Business Administration

Washington University’s Olin Business School is one of the nation’s leading research institutions, with a faculty whose research productivity consistently ranks among the highest in the business school community. Olin faculty members are recognized the world over for their important contributions to the creation of new knowledge. We also take great pride in our commitment to excellence in teaching.

Our PhD students are guided by highly productive researchers who are among the nation’s top scholars. Faculty work closely with students to help them hone their research skills, often building one-on-one mentoring relationships that include the co-authoring of research papers.

The development of strong problem-solving skills equips our students to strategically address complex, unstructured business issues that result in innovative thinking and new ideas for research that have value to the academic community and application in the business world.

Olin’s PhD program in business provides the following:

- A challenging core curriculum and a strong background in basic disciplines
- An emphasis on collaborative relationships between faculty and students, which enhances the educational process and the search for the student’s first faculty appointment
- Personalized advising for the successful completion of PhD program requirements and for a customized course of study that fits the student’s particular area of interest
- A collegial network built on mutual respect and a shared school of thought
- A competitive edge in the business education market

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JD, Saint Louis University
(Management)

Steven Malter
PhD, University of Missouri-St. Louis
(Management)

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Tom McCain [Link](https://olin.wustl.edu/EN-US/Faculty-Research/Faculty/Pages/FacultyDetail.aspx?username=tkmccain)
MBA, Washington University
(Management)

Paul W. Paese
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(Organizational Behavior)

David Pearson
DBA, Indiana University
(Accounting)

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MBA, Harvard University
(Entrepreneurship)

Kristin Poole [Link](http://www.olin.wustl.edu/EN-US/Faculty-Research/Faculty/Pages/FacultyDetail.aspx?username=kristinpoole)
MS, Saint Louis University
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PhD, University of Missouri-Columbia  
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MBA, Washington University  
(Health Care Management)

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MBA, Boston University  
(Finance)

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MBA, Northwestern University  
(Management)

Mark Sophir (https://olin.wustl.edu/EN-US/Faculty-Research/Faculty/Pages/FacultyDetail.aspx?username=m.sophir)  
JD, University of Texas School of Law  
(Management)

Ted Stann (http://www.olin.wustl.edu/EN-US/Faculty-Research/Faculty/Pages/FacultyDetail.aspx?username=tedstann)  
(Finance)

Michael Stohler (https://olin.wustl.edu/EN-US/Faculty-Research/Faculty/Pages/FacultyDetail.aspx?username=michael.stohler)  
BS, Bellarmine College  
(Economics)

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MD, Stanford University  
(Business and Medicine)

Robert Zafft (http://www.olin.wustl.edu/EN-US/Faculty-Research/Faculty/Pages/FacultyDetail.aspx?username=robertzafft)  
JD, Harvard University  
(Law)

**Professors Emeriti**

Nicholas Baloff  
(Business and Public Administration)

Stuart I. Greenbaum (http://www.olin.wustl.edu/EN-US/Faculty-Research/Faculty/Pages/FacultyDetail.aspx?username=greenbaum)  
Former Dean and Bank of America Professor Emeritus of Managerial Leadership  
PhD, Johns Hopkins University

**James T. Little** (https://olin.wustl.edu/EN-US/Faculty-Research/Faculty/Pages/FacultyDetail.aspx?username=littlej)  
Donald Danforth Jr. Distinguished Professor Emeritus of Business  
PhD, University of Minnesota

Ambar Rao  
Fossett Distinguished Professor Emeritus of Marketing

J. George Robinson  
Professor Emeritus of Marketing

Robert L. Virgil Jr.  
Dean Emeritus of the John M. Olin Business School and Professor Emeritus of Accounting

John E. Walsh Jr.  
(Management)

**Degree Requirements**

**PhD in Business Administration**

PhD students must complete 36 credit units; maintain satisfactory academic progress; pass certain examinations; fulfill residence and teaching requirements; and write, defend and submit a dissertation.

Upon the successful completion of business PhD study, the student is awarded a PhD from the Graduate School at Washington University.

**Core Foundation**

- A strong foundation in microeconomics or psychology, probability & statistics, and quantitative methods
- Exposure to the student's area of specialization and the required research tools
- Successful completion of the core exam

**Specialization**

- Courses in one or more areas of study
- In-depth knowledge in the chosen field
- Active association with the research process through faculty mentoring
- Completion of the field exam

**Research**

- Participation with faculty in research activities
- Research paper presentation
- Individual research pursuing a specialized topic of interest
- Preparation and defense of the dissertation