Our PhD offers training in a variety of disciplines related to management studies and emphasizes the skills necessary to integrate different approaches and develop coherent and cutting-edge research. We provide a collaborative, supportive and intellectually stimulating research environment for discovery and dissemination of scientific knowledge applicable to the business community. Students will develop the theoretical and methodological skills required to participate and publish at the highest standards of the international scientific community.

Our PhD is formed by two curricula, Management and Marketing. The curriculum in Management has three main tracks: Organization, Strategy and Technology. Students will benefit from faculty members who are leading scholars in their fields. They contribute to the international debate by publishing in and serving the editorial board of research journals, such as Academy of Management Journal, Strategic Management Journal, Organization Science, Management Science, Academy of Management Review, Journal of Marketing, Journal of Marketing Research, Journal of Consumer Research, Marketing Science, and many others. Visiting professors from top international schools complement our permanent Faculty.

Former students have placed very well on the international job market; recent academic placements include: NUS, INSEAD, UC Dublin, Cass Business School, Wharton, Stockholm School of Economics, Tsinghua University, Northeastern University, Tilburg, Indian School of Management, LMU Munich, Rotterdam, HEC Paris, Imperial College, Carlos III, Catolica Lisbon, Skema, Australian School of Business, ETH Zurich, among others.

Our program provides at least 9 four-year fellowships, which include tuition remission, a generous stipend, and access to research funds. Starting from the second year of the program, students also have the opportunity to pursue salariated teaching and research assistantships. The PhD School offers further financial support for students seeking academic placement in prestigious institutions.

**Some Faculty Members**

| ANDREA FOSFURI | MARIO ANDREO | ZACHARY EATES | ARNALDO CANUUFFO |
| PAOLA CILLO | ANGELO DITELLO | GUIDA DI STEFANO | ALFONSO CANBARDELLA |
| ANNA GRANDI | FRANCO MALERBA | ANDREA ORADELLI | CLAUDIO PANICO |
| CARLO SALVATO | GIUSEPPE SODA | JOACHIM VOSSERAU | CHARLES WILLIAMS |

**Program Overview**

**1st Year**
- Marketing Curriculum: Marketing Theory, Consumer Behavior, Marketing Strategy, Marketing Modeling
- Management Curriculum: Organization Theory, Strategy, Marketing Compulsory courses

**2nd Year**
- Marketing Curriculum: Empirical approaches for Marketing Research
- Management Curriculum: Empirical approaches for Marketing Research

**3rd Year**
- PhD Seminars in Business Administration and Management
- Research and Dissertation Development: Presentation, Discussion

**4th Year**
- PhD Seminars in Business Administration and Management
- Research and Dissertation Development: Presentation, Discussion

**About Bocconi**

Università Bocconi, founded in 1902, was the first Italian university to grant a degree in economics. For a century, Bocconi has played a leading role in Italy’s social and economic modernization. It has remained true to its founding values of being a major research university, with democratic values and open to the world, as well as financially and politically independent. At the outset of the 21st century, Bocconi is contributing to the advancement of European higher education by teaching business and economic knowledge to prospective managers and researchers from all over the world.

www.unibocconi.eu

**About Milano**

Renowned as the Italian financial and industrial capital, Milan is also the historical cradle of art, design, fashion, gourmet cuisine, and... soccer. Currently a leading EU city, rich with professional and entertainment energy, Milan is certainly a great place to live.

www.milanozone.eu

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**Some Testimonials**

*“My PhD studies at Bocconi University have been a formative and enriching experience. At Bocconi, I found a supportive research environment that gave me the resources, the training, and the opportunities to develop my research ideas and to build an international research network. The generous mentoring and the insightful advice that I received from the faculty at every stage of my studies have been central to my intellectual and professional development.”*

Federica De Stefano | PhD Student Graduated on 2018 | Post Doc, University of Pennsylvania - The Wharton School

*“Bocconi’s PhD program in Business Administration and Management provides students with an invaluable chance to receive top-notch training from brilliant and well-respected professors. As PhD students, we were offered a wealth of opportunities to develop the skills needed to pursue our future career paths. I feel very privileged to have earned my PhD at Bocconi.”*

Verdiana Gianetti | PhD Student Graduated on 2018 | Assistant Professor of Marketing, Leeds University Business School

*“The PhD Program in Business Administration and Management set the course for my future academic career. Bocconi provided me with an intellectually stimulating environment that allows PhD students to push the frontiers of knowledge and to contribute to both academic research and business practice by exploring innovative ideas and topics.”*

Mariya Ivanova | PhD Student Graduated on 2017 | in Accounting, Stockholm School of Economics

*“I was impressed with the range and quality of research the students are doing and was also happy to see the commitment and support from your faculty group in supporting this.”*

Sendil Ethira | (Visiting Professor a.y. 2017-2018) Professor of Strategy and Entrepreneurship, London Business School

*“As faculty, I was quite impressed to see the enthusiasm and professionalism with which the PhD students of Bocconi were engaging with their research topics. The faculty of Bocconi consists of a strong team of research-oriented scholars who are doing outstanding work in providing for their PhD students first-hand experiences of top level research in management.”*

Anthony Nyberg | (Visiting Professor a.y. 2016-2017) Professor, Academic Director Master of Human Resources, Darla Moore School of Business - University of South Carolina

*“The PhD Program in Business Administration and Management set the course for my future academic career. Bocconi provides a vibrant and intellectually stimulating environment that allows PhD students to push the frontiers of knowledge and to contribute to both academic research and business practice by exploring innovative ideas and topics. For me, some of the best aspects of the program were the intellectual and cultural diversity, the support and kindness of the faculty, colleagues, and administrative coordinators, and the ability to work closely with the faculty members towards the development of my own research agenda. The PhD school also provided me with the opportunity to attend numerous workshops, doctoral colloquia, and conferences that allowed me to enhance my research skills, receive feedback from top scholars in the field, and to develop professional exposure and visibility.”*

Koen Paauwels | (Visiting Professor a.y. 2014-2017) Professor of Marketing, Drexel University

*“The PhD students impress with the passion to independently develop their own research program, and at the same time take well to feedback to enhance the scientific rigor of their projects. I am always happy to engage with Bocconi and trust you will too.”*

Laurence Capron | (Visiting Professor a.y. 2014-2015) Professor of Strategy, INSEAD

For more information about the program, the faculty and the admission procedures, please feel free to contact our Administrative Assistant at infophd@unibocconi.it or visit our website www.unibocconi.eu/phdbusinessadministration