

DBA PROGRAM

DOCTOR IN
BUSINESS
ADMINISTRATION

FORMAT

PART-TIME (BLENDED)

DURATION

4-YEAR PROGRAM

LANGUAGE

ENGLISH

WHY A DBA, WHY IE?



ONE of the greatest opportunities to enhance your professional expertise with academic rigor. This blended part time program is aimed at outstanding managers, who hold a master's degree, and want to enhance their professional practice combining academic rigor and managerial relevance. The goal is to contribute to the state of the art knowledge in their chosen area of study through management research within current and future work settings.



TWO stages of excellent training (i.e., 2 years of coursework and 2 years for preparing the dissertation) by world-class faculty to develop the theoretical and methodological skills for conducting cutting-edge research on pressing business challenges.



THREE crowns (AACSB, AMBA, and EQUIS) and consistent rankings among the top business schools in the world substantiate IE's international recognition. A thriving multicultural environment helps you enjoy every moment of your doctoral life at IE.

WHAT DO WE OFFER?

- **EXPERTISE ACROSS A WIDE RANGE OF DISCIPLINES**

Applicants can choose from eight academic areas and focus on individualized research agendas that are directly relevant for their businesses.

- **RIGOROUS TRAINING**

The inclusive curriculum provides students with the state-of-the-art methodologies needed to become intellectual leaders.

- **COMMITTED AND COLLABORATIVE ENVIRONMENT**

IE is proud of having leading-edge international faculty with unmatched experience across a wide range of disciplines and methodologies. You will partner with respected academic supervisors, who will mentor, inspire, and help you find your path in academia.

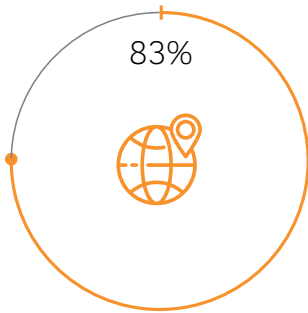
- **INVOLVEMENT IN RECOGNIZABLE AND HIGH-IMPACT RESEARCH**

IE's proven track record highlights regular publications of faculty and doctoral students in top academic outlets. Students regularly present their research at the leading international conferences. IE is dedicated to support students in reaching to wider audiences and disseminating transformative ideas that advance business practice.



STUDENTS PROFILE

INTERNATIONAL STUDENTS



AVERAGE AGE

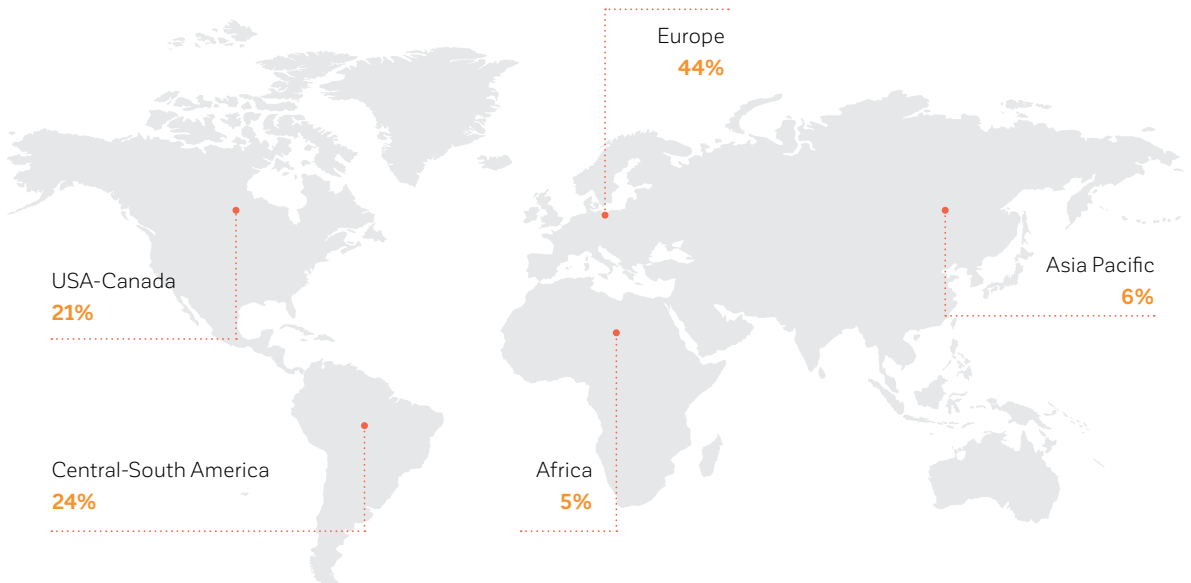
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Our students come from various **business backgrounds**, from multinational companies to founders of their own businesses.

All of them hold senior management positions (i.e. CEO, VP, Partner, and General Manager).

More than 10 years of professional experience in managerial positions.

GEOGRAPHIC DISTRIBUTION





AREAS

AREAS	KEY RESEARCH AREAS	SELECTED RESEARCH QUESTIONS
ENTREPRENEURSHIP	Opportunity, informal businesses, organizational evolution, decision-making, investors, innovation, corporate entrepreneurship, family firms, social entrepreneurship.	<ul style="list-style-type: none"> • What drives entrepreneurial activity by those at the base of the pyramid? • How human factors influence the evolution of organizations? • How multiple venture signals affect decisions of public investors? • What makes corporate innovation efforts successful? • How family owners make strategic decisions under uncertainty? • How to create a business that successfully achieves both economic performance and social value?
INFORMATION SYSTEMS	Information assurance and security, IT outsourcing, sharing economy, digital transformation, machine learning and market mechanisms, big data.	<ul style="list-style-type: none"> • How security, risk and trust influence today's digital world? • What is the influence of organizational networks of IT outsourcing firms? • How to design electric vehicle charging algorithms and market mechanisms applicable to smart grids?
FINANCE	Asset pricing, banking, capital markets and investments, firms' valuation and performance, corruption, political economy.	<ul style="list-style-type: none"> • How does the context of optimal contract theory impact the analysis of compensation structures for mutual fund managers? • What are the effects of managerial decisions, ownership structure, corporate governance, and firm characteristics on valuation and stock market performance of public companies?
HUMAN RESOURCES / ORGANIZATIONAL BEHAVIOR	Leadership, careers, blended workforce, power and influence, team dynamics, social networks, organizational change, regulatory focus, online learning, organizational structure and processes, managerial decision making, ethical behavior, motivation, emotions, turnover, organizational performance.	<ul style="list-style-type: none"> • What are the effects of social mechanisms on learning, worker performance, and employee retention? • What are the drivers of top executive career success, and how have top executive careers changed in the past 30 years? • What is the effect of online learning technologies and online learning innovations on corporate development practices? • How do followers experience organizational change, and how can leaders motivate, engage, and galvanize followers during this process? • What individual- and organization-level factors drive unethical behaviors, prosocial and giving behaviors, and advice-taking behaviors?

AREAS	KEY RESEARCH AREAS	SELECTED RESEARCH QUESTIONS
ACCOUNTING	Financial reporting, auditing, management control, executive compensation.	<ul style="list-style-type: none"> • What is the effect of managers' choices on financial reporting? • How institutions and organizations use accounting, and how these accounting practices impact on society? • What is the impact of accounting information on the functioning of financial markets?
MARKETING	Consumer behavior, judgment and decision making, branding, goal-directed behavior, corporate social responsibility, social networks, impact of economic cycles on consumer behavior, marketing models, sensory marketing.	<ul style="list-style-type: none"> • What are the cognitive and affective underpinnings of goal-directed behavior? How do they differ for various goal types? • What biases do consumers display when making decisions? • What are the effects of corporate social responsibility on consumer perceptions and sales? • How do tactics in branding influence consumers' perceptions, attitudes, and emotions under various circumstances? When and why do such strategies backfire? • How do specific visuals, textures, odors, sounds, and imagery change the way we think about brands and products? • Do individual interactions, both within and across groups, affect diffusion of innovative products and their performance?
STRATEGY	Competitive strategy in platform markets, M&A and diversification, innovation strategy, international business, strategic alliances, social categories and market structure.	<ul style="list-style-type: none"> • How to compete in platform markets? • When does corporate diversification create value? • What is the impact of product-market categories on firm organization and strategy? • How/when do firms profit from innovation? • How to design the strategy of a multinational company? • How do firms benefit strategically from interfirm collaborations (alliances, M&A)?
OPERATIONS MANAGEMENT	New product and service innovation, knowledge-intensive operations, retail operations, healthcare operations, decision-making and risk analysis, global supply chain management.	<ul style="list-style-type: none"> • How to manage geographically dispersed operations effectively? • When can operations be a source of innovation? • How does digitalization and big data affect operations design, strategy, and performance? • How do managers make decisions under risk and uncertainty? • How can organizations operationally mitigate financial and supply chain risks?

STRUCTURE



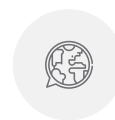
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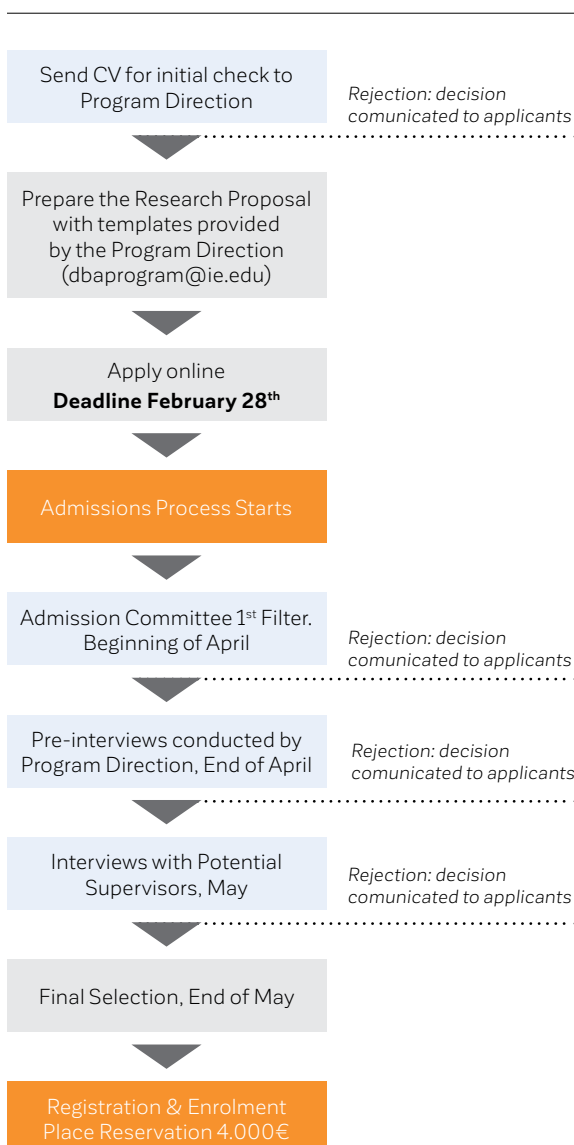
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TERM	1 ST AND 2 ND YEARS	3 RD AND 4 TH YEARS
FIRST TERM <i>Oct-Feb, First Year</i>	<ul style="list-style-type: none"> Quantitative Methods I Research Methods Organizational Theory 	<div>Comprehensive Exams</div> Dissertation
SECOND TERM <i>Mar-Jul, First Year</i>	<ul style="list-style-type: none"> Quantitative Methods II Qualitative Methods Strategy Paper Crafting 	
THIRD TERM <i>Oct-Feb, Second Year</i>	<ul style="list-style-type: none"> Electives (I, II,)* Quantitative Methods III Ethics and Humanities Thesis Proposal Workshop Research Project 	

* Concentration Areas: Entrepreneurship, Information Systems, Accounting, Finance, Human Resources / Organizational Behavior, Marketing, Strategy, Operations Management.

REQUIREMENTS TO APPLY FOR A DBA

DBA ADMISSION PROCESS



- Complete an **online application form** through our web site: www.ie.edu/dba
- Submit your **university diplomas** and **official transcripts of grades** (MBA or Master in management related discipline).
- Prepare and submit a **research proposal**. This Research proposal is the key document, summarizing your research interests in 12 pages maximum (please contact the DBA program for research proposal template: dbaprogram@ie.edu).
- Submit your recently **updated curriculum vitae**.
- Provide the **proof of fluency in English** (TOEFL (minimum of 100), British Council IELTS (minimum of 7), or Cambridge Proficiency Certificate).
- Submit your **recent photo and a copy of ID / passport**.

TESTIMONIALS

CURRENT STUDENTS



KONSTANTINOS MOROS,
DBA STUDENT

I am interested in rigorous academic research that results in useful business insights. IE came at the top of my choice due to its top ranked position, its faculty quality, and its program's structure and support. The experience has exceeded my expectations, and my research thinking process has been challenged and improved.



TIM CECIL,
DBA STUDENT

The IE DBA is an exceptional opportunity to apply my business expertise to investigate complex business problems, with cutting edge research, and an engaging expert faculty. It's an incredible experience. It's not just about completing a world-class doctoral degree, but being a part of an experience with lifetime impact.

GRADUATES



ALBERTO LAVIN,
DBA GRADUATE

I chose the IE DBA because I was looking for a rigorous, research-oriented doctoral program compatible with professional life. I didn't want to make a halt in my job but, at the same time, I wanted to do a serious program. Four years and a half down the road I am genuinely thankful to IE for that.



MURAT ÜNAL,
DBA GRADUATE

My experience throughout the courses and the interaction with professors at IE across the world was outstanding. I was convinced that I learnt all the necessary skills to tackle my dissertation and research, and publish articles not only rigorously researched but also relevant at the same time for the global audience.

FACULTY



FABRIZIO SALVADOR,
PROFESSOR OF OPERATIONS
MANAGEMENT

The DBA program at IE and its excellent Operations faculty will help you develop a rigorous and unique approach to understanding the design and execution of value-adding processes that can be broadly applied to any business and industry.



MATTHIAS SEIFERT,
PROFESSOR OF DECISION
SCIENCES

Pursuing a DBA degree is an intellectually challenging, life-changing experience. At IE, students obtain a rigorous methodological and disciplinary training, which enables them to conduct cutting-edge research while working under the guidance of faculty members who are at the frontiers of their fields.



CATERINA MOSCHIERI,
PROFESSOR OF STRATEGIC
MANAGEMENT

The students attending the DBA program at IE are keen to learn, dedicated, and enthusiastic. They successfully manage to balance their professional and personal lives with the demanding agenda of the DBA.



MARCO TROMBETTA,
VICE-DEAN OF RESEARCH

The DBA offers a unique opportunity to combine your business expertise with rigorous research. This encounter brings valuable rewards to both the professional reading for the degree and the professors involved in the DBA program. I treasure the insights that I have gained during my conversations with DBA students.



IE BUSINESS SCHOOL

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