Sustainable Growth Through Strategic Innovation

PhD Program
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With a pioneering curriculum and exceptional faculty and students, The Paul Merage School of Business at UC Irvine is internationally recognized and acclaimed for its research and doctoral program. The School’s world-class faculty has been recognized among the top 20 globally by the Financial Times and in the top 5 in the United States by BusinessWeek. Our progressive curriculum and highly acclaimed faculty attract top doctoral students from around the world. These students benefit from a rich, challenging learning environment in a highly creative atmosphere.

The result is that some of the world’s leading universities look to Merage to recruit the next generation of their faculty. Recent graduates of our doctoral program are now faculty members at such top schools as the Fuqua School of Business at Duke University, The University of Michigan, The Eller School at the University of Arizona, and Hong Kong University of Science and Technology.

Merage prides itself on creating new frontiers in research that lead to a broader understanding of business and society. We invite you to join us on our exciting path of discovery.

The Merage Difference. We See the Big Picture.

The Merage PhD

The Merage doctoral program is highly individualized. This approach allows for a full understanding of the complex business issues that extend beyond the confines of a particular discipline, and prepares doctoral students for teaching and scholarly positions in academic institutions. Candidates are expected to work closely with Merage faculty members and, when appropriate, with faculty from other academic units on campus. Teaching opportunities exist for students to gain management education experience. Admission is highly competitive, and only full-time study is allowed.

Areas of doctoral concentration closely parallel the strengths of the Merage School faculty members. These concentrations include: Accounting, Finance, Information Systems, Marketing, Operations & Decision Technologies, Organization & Management, and Strategy. The doctoral program is divided into two phases: Qualification and Dissertation.

QUALIFICATION PHASE

The Qualification Phase provides students with a foundational knowledge in their area of specialization, the discipline of management, and methodological tools. During this phase, the focus is mostly on coursework necessary to conduct original research and scholarship. This includes:

- Research, theory, and key issues in the major subfields
- Appreciation of critical analytic abilities
- Advanced research methods

The Merage doctoral program curriculum is based on a flexible pedagogical system that allows students to select from two menus of courses – one for research methods and one for theoretical breadth courses. To advance beyond the Qualification Phase, students must complete all required coursework, a written preliminary examination, and a formal oral qualifying examination. The normative duration of this phase is nine academic quarters, or three calendar years.

DISSERTATION PHASE

The Dissertation Phase requires the completion of a significant original research project and a thesis that demonstrates the candidate’s creative research capabilities. Upon approval of the dissertation and final examination (dissertation defense), the candidate’s doctoral committee recommends the conferral of the PhD degree. The Dissertation Phase is expected to take 12 to 18 months, and the entire doctoral program is expected to take four to five years.

Andrew J. Policano
Dean

The Paul Merage School of Business is consistently ranked among the top universities worldwide.

NATIONALLY RANKED PROGRAMS:
- 11th in the U.S. for Executive MBA Programs, Financial Times (2007)

HIGHLY RECOGNIZED FACULTY:
- 3rd in the U.S. for Faculty Research Contribution (when adjusted for faculty size), University of Texas Study (2004)
- 18th in the world for Faculty Research, Financial Times (2007)
- 2nd in the world for Percentage of Female Faculty, Financial Times (2007)
Areas of Concentration

ACCOUNTING

The Accounting PhD program is distinguished by the individual attention and high-level training devoted to each student by our faculty. The program’s emphasis on research skills has produced outstanding results on issues of importance to the accounting and business community published in leading academic journals and presented at leading conferences. Another hallmark of our program is the interaction among accounting faculty and students across related fields such as finance, information systems, operations, and strategy. Study topics have included: the influence of accounting information on the capital markets and behavior of firm decision-makers; the impact of government regulations (e.g., the Sarbanes-Oxley Act) on firm valuation and audit practice; and the role of incentive contracts on manager, firm performance, and corporate governance.

RECENT DISCIPLINARY STUDIES

Recent Student Publications

David Hirshleifer, Avanidhar Subrahmanyam, and Sheridan Titman, “Feedback and the

Kerry Vandell, Ruslan Koesman, and James D. Shilling, “How Tax Credits have

Ashley Wang, Michael Brennan, and Yihong Xia, “Estimation and Test of A Simple Model

Philippe Jorion, Charles Shi, and Zhu Liu [PhD 2006], “Informational Effects on Regulation

Siew Hong Teoh, David Hirshleifer, Ming Dong, and Scott Richardson, “Does Investor

Joanna Ho, Pam Kejtyka [PhD 1999], and Robin L. Keller, “How Information Ambiguity

Sanjian Zhang [PhD 2006], Philippe Jorion, and Charles Shi, “Tightening Credit

Lu Zheng, Laura Stark, and Li Yong, “Tax Loss Selling and the January Effect: Evidence

Christo Karuna, “Industry Product-Market Competition and Managerial Incentives”

Students:


FINANCE

The Finance PhD program allows candidates to engage in research on a breadth of finance topics, including corporate and institutional finance, investment theory, derivatives, financial risk management, executive compensation, and capital markets. Specific study areas in corporate finance focus on how securities are issued, what motivates firms to choose debt or equity and the initial public offerings process. The study of institutional aspects of finance covers the banking and financial services industries and how credit decisions are made and risks are managed within these organizations. Investment theory study looks at how to optimally accumulate wealth by choosing portfolios of assets or derivatives whose payouts are related in complex ways to their underlying assets.

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Students:


INFORMATION SYSTEMS

The Information Systems PhD program concentrates on learning and contributing to our understanding of the complex interplay between information technology (IT), organizations, and markets. There is a particular focus on the role of IT in creating a competitive advantage for firms, in improving operations and effectively managing IT assets and capabilities. Researchers from a variety of disciplines support their research under the auspices of the Center for Research on Information Technology and Organizations (CRITO). This is a multidisciplinary research center and a rare recipient of sponsorship by the National Science Foundation.

RECENT DISCIPLINARY STUDIES

Faculty:


Students:


MARKETING

The Marketing PhD program focuses on studying the foundations and most recent advances in marketing theory and their application in today’s dynamic business world. Faculty and student research areas range widely, including such topics as the emerging role of electronic commerce, the impact of advertising on social issues, the econom- ric models of consumer behavior, high-tech distribution systems, advertising’s effects on employees, marketing in multilingual communities and the global marketplace.

RECENT DISCIPLINARY STUDIES

Faculty:

- The American Marketing Association William O’Dell Award for the article published in the Journal of Marketing Research.

Students:

- Co-Winner, Association for Consumer Research- Sheth Foundation (ACR-Sheth), 2006.
OPERATIONS & DECISION TECHNOLOGIES

The Operations & Decision Technologies PhD program is designed to provide students with the foundations of management science and operations management. It is directed to those primarily interested in a career of research, teaching, or high-level technical work in universities and private industry. The program is highly individualized and allows students to pursue their specific areas of interest. Examples of the disciplines studied include supply chain management, mathematical programming, decision analysis, network design and analysis, stochastic processes, queuing systems, inventory control systems, automated manufacturing systems, design and control of production systems, and quality management.

RECENT DISCIPLINARY STUDIES

**Faculty:**

**Students:**
- IMBS Summer Fellowship 2006, 2007
- ROBIN KELLER
  Professor, Operations & Decision Technologies

**The doctoral student-faculty advisor research team that begins at the Menge School forms the basis for lifelong collaborations and friendships. I am currently working on projects with former students who are spread out from Beijing to Boston to Orange County.”**

**CHRISTINE BECKMAN**
Associate Professor, Organization & Strategy

**The Organization and Management PhD generally follows a ‘mentor’ model where students work closely with faculty on research projects and often branch out while developing their dissertation. The program has a long tradition of cultivating scholars who now lead the field at places like MIT and Carnegie Mellon.”**

**ORGANIZATION & MANAGEMENT**

The Organization Management PhD offers broad exposure to theory and research on organizational behavior and theory. Organizational behavior includes topics such as cross-cultural management, power and influence, negotiation process, team and interpersonal processes, innovation, trust, organizational commitment, incentives, and leadership. Organization theory addresses contemporary theories such as community and population ecology, institutional theory, organizational learning and decision making.

**RECENT DISCIPLINARY STUDIES**

**Faculty:**
- Western Academy of Management, Ascendent Scholars 2006
- IMBS Summer Fellowship 2006, 2007
- Principal Investigator on E.M. Kauffman Foundation Research Grant, 2006-2007
- American Dissertation Fellowship (AAUW), 2007-2008
- American Dissertation Fellowship (AAUW), 2007-2008
- Technology and Innovation Management Distinguished Scholar Award, 2006-2007
- INFORMS Case Competition Finalist, 2006
- Research Grant, 2006-2007
- American Dissertation Fellowship (AAUW), 2007-2008

**Students:**
- American Dissertation Fellowship (AAUW), 2007-2008

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STRATEGY
The Strategy PhD program develops scholars who study the factors that drive firms’ fundamental strategic choices, and the way such choices influence firm performance. Within this broad framework, students develop their own areas of interest. Prior faculty and student work has included risk-taking, management of strategic innovation processes, strategy formation and implementation, behavioral understandings of competition, global strategy, and entrepreneurial strategy. The program embraces a wide variety of methodological approaches but shares an emphasis on rigorous scholarship directed at understanding the processes that cause important strategic outcomes.

RECENT DISCIPLINARY STUDIES

Faculty:

Students:

Cutting-edge research conducted by the Merage faculty has been nationally acclaimed. Recently we were ranked 5th in the nation for faculty strength by *BusinessWeek* (2002) and 18th in the world for faculty research by the *Financial Times* (2007). Our faculty was also ranked 21st among American business schools for international diversity and 2nd in the world for percentage of female faculty, according to the *Financial Times MBA Rankings* (2007).

Merage faculty frequently act as consultants for businesses across the globe. They serve as officers of national and international associations and boards, and they are sought after as expert sources by corporations, government agencies, and the media, such as:

- NBC Nightly News
- CNN
- KNX 1070 News Radio
- BusinessWeek
- USA Today
- The Washington Post
- The Boston Globe
- Orange County Register
- Orange County Business Journal
- San Francisco Chronicle
- Los Angeles Times
- Bloomberg
- KFI 640 AM
- National Public Radio (NPR)
- The Wall Street Journal
- Financial Times
- The Economist
- The New York Times

Merage PhD students have the opportunity to learn from a team of these prominent professors and to benefit from their research, consulting, and teaching experience.

"The strategy program at the Merage School helps students develop into top-notch scholars in strategic management. We offer students a chance for close collaboration with excellent faculty, a diversity of faculty research interests, and access to excellent intellectual and business communities."

PHILIP BRIMILEY
Professor, Organization & Strategy
MERAGE FACULTY – list of professors, research area, and highest degree achieved (all have obtained PhDs):

Andrew Policano, Dean and Professor, Economics, PhD, Brown University

Dennis Aigner, Professor Emeritus, Economics, PhD, University of California, Berkeley

Christine Beckman, Associate Professor, Organization & Management, PhD, Stanford University

Kristin J. Behtfar, Assistant Professor, Organization & Management, PhD, Cornell University

David Blake, Professor, Organization & Strategy, PhD, Rutgers University

Philip Bromiley, Professor, Strategy, PhD, Carnegie-Mellon University

Christopher Carpenter, Assistant Professor, Health Care, PhD, University of California, Berkeley

Naif-fu Chen, Professor, Finance, PhD, University of California, Berkeley and Los Angeles

Vidyand Choudhary, Assistant Professor, Information Systems, PhD, Purdue University

Imran Currin, Professor, Marketing, PhD, Stanford University

Sanjeev Dewan, Associate Professor, Information Systems, PhD, University of Rochester

Paul Feldstein, Professor, Health Care, PhD, University of Chicago

David Fitoussi, Assistant Professor, Information Systems, PhD, Massachusetts Institute of Technology

Cristina Gibson, Professor, Organization & Management, PhD, University of California, Irvine

Mary Gilly, Professor, Marketing, PhD, University of Houston

Yan Gong, Assistant Professor, Strategy, PhD University of Wisconsin

John Graham, Professor, Marketing, PhD, University of California, Berkeley

Vijay Gurbaxani, Professor, Information Systems, PhD, University of Rochester

David Hirshleifer, Professor, Finance, PhD, University of Chicago

Joanna Ho, Professor, Accounting, PhD, University of Texas at Austin

Thomas Jefferson, Visiting Professor, Operations & Decision Technologies, PhD, Northwestern University

Philippe Jorion, Professor, Finance, PhD, University of Chicago

Christo Karunanathan, Assistant Professor, Accounting, PhD, University of Michigan

Robin Keller, Professor, Operations & Decision Technologies, PhD, University of California, Los Angeles

Kenneth Kraemer, Professor Emeritus, Information Systems, PhD, University of Southern California

Lorraine Lau-Gesk, Assistant Professor, Marketing, PhD, University of California, Los Angeles

Newton Magilu, Professor Emeritus, Organization & Management, PhD, University of Southern California

Richard McKenzie, Professor, Economics, PhD, Virginia Polytechnic Institute and State University

Peter Navarro, Professor, Business & Government, PhD, Harvard

David Obstfeld, Assistant Professor, Strategy, PhD, University of Michigan

Jone L. Pearce, Professor, Organization & Management, PhD, Yale University

Cornelia (Connie) Pechmann, Professor, Marketing, PhD, Vanderbilt University

Morton Pincus, Professor, Accounting, PhD, Washington University (St. Louis)

Lyman Porter, Professor Emeritus, Organization & Management, PhD, Yale University

Claudia (Kaye) Schoonhoven, Professor, Organization & Management, PhD, Stanford University

Carlton Scott, Professor, Operations & Decision Technologies, PhD, University of New South Wales (Australia)

Charles Shih, Assistant Professor, Accounting, PhD, University of Minnesota

Kut (Rick) So, Professor, Operations & Decision Technologies, PhD, Stanford University

Zheng Sun, Assistant Professor, Finance, PhD, New York University

Siew Hong Teoh, Professor, Accounting, PhD, University of Chicago

Margarette Wiersema, Associate Professor, Finance, PhD, University of California, Los Angeles

Alladi Venkatatesh, Professor, Marketing, PhD, Syracuse University

Wenqing (Ashley) Wang, Assistant Professor, Finance, PhD, University of California, Los Angeles

Lu Zheng, Associate Professor, Finance, PhD, Yale University

Fuqiang Zhang, Assistant Professor, Operations & Decision Technologies, PhD, University of Pennsylvania

Kerry D. Vandell, Professor, Real Estate, PhD, Massachusetts Institute of Technology
Learning Outside The Classroom

COLLOQUIA - "THE SHARING OF NEW IDEAS"
The Research Colloquium provides a forum for interaction among faculty, students, and visitors interested in new ideas and applications to the fields of business and management. The colloquium includes presentations by faculty from UC Irvine and other universities and research institutes. Highly regarded professors have spoken on our campus, including:

Professor John Deloght, Marketing, Harvard Business School
Avanidhar (Subra) Subrahmanyam Goldyne & Irwin Hearsh, Finance, UCLA Anderson School of Management
Professor Simon Gervais, Finance, Duke University Fuqua School of Business
Professor Edward Lawler, Organization & Management, USC Marshall School of Business
Professor Linda R. Cohen, Economics, University of California, Irvine
Professor Kenneth C. Wilbur, Marketing, USC Marshall School of Business
Professor Brett Tueeman, Accounting, UCLA Anderson School of Management
Professor Kevin Milligan, Economics/Public Policy, University of British Columbia
Professor Dean Tjosvold, Organization & Management, Lingnan University, Hong Kong

PHD “BROWN BAG” SERIES PRESENTATIONS
The PhD “Brown Bag” presentations offer an opportunity for our doctoral students and faculty to exchange ideas on current issues and developments in their area of specialization. Recent topics and discussions have included:

- “Connecting with Consumers via Emotional Ad Appeals: The Influence of Motivation, Purity of Emotion, and Ad Layout” – Loraone Lau-Geskin and Joan Meyers-Levy
- “The Fun Element in Product Experiences: The Case of Young Adults’ Engagement with Video Games” – Sayantani Mukherjee
- “Strategic Customer Behavior, Commitment, and Supply Chain Performance” – Fuqiang Zhang
- “Shaping Up For Performance Impacts of Information Technology: The Role of Corporate Governance” – Joanne Ho
- “Preference Functions for Decisions with Geographically-Varying Attributes” – Robin L. Keller
- “The Team Negotiation Challenge: An Inductive Study of Negotiating Teams Rationally” – Kristin Behfar
- “From Scout Leader to Business Leader: How Participation in Multiple Roles Shapes Behavior at Work” – Taryn Stanko
- “Founding the Future: The Evolution of Teams from Founding to IPO” – Christine Beckman

THE MERAGE CENTERS OF EXCELLENCE
The Merage Centers of Excellence provide numerous opportunities for PhD students to collaborate, work, and learn from business leaders and entrepreneurs.

The Don Beall Center for Innovation and Entrepreneurship fosters a connection among researchers, visionaries, business leaders, and venture capitalists. You can become involved in one of the many exciting programs offered through the Center, and enhance your own entrepreneurial tendencies. Programs offered through the Center include the annual Business Plan Competition, a venture-capital investment competition, an entrepreneurial skills workshop series, a breakfast speaker series, and one-on-one consulting.

The Center for Global Leadership and Team Development enables you to enhance your business and leadership skills. Through a variety of programs, the Center allows you to develop personal and managerial skills, to work directly with an executive mentor, and to learn valuable lessons in leadership and ethics. One of the most notable programs offered by the Center is the Distinguished Speaker Series, which brings prominent Cleveld speakers to campus. Recent speakers have included the president of the Disneyland Resort and the CEOs of Mattel, Allergan, Ingram Micro, and Volvo Cars of North America.

The Center for Real Estate serves as a forum to discuss and solve current and future real estate industry issues. It is the only one of its kind in southern California and is fully incorpo- rated within the business school. Programs offered through the Center include a breakfast speaker series and an annual lifetime achievement award gala. Courses are offered through the School in real estate finance, capital markets, and development.

The Center for Health Care Management and Policy communicates important health care issues from financial, marketing, organizational, technological, legal, and economic perspectives. If your career has a health care focus, you will benefit from our lengthy record of innovation and discovery in the health care industry. Programs offered through the Center include an annual Health Care Forecast Conference and a health care industry speaker series.

The Center for Investment and Wealth Management has received overwhelming support from the local professional wealth management community. The Center provides valuable financial management tools to both students and the community, and offers students the opportunity to network with wealth management professionals from southern California.

The Center for Research on Information Technology and Organizations brings together scholars from a variety of disciplines to study social and managerial issues related to technology. Researchers are currently studying how web services impact business, how companies can embrace technology, and how IT transforms the way we live, work, and play. The Center is supported by such organizations as IBM, Microsoft, Conexant, Canon, Intel, and the Department of Defense.

The Business Plan Competition at the Merage School provides opportunities to gain financing in addition to other assistance to make your vision a reality. Open to all UC Irvine students, faculty, and researchers, the competition pairs coaches and teams to compete for the opportunity to win substantial cash prizes and recognition for the most compelling business plans — as well as potential seed financing of up to $1 million.
Leadership. The Distinguished Speaker Series is a venue for key corporate leaders to provide insight into the success of their companies and to discuss how they employ strategic innovation to sustain business growth. Attendees network with the speakers at a reception that follows each event. Recent speakers have included:

Rick W. Rayson, Managing Partner, Deloitte & Touche USA LLP
Eric Brandt, Chief Financial Officer, Broadcom
James Mazzo, Chairman and CEO, Advanced Medical Optics
John Palmer, President, Southern California Region, Verizon Wireless
Greg Spierkel, CEO, Ingram Micro
James O’Sullivan, President and CEO, Mazda North American Operations
Scott Garrett, President and CEO, Beckman Coulter
Matt Ouimet, Former President, Disneyland Resorts
Bob Eckert, Chairman of the Board and CEO, Mattel
David Pyott, Chairman of the Board and CEO, Allergan
Anne Belec, President and CEO, Volvo Cars of North America
Ed Coleman, Former Chief Executive Officer, Gateway, Inc.

Real Estate. The Real Estate Gala is an annual event that acknowledges leaders in the real estate industry. Every year, the Lifetime Achievement Award is presented to real estate pioneers with a track record of accomplishment. Award recipients have included:

2007 Mac McAlister
2006 CB Richard Ellis
2005 Gerson Bakar
2004 Geoffrey Stack & John Hagestad
2003 Robert M. Campbell
2002 Daniel W. Donahue & Thomas L. Schriber
2001 The Shea Family
2000 The Edwards Family
1999 John B. Parker
1998 Michael L. Meyer
1997 Ray Watson
1996 Kathryn G. Thompson
Our Location

The Paul Merage School of Business is located in Orange County, California, part of a vibrant economy and home to some of the most prestigious and innovative companies in the United States. Orange County, and Irvine in particular, are widely known for an entrepreneurial spirit that produces a staggering amount of start-up companies and incubation activity, complemented by the presence of large, multinational businesses. The area is a hub of technology, medical, real estate, and several other industry clusters. It is situated mid-way between Los Angeles and San Diego, and is a gateway to the Asia-Pacific rim.

In addition to its thriving economy, Orange County also boasts forty-two miles of coastline, three harbors, forty thousand acres of regional parks, forty miles of bicycle trails and over one hundred twenty thousand acres of protected natural habitat. This is one of the most beautiful and scenic parts of southern California, offering an incomparable lifestyle and year round near perfect weather.

Outdoor activities abound and students take advantage of the California lifestyle. Formal and informal events are typically held minutes away in Irvine, Laguna Beach, Huntington Beach, or Newport Beach. Students have enrolled together in golf classes, sailing lessons, scuba lessons, and kayaking outings.

The campus sits in the heart of the Irvine-Newport Beach community and is ranked as one of the safest places to live in the country. From here, you really can go anywhere.

CITY OF IRVINE – “CREATING A BALANCED COMMUNITY”

The city of Irvine has one of the most well-educated workforces in the nation, a strong and diverse employment base and a healthy economy that is well-positioned for growth. This dynamic economic environment is the outcome of long-range planning that has made the city as attractive to businesses as it is to residents. UC Irvine provides a steady flow of intellectual capital that enriches the surrounding community and attracts companies ranging from small start-ups to major international firms. ¹

The Irvine Unified School District (IUSD) consistently ranks among the finest educational systems in the nation. Irvine schools offer innovative educational programs, open-style classrooms, team-teaching, some schools with year-round terms, and excellent community involvement. IUSD educates a diverse student population numbering over 24,000 (K-12), in 22 elementary schools, five middle schools, four comprehensive high schools, and one continuation high school.

¹ “Ensuring Irvine’s Future Economic Vitality and Quality of Life,” Planning Ahead, Spring 2006, p. 1

IRVINE FAST FACTS:

- More than 100 major corporations are headquartered in Irvine.
- Irvine is within a 50-mile radius of six major research universities and four major research institutions.
- More than 50% of Irvine’s residents have a bachelor’s degree or higher.
- An estimated 30,000 UC Irvine alumni live and work in Orange County.
- Industry leaders such as Allergan, Broadcom, Kawasaki, Verizon Wireless, and Taco Bell maintain corporate headquarters in Irvine.
ADMISSION REQUIREMENTS CHECKLIST

To expedite the processing of your application, we strongly recommend that you apply online. If you apply online, please do not send a duplicate paper copy of your application by mail. All other required documentation should be mailed directly to The Paul Merage School of Business PhD Program office. Required application documentation for the PhD program includes:

- The Paul Merage School of Business Application
- Application fee
  - U.S. $60.00 for domestic applicants
  - U.S. $80.00 for international applicants
  
  Online applicants may submit the fee online. Application fee subject to change. Please verify by contacting the PhD Program office.
- Two copies of official transcripts from all universities. Envelopes must be sealed and signed by the Registrar across the flap. A minimum 3.0 GPA (or equivalent) for the last two undergraduate years is required.
- One official degree certificate from each university where you received a degree (if not a U.S. university), stating that the degree has been conferred and showing date of conferral.
- Three signed recommendations, submitted in sealed envelopes or submitted online for applicants using the online application. For those not using the online recommendation system, please use the pre-formatted Recommendation Forms in the application and be sure the recommender’s signature also appears across the flap of the sealed envelope.
- Official score on the GMAT or GRE sent directly from the Educational Testing Service (ETS). You are also encouraged to submit an unofficial GMAT or GRE score copy if it is available. Test scores older than five years are not accepted. [GRE institution code: 4859, department code: 4201]
- Official score on the TOEFL sent directly from the ETS. The TOEFL is required for all applicants whose primary language is not English. Test scores older than two years are not accepted. A minimum of 600 (paper-based), 250 (computer-based), or 100 (internet-based) is required.

Doctoral Program Admissions

At the Merage School, PhD candidates are considered carefully as individuals and as future research partners. We evaluate their performance in their business and academic careers, and their potential to become valued members of the Merage network of global scholars and business leaders. Admission is in the fall quarter only, and the application process must be completed by the preceding January.
Official score reports must be received in the PhD Program office by the application deadline. Score reports generally take 6-8 weeks to reach us. Please note, this is in addition to the TOEFL requirement.

- Download, complete and return the Diversity Fellowship Application Form if applicable
- Self-evaluation essay questions
- Sample of writing skills (optional)
- Signature of applicant (Honor Pledge)

The completed application form and all supporting documents, except GMAT or GRE scores, TOEFL, TOEFL iBT and IELTS scores, should be mailed in one package to the following address. Do not send a duplicate copy of your application if you apply online.

University of California, Irvine
The Paul Merage School of Business
PhD Program Office, Suite 418
Irvine, CA 92697-3125

HEALTH INSURANCE (GSHIP)
We provide one of the most comprehensive medical, dental, and vision plans in the nation for graduate students through our Graduate Student Health Insurance Program (GSHIP). GSHIP is convenient, with medical facilities available on campus.

HOUING
UC Irvine guarantees an offer of on-campus housing to every full-time PhD student admitted for the Fall quarter. PhD students will be guaranteed housing for a term of one year less than normal time to degree for their academic program. This guarantee is the best offered among all UC campuses, and is a distinct program nationally.

Guaranteed housing offers will be made only to incoming students who file an application prior to the first quarter of their graduate study. Eligibility for on-campus housing is contingent upon maintaining full-time student status and satisfactory progress towards degree requirement.

Residents of California are assessed at a different tuition rate than non-residents, who are subject to a higher tuition rate, and an additional non-resident tuition fee.

The Graduate Student First Year Initiative (GFYI) provides a variety of resources that support the transitional and developmental needs of graduate students living in on-campus housing. GFYI offers community programs, online resources, and a monthly newsletter that helps students identify and utilize the full range of academic and non-academic resources available on the campus and the surrounding community. The GFYI also supports academic and personal development while helping students build social connections, both in their residential community and academically across the campus.
Next Steps

STEP 1 Visit our website at merage.uci.edu/doctoralprogram to download a PhD application.

STEP 2 Contact the PhD Admissions Office with any questions or comments regarding your application at phd@merage.uci.edu or 949.824.8318.

STEP 3 Submit your application by the January 4 deadline to:
University of California, Irvine
The Paul Merage School of Business
PhD Program Office, SB 418
Irvine, CA 92697-3125

All graduate students must pay registration fees during each quarter of the academic year for the duration of the program of study. Registration fees for the doctoral program for 2007-2008 were $10,715.50 per year for residents of California, and $11,009.50 for non-residents. In addition, out of state students are subject to a non-residential tuition fee of $14,604.00 per year, for a total non-residential cost of approximately $25,703.50 per year. Additional information regarding the increase of fees for the 2007-2008 academic year may be found on the Registrar site at: reg.uci.edu/registrar. A non-refundable application fee is required of all applicants U.S. $60.00 for domestic applicants; U.S. $80.00 for international applicants).

FINANCIAL SUPPORT
Qualified students admitted to the Doctoral Program may be offered a three or four year support package covering tuition, fees and a living stipend. This support is provided through a combination of scholarships, teaching assistantships and research assistantships, subject to terms described in the acceptance letter.

Teaching and research assistantships are usually made available to qualified PhD students after the first year of study, and are contingent upon continuing satisfactory academic progress and employment performance. These appointments are for a maximum of half-time service (20 hours per week), and require registration as a full-time student. The PhD program is a full-time program of study. During the period of time a student is receiving a full support package, employment outside UC Irvine should not be sought. Those who are not receiving full financial support will need to obtain the approval of their advisor and the PhD Program Director for employment outside the University.

UC Irvine subscribes to the agreement of the Council of Graduate Schools of the United States, under which successful applicants for awards of financial support are given until April 15 to accept or decline such awards.

In conformance with state law, applicants may not be given preferential treatment on the basis of race, ethnicity, gender, religion, or national origin.

FINANCIAL AID REQUIREMENTS
In order to qualify for a financial support package all applicants whose primary language is not English are required to pass an oral English proficiency exam. Applicants can fulfill this requirement by passing one of the following exams:

- Test of English as a Foreign Language Internet-based Testing (TOEFL iBT) is administered by ETS in U.S. centers and abroad. A score of 26 or above in the Speaking portion is required. [TOEFL institution code: 4986, department: Graduate Management]
- International English Language Testing System (IELTS) is available in over 120 countries. A score of 8 or above in the Speaking portion is required.
- Spoken Proficiency English Assessment Kit (SPEAK) which is available at UC Irvine only after a student is admitted. A score of 50 or above is required.

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