
(4 to be taken over the two-year period)

Modeling track:
- Stochastic Processes
- Optimization Methods
- Game Theory and Decision Theory
- Dynamic Methods in Economics and Management
- Technology and Innovation Management
- Bayesian Statistics
- Forecasting

Behavioral track:
- Disciplinary Foundations of Management 1
- Disciplinary Foundations of Management 2
- Game Theory and Decision Theory
- Survey Design
- Technology and Innovation Management

“It has been a pleasure studying in a school with a very dynamic research environment, highly accessible senior faculty and a culture of sharing and collaboration. I think ESSEC is aiming very high in academic rigour and research output and does a lot to facilitate achieving those objectives for the PhD student. It has been four very inspiring and rewarding years.”

Afshin Mehrpouya, Assistant Professor, HEC Paris PhD in Management
The Operations Management Concentration

Basic Philosophy of the Operations Management and Decision Sciences concentration

In our increasingly complex economic environment, the amount of data involved in decision-making is constantly growing. Consequently, managers often need decision tools to optimize their choice within the boundaries of all operational constraints. The PhD Program concentration in Operations Management and Decision Sciences is intended for scholars interested in academic or decision-making careers requiring advanced knowledge in Operations Management and complex tools in Decision Sciences. Courses are oriented for future researchers in the field of quantitative methods for management willing to develop abilities and expertise in the use of Operations Management and Decision Sciences concepts. Specializations at the dissertation stage are possible in Risk and Data Analysis, Operations Research and Operations Management. Students can benefit from support from the Supply Chain Management Observatory, the Chair in Risk Management, the Chair in Innovation and Sourcing in Services, and the Chair in Managerial Decision.

Number of credits* of courses/seminars

*(ECTS: European Credit Transfer System)

<table>
<thead>
<tr>
<th>Courses and seminars</th>
<th>Credits</th>
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<tbody>
<tr>
<td>General Requirement courses/seminars:</td>
<td>24 ECTS</td>
</tr>
<tr>
<td>Year 1 courses/seminars:</td>
<td>30 ECTS</td>
</tr>
<tr>
<td>Year 2 courses/seminars:</td>
<td>18 ECTS</td>
</tr>
<tr>
<td>Total</td>
<td>72 ECTS</td>
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</table>

Courses and seminars cover two components

- General Requirement Courses and Seminars (see above)
- Advanced Courses and Seminars (see below)
and Decision Sciences

OMD FIELDS

Risk and Data Analysis
• Applied Statistics
• Introduction to Stochastic Processes
• Quantitative Research Methods I & II
• Forecasting
• Econometrics
• Simulation
• Risk Analysis and Management
• Programming Languages

Operations Research
• Introduction to Optimization Methods
• Optimal Planning and Scheduling
• Introduction to Decision Theory
• Introduction to Game Theory
• Advanced Topics in Decision Theory
• Discrete-Time Dynamic Games
• Operations Modeling with Markov Processes

Operations Management
• Technology Management
• New Product Development
• Research Issues in Operations Management
• Purchasing and Procurement Management
• Manufacturing Policy
• Supply Chain Management
• Revenue Management
• Dynamic Methods in Management Science
Fostering openness to the international environment, both academic and economic, is an important objective of our PhD Students. They meet other students from other institutions, as well as professors from a variety of international backgrounds, either directly or through specialized academic colloquia or conferences, during which they regularly present their research, in order to become familiar with in vivo work currently being done by the scientific community.

Following are examples of presentations by students of their research in specialized academic colloquia or conferences organized worldwide, in 2014:

<table>
<thead>
<tr>
<th>Date</th>
<th>Name</th>
<th>Location</th>
<th>Conference</th>
</tr>
</thead>
</table>
| 25-29 August 2014 | CHOI EL KALLAB | Dong Ook Tania             | 68th European Meeting of the Econometric Society (ESEM) - Toulouse School of Economics
| 7-10 August 2014   | GAUR         | Aakanksha                  | AIS 2014 Americas Conference on Information Systems (AMCIS)                 |
| 1-6 August 2013    | HUANG HODENOVAN | Zhongwei Ruscandra        | American Accounting Association Annual Meeting 2014                         |
| 1-5 August 2014    | AHMADSIMAB SHIN | Alireza Hyemi             | AOM (Academy Of Management) Annual Meeting 2014                             |
| 1-3 August 2014    | MULLICK PONOMAROVA | Shantanu Yara          | AMA 2014 Summer Marketing Educators Conference                             |
| 18-20 July 2014   | COLICEV       | Anatoli                   | Global Marketing Conference (GMC)                                           |
| 14-15 July 2014   | HUANG         | Zhongwei                  | 2014 MIT Asia Conference in Accounting                                      |
| 13-18 July 2014   | DENOYEL       | Victoire                  | EURO IFORS                                                                 |
| 9-13 July 2014    | EL KALLAB LAMBERT | Tania Damien            | 2014 SASE Annual Conference Theme                                           |
| 6-9 July 2014     | SOPT LAMBERT  | Joanne Damien             | CPA (Critical Perspectives on Accounting)                                  |
| 13-5 July 2014    | AHMADSIMAB MOUSAVI BAYGI ETCHANICH KERVELLIANT LIGONIE | Alireza Reza Helen Marie Marion | EGOS (European Group of Organizational Studies) 2014 Annual Conference |
| 2-3 July 2014     | SOPT          | Joanne                    | 2014 CSEAR NA (North American Congress on Social and Environmental accounting Reserach) |
| 26-29 June 2014   | MULLICK       | Shantanu                  | AMA SHETH Doctoral Consortium 2014                                        |
| 25-28 June 2013   | PEIA ROMELLI PENASSE | Oana Davide Julien     | EFMA European Financial Management Association                               |
| 10-15 June 2014   | PONOMAROVA    | Yana                      | 2014 INFORMS Marketing Science Conference                                  |
| 9-13 June 2014    | LAMBERT       | Damien                    | SSERM 2014-QCA                                                             |
| 9-10 June 2014    | ROMELLI       | Davide                    | INFINITI Conference on International Finance                                |
| 30 May - 1 June 2014 | TAN          | Chee Meng                 | Canadian Economic Association Annual Meeting                                 |
| 29 May - 1 June 2014 | JIANG        | Like                      | CAAA (Canadian Academic Accounting Association) 2014 Conference              |
| 29-31 May 2014    | ROMELLI       | Davide                    | 18th International Conference on Macroeconomic Analysis and International Finance |
| 29-31 May 2014    | EL KALLAB    | Tania                     | 59th Annual Economic and Business History Society Conference                |
| 26-28 May 2014    | LIGONIE       | Marion                    | AFC Annual Congress                                                        |
| 26 May 2014       | MORAES        | Melissa                   | Explore Proactive Behavior Symposium - University of Amsterdam              |
Publications by
ESSEC PhD Students

Amir H. Ansaripoor

Diane-Laure Arjalies


Guy Assaker

Lisa Baudot

Adrian Borbély

Dong Ook Choi

Imran Chowdhury

Pietro De Giovanni

Hae-Jung Hong

Farah Kodeih

Romain Legrand

Anne-Flore Maman

Julien Malaurie


Kashif Mehmood

Rucsandra Moldovan

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Enter a network of excellence

An international faculty

The Faculty is composed of 138 full-time professors (graduates of the world’s top universities), 30 guest professors from prestigious universities and the participation of internationally renowned experts and professionals. 35 countries are represented among the Faculty, with 42% of the teaching staff hailing from abroad.

42,000 Alumni around the world

The ESSEC Alumni Association currently gathers a community of 42,000 graduates, with over 5 Alumni chapters located worldwide. As well as giving career advice to ESSEC graduates, the ESSEC Alumni Association offers a wide range of services and organizes special events, in order to develop the ESSEC network and image. It is constantly promoting dialogue and networking among graduates, current students and companies in all business sectors. The association offers an Internet portal and an exclusive directory, and organizes events throughout the year all over the world.

“The PhD program at ESSEC is both a challenging and exciting prospect. As an aspiring scholar, I have gained a unique perspective on business through rigorous coursework and close research collaboration with renowned faculty.”
Alina Ferecatu, 3rd year PhD in Marketing
ESSEC Research

Cutting-edge research is at the cornerstone of ESSEC’s international reputation as a leader in knowledge creation and teaching distinction. With a strategic vision of excellence and international focus, the research community at ESSEC responds to the complex needs of an increasingly global environment and acts as a catalyst for profound reflection in key areas of business administration and economics.

The strong economic dynamics of the Asian region raises new managerial challenges for companies based in Asia and the rest of the world. Through academic research, faculty provide new concepts and generate new ideas with the aim of improving the quality of company decision making in the Asian context, grounding their analyses in a long lived tradition of excellence in research with European roots.

ESSEC’s researchers consistently receive international acclaim and their works are referenced all over the world. Faculty regularly contribute articles to leading academic journals, publish books in a wide array of research areas, and participate in conferences within the wider research community, in top international research institutions across the globe.

Faculty based in Singapore actively contribute to enhancing the school’s expertise, ensuring that programmes offer the latest management and business knowledge, and cultivating the research reputation of the school in the region. As faculty engage increasingly in Asia-focused research initiatives, the Singapore campus is flourishing as an epicentre of knowledge creation and diffusion in a rapidly emerging region.

ESSEC in Singapore

The Gateway to Asia

Via its Singapore campus, ESSEC Business School has emerged as a pioneer in Asian-focused research projects in six key areas:

1. Research and Education on Negotiation in Asia (ESSEC IRENE ASIA)
2. Asian Luxury Brands
3. Urban Management
4. Ethics and Biotechnologies
5. Innovation in the Service Industries
6. Risk Management and Sustainable Development
Admission Requirements and how to apply

Candidates need to possess the ability to engage in high-quality research and show a real vocation for teaching. They must also demonstrate a solid educational background.

Applicants should have an outstanding (four-year) Bachelor’s degree (BA, BSc or equivalent) or higher qualification (a Master’s degree would be an asset). French students can apply with four or more years of post-secondary studies (“Bac+4”). European students with a Master’s in Research (MRes) are also welcome to apply – successful applicants would gain exemption from certain courses/seminars and depending on their background, would follow a sequence of courses/seminars covering approximately one year instead of two.

The program is open to top students from Business and Economics schools, but also from fields such as Engineering, Hard Sciences, Psychology, Sociology, Philosophy, etc.

Application Procedure

The application materials include:

- The application form indicating university degrees and grades.
- Three letters of recommendation from faculty or research scholars.
- GMAT (Graduate Management Admission Test) or GRE (Graduate Record Examination) scores. These tests are administered by the ETS (Educational Testing Services, Princeton, USA) and can be taken at various places around the world. The ETS code center for the ESSEC PhD Program is X 6R-91-50 (GMAT) and 0839 (GRE). Information about GMAT and GRE can be found on www.gmat.com and www.gre.com

- As the program is in English, applicants whose native language is not english are required to take the TOEFL (Test of English as a Foreign Language). The TOEFL code for the PhD program is 0045. Information about TOEFL can be found on www.toefl.com

- Application on line: www.essec.edu/phd
- Application fees: none.

Deadline

Applicants should normally apply before:
1st session: January 15
2nd session: May 15

Tuition Fees

The tuition fees for the PhD program amount to 10,000 euros per year the first two years. For students from the European Union, reduced tuition fees of 5,000 euros per year apply. After the first two years, tuition fees for students in residence amount to 2,400 euros per year; an exceptional waiver of half this amount applies for periods of non-residence.

Financial Aid

Doctoral students may be eligible for financial aid according to need and merit:

- Tuition fees waiver.
- Tuition fees waiver with a living allowance (currently 16,200 euros for a full year of study). These financial aids are available during the four years of study. They are conditional upon students’ progress and performance, and are reviewed annually.
- External aid (e.g. French Government scholarships for foreigners, foreign government scholarships, CIFRE agreements).
- Bank loans.
“What I both enjoy and sometimes find challenging about the ESSEC PhD Program is the strongest individual maturity, self-enhancement and self-motivation that it requires at every point of time. But it is these high professional and personal standards that create such a strong idea-valuing community that makes it a great privilege and honour to grow, unfold, collaborate within it and be directed and challenged by its members.”

Yana Ponomarova, 3rd Year PhD in Operations Management and Decision Sciences
ESSEC established its original campus in this student haven in 1973. Set in a vast green space covering 2,000 hectares, the campus features the very best teaching tools: auditoriums equipped with facilities, libraries rooted in the digital era, language labs, etc. It is also a convivial site with places to eat, student residences, sports facilities, practical services, and more.

Welcome to ESSEC Business School's original campus located only 35 minutes away from Paris.

At the heart of Europe’s leading business district, this ESSEC campus is adapted to the time constraints and targeted needs of working managers.

The Cergy-Pontoise Campus

This campus, housed in the well-known CNIT building, is specifically dedicated to our executive education programs. Thanks to its strategic location, spaces for group work, connectivity, areas for relaxing, reading and getting together, it offers the perfect conditions for educating managers and executives.

The Paris-La Défense Campus

Singapore has always been in the vanguard of Asian development and continues to attract multinationals from all over the world. Since 2005, ESSEC’s third campus has been ushering its students into the heart of a major economic, commercial and financial crossroads, offering an ideal platform for understanding the forces, complexity, diversity and challenges of a key region in the 21st century. In January 2015, ESSEC will move into their new 6,500 m² campus.

The Singapore Campus