The Paul Merage School of Business

Rajeev K. Tyagi, Interim Dean
http://merage.uci.edu/

Offices of Admission

Executive M.B.A. and Health Care Executive M.B.A.: (949) 824-0561
Fax: (949) 824-0522
http://merage.uci.edu/ExecutiveMBA/
http://merage.uci.edu/HealthCareExecutiveMBA/

Full-Time M.B.A.: (949) 824-4622
Fax: (949) 824-2235; http://merage.uci.edu/FullTimeMBA/

Fully Employed M.B.A.: (949) 824-4565
Fax: (949) 824-2944; http://merage.uci.edu/FullyEmployedMBA/

Master of Professional Accountancy: (949) 824-4622
Fax: (949) 824-8153; http://merage.uci.edu/go/mpac

Ph.D.: (949) 824-8318
Fax: (949) 725-2816; phd@merage.uci.edu ; http://merage.uci.edu/PhD/

Undergraduate Major: (949) 824-6703
Fax: (949) 824-2951; http://www.admissions.uci.edu

Overview

The Paul Merage School of Business offers the B.A. degree in Business Administration, the B.S. degree in Business Information Management (offered jointly with the Donald Bren School of Information and Computer Sciences), the M.B.A. (Master of Business Administration) degree, the M.P.Ac. degree in Accounting, the M.S. degree in Biotechnology Management (offered jointly with the School of Biological Sciences and The Henry Samueli School of Engineering), the M.S. degree in Engineering Management (offered jointly with The Henry Samueli School of Engineering), the Ph.D. degree in Management, and undergraduate minors in Management and Accounting. The Master’s degree is professional in nature and is intended to provide future managers with a firm foundation in the basic disciplines and in management tools and techniques; the Ph.D. in Management is for those who wish to pursue a career in scholarly research. The undergraduate minor in Management is designed for those who wish to gain some insight into issues of modern management, as well as those who anticipate future graduate work in management. In establishing the undergraduate minor in Accounting, the faculty anticipated two types of students to be drawn to courses in accounting: (1) students preparing for careers in accounting or in other fields that require some knowledge of accounting, and (2) students planning to pursue a graduate degree in accounting who wish early guidance and undergraduate work appropriate to this career objective.

Degrees

| Accountancy | M.P.Ac. |
| Biotechnology Management | M.S. |
| Business Administration | B.A., M.B.A. |
| Business Information Management | B.S. |

1 Offered jointly with the Department of Molecular Biology and Biochemistry (MB&B) in the School of Biological Sciences and the Department of Biomedical Engineering in The Henry Samueli School of Engineering.

2 Offered jointly with the Donald Bren School of Information and Computer Sciences.

3 Offered jointly with The Henry Samueli School of Engineering.

Honors

Graduation with Honors. Honors at graduation, e.g., cum laude, magna cum laude, summa cum laude, are awarded to approximately the top 12 percent of the graduating seniors. To be eligible for honors, a general criterion is that students must have completed at least 72 units in residence at the University of California. The student’s cumulative record at the end of the final quarter is the basis for consideration for awarding Latin honors. Other important factors are considered (see Honors Recognition (catalogue.uci.edu/previouseditions/2013-14/informationforadmittedstudents/divisionofundergraduateeducation/honorsopportunities/test) ).

Faculty

Dennis J. Aigner, Ph.D. University of California, Berkeley, Professor Emeritus of Management (corporate environmental management, international economics, and trade and environment)

Alpesh Amin, M.D., M.B.A., M.A.C.P., S.F.H.M. Northwestern University, Professor of Medicine, Management, Public Health, and Nursing Science; Executive Director, Hospitalist Program; and Thomas and Mary Cesario Endowed Chair in Medicine, Department of Medicine

Christopher W. Bauman, Ph.D. University of Illinois at Chicago, Assistant Professor of Management (behavioral ethics, organizational justice, power and status, and negotiations)

Christine M. Beckman, Ph.D. Stanford University, Director of the Don Beall Center for Innovation and Entrepreneurship and Associate Professor of Management (organizational learning and change, entrepreneurship and social entrepreneurship, social networks and interorganizational networks, organizational growth and survival, and technology and communication)

David H. Blake, Ph.D. Rutgers-The State University of New Jersey, Professor Emeritus of Management (global business strategy, globalization, leadership strategies, corporate strategies and governance, and ethical business leadership)

Philip Bromiley, Ph.D. Carnegie-Mellon University, Dean’s Professor of Management (behavioral research in strategic management, strategic decision-making, strategy processes, corporate risk-taking, risk assessment in commercial lending, accounting misrepresentation, R&D policy, trust in organizations, and corporate capital investment)

Maria Y. Chandler, M.D. University of California, Irvine, Health Sciences Associate Clinical Professor, Pediatrics and Management

Nai-Fu Chen, Ph.D. University of California, Berkeley; Ph.D. University of California, Los Angeles, Professor of Management (stability of currency and banking systems, macroeconomic impact on investing, GDP growth,
inflation, interest rates, credit risk and the financial market, and hedge funds: asset allocations and portfolio management)

Vidyand Choudhary, Ph.D. Purdue University, Associate Professor of Management (economics of information systems, versioning and product line design for information goods, pricing and quality strategy for information goods, competitive strategy, economics of software as a service and electronic marketplaces and information intermediaries)

Imran S. Currim, Ph.D. Stanford University, UCI Chancellor's Professor of Management (marketing research, customer choice, design and marketing of products and services, customer behavior online, and assessing the impact of competitive product and service features and marketing efforts on consumer choice and market share)

Sanjeev Dewan, Ph.D. University of Rochester, Professor of Management (business value of information technology investments, impact of Web 2.0 technologies, and electronic markets)

Joseph F. Di Mento, Ph.D., J.D. University of Michigan, Professor of Law; Planning, Policy, and Design; Social Ecology; Criminology, Law and Society; and Management (planning, land use and environmental law, use of social science in policy making, legal control of corporate behavior)

Lucile C. Faurel, Ph.D. New York University, Assistant Professor of Management (financial accounting and capital markets, financial reporting quality, voluntary disclosure, corporate investment strategies, mergers and acquisitions, and intangible assets)

Martha S. Feldman, Ph.D. Stanford University, Professor of Planning, Policy, and Design, Nursing Science, Management, Sociology, and Political Science, and Roger W. and Janice M. Johnson Chair in Civic Governance and Public Management (organization theory and behavior, stability and change in organizations, decision making, and information processing)

Paul J. Feldstein, Ph.D. University of Chicago, Professor Emeritus of Management (economics of health care, reasons for employees switching health care plans, and measuring health plan performance by examining breast cancer outcomes by stage at detection, treatment and survival)

Mary C. Gilly, Ph.D. University of Houston, Professor of Management (consumers and technology, services marketing, underserved markets, including Hispanics and the elderly, effects of advertising on employees, and compliance in service encounters)

Yan Gong, Ph.D. University of Wisconsin-Madison, Assistant Professor of Management (capabilities, routines, and unexpected events in entrepreneurial firms)

John Graham, Ph.D. University of California, Berkeley, Professor Emeritus of Management (global marketing, international business negotiations, innovation, business in Japan and negotiation styles in the United States, Japan, Canada, Mexico, Brazil, Taiwan and The People's Republic of China, South Korea, France, Germany, the United Kingdom, and the Soviet Union)

Vijay C. Gurbaxani, Ph.D. University of Rochester, Director of the Center for Digital Transformation, Professor of Management and Informatics; and Taco Bell Chair in Information Technology Management (IT and innovation, strategic sourcing of IT-enabled services, value of IT investment, and economics of information systems)

David A. Hirshleifer, Ph.D. University of Chicago, Professor of Management and Economics, and Merage Chair in Business Growth (psychology, social interactions and markets, investments, corporate finance, and risk management)

Joanna L. Y. Ho, Ph.D. University of Texas at Austin, Professor of Management (corporate governance, performance evaluations and compensation systems, use of information technology to improve firm performance, Sarbanes-Oxley Act of 2002, international accounting and management practices, understanding how managers make investment decisions)

Chong Huang, Ph.D. University of Pennsylvania, Assistant Professor of Management (financial markets, corporate finance, and financial crises)

Matthew L. Huffman, Ph.D. University of California, Santa Barbara, Associate Professor of Sociology and Management (race and gender inequality, organizations, and research methods)

Philippe Jorion, Ph.D. University of Chicago, Professor of Management and Economics (financial risk management, global asset allocation, exchange rate models, fixed income markets, and hedge fund investments)

L. Robin Keller, Ph.D. University of California, Los Angeles, Professor of Management (creative problem structuring, cross-cultural decision making, fairness in decision making, decision analysis theory and applications, medical decision making, multiple attribute decision making, probability judgments, ambiguity of probabilities or outcomes, risk analysis for terrorism, environmental, health, and safety risks, time preferences and discounting, utility models, and models of risk)

Sreya Kolay, Ph.D. University of Rochester, Assistant Professor of Management (pricing and promotion strategies relating to design of optimal pricing contracts for firms in various markets, vertical market and distribution channels topics including analysis of mechanisms that help a manufacturer to achieve channel coordination, advertising and durable goods)

Kenneth L. Kraemer, Ph.D. University of Southern California, Research Professor for the Center for Digital Transformation and Professor Emeritus of Management (management of computing, globalization of knowledge work and innovation, offshoring of new product development, dynamics of computing in organizations, business value of IT and national policies for IT production and use)

Loraine Lau, Ph.D. University of California, Los Angeles, Associate Professor of Management (the influence of affect or emotions in consumer decision making and the role of culture and self in consumer persuasion and judgment)

Newton Margulies, Ph.D. University of California, Los Angeles, Professor Emeritus of Management (organizational behavior)

Joseph W. McGuire, Ph.D. Columbia University, Professor Emeritus of Management (business strategy, entrepreneurship, organizational economics)

Richard B. McKenzie, Ph.D. Virginia Polytechnic Institute and State University, Professor Emeritus of Management and Economics (monopoly in economic theory and law, various pricing strategies, rational and irrational behavior in economic theory, Microsoft antitrust case, public policies relating to digital goods, and orphanages and public policy relating to foster care)
Peter Navarro, Ph.D. Harvard University, Professor of Management (macroeconomic analysis of the business environment and financial markets for investors and corporate executives)

Alexander N. Nekrasov, Ph.D. University of Minnesota, Assistant Professor of Management (financial reporting, role of accounting in security valuation, market efficiency, and financial analysts’ forecasts)

David Neumark, Ph.D. Harvard University, Director of the Center for Economics and Public Policy and UCI Chancellor’s Professor of Economics and Management (labor economics and econometrics)

Gerardo A. Okhuysen, Ph.D. Stanford University, Professor of Management (management of task and environmental uncertainty, conflict in groups, definitions of group success, and the role of the context in group activities)

Judy Olson, Ph.D. University of Michigan, Donald Bren Professor of Informatics; Planning, Policy, and Design; and Management (computer-supported cooperative work and human computer interaction)

Jone L. Pearce, Ph.D. Yale University, Director of the Center for Global Leadership and Dean’s Professor of Management (organizational behavior, workplace interpersonal processes, such as trust and status, and how these processes may be affected by political structures, economic conditions and organizational policies and practices)

Cornelia A. R. Pechmann, Ph.D. Vanderbilt University, Professor of Management (effectiveness of various anti-smoking and anti-drug advertising tactics, consumer behavior, advertising strategy and regulation, advertising to adolescents, deceptive advertising, product placements, role models in advertising, pharmaceutical advertising, and retailing, micro-marketing, and geographic information systems)

Morton P. Pincus, Ph.D. Washington University in St. Louis, Dean’s Professor of Management (relation between accounting information and capital market variables, including the pricing of accruals in international capital markets, earnings management, Sarbanes-Oxley Act and earnings management, usefulness of book-tax differences in detecting earnings management, and accounting method choices)

Andrew J. Policano, Ph.D. Brown University, Professor of Management and Economics, and Dean’s Leadership Circle Endowed Chair (financial institutions and markets, macroeconomics, monetary policy, and business school trends)

Lyman W. Porter, Ph.D. Yale University, Professor Emeritus of Management (management education and development, organizational psychology, and human resource management)

Judy B. Rosener, Ph.D. Claremont Graduate School, Senior Lecturer with Security of Employment Emerita, Management (men and women at work, cultural diversity, business and government, and managing nonprofits)

Claudia B. Schoonhoven, Ph.D. Stanford University, Professor of Management (evolutionary dynamics of technology-based firms, innovation, and entrepreneurship)

Christopher G. Schwarz, Ph.D. University of Massachusetts, Amherst, Assistant Professor of Management (hedge funds, mutual funds, investments, regulation and money management)

Carlton H. Scott, Ph.D. The University of New South Wales, Professor of Management (application of mathematical models in managerial decision making and development and analysis of optimization models arising from decision situations in business and industry)

Devin M. Shanthikumar, Ph.D. Stanford University, Assistant Professor of Management (financial accounting, behavioral finance, investor behavior, and financial intermediaries)

Terrence J. Shevlin, Ph.D. Stanford University, Professor of Management and Merger Chair in Business Growth (effect of taxes on business decisions and asset prices, capital markets-based accounting research, earnings management, employee stock options, research design, and statistical significance testing issues)

Shivendu Shivendu, Ph.D. University of Southern California, Assistant Professor of Management (economics of digitization of information, economics of privacy, online social networks and society, digital goods supply chain, and sourcing of IT services)

Kut C. So, Ph.D. Stanford University, Professor of Management (optimal allocation of resources in the design and management of production and services systems)

Zheng Sun, Ph.D. New York University, Assistant Professor of Management (empirical asset pricing, investments, market microstructure and banking)

Eli Talmor, Ph.D. University of North Carolina at Chapel Hill, Professor Emeritus of Management (corporate finance, executive compensation and managerial accounting)

Siew Hong Teoh, Ph.D. University of Chicago, Dean’s Professor of Management (earnings management)

Denis Trapido, Ph.D. Stanford University, Assistant Professor of Management (effects of competition on the formation of social and economic ties, the origins and rewards of creativity, and the evolution of professional networks)

John G. Turner, Ph.D. Carnegie Mellon University, Assistant Professor of Management (media planning/advertising allocation, applied optimization, heuristics and revenue management)

Rajeev K. Tyagi, Ph.D. University of Pennsylvania, Interim Dean of The Paul Merage School of Business, Professor of Management and Walter B. Gerken Chair in Enterprise and Society (competitive marketing strategies, game theory, distribution channels, and new products)

Kerry D. Vandell, Ph.D. Massachusetts Institute of Technology, Director of the Center for Real Estate and Dean’s Professor of Management and Planning, Policy, and Design (real estate investment, urban/real estate/ environmental economics, mortgage finance, housing economics and policy, and valuation theory)

Alladi Venkatesh, Ph.D. Syracuse University, Professor of Management and Informatics (impact of new media and information technologies on consumers/households, electronic commerce and the consumer sector, and the future of the networked home)

Libby L. Weber, Ph.D. University of Southern California, Assistant Professor of Management (inter-firm relationships, contracts, mergers and acquisitions, capability development, bounded rationality, and complementing economic-based theory with psychological theory with psychological theory to ask new questions)

Margarethe F. Wiersema, Ph.D. University of Michigan, Dean’s Professor of Management (CEO succession and dismissal, CEO replacement,
corporate strategy–product and international diversification, and corporate governance)

Mingdi Xin, Ph.D. New York University, Assistant Professor of Management (software and services pricing, software-as-a-service (SaaS) adoption, IT sourcing strategies, IT service contracts, IT workforce and compensation structure)

Shuya Yin, Ph.D. University of British Columbia, Associate Professor of Management (supply chain management, operations management, cooperative and non-cooperative game theory in supply chains, and interface of operations management and marketing)

Yu Zhang, Ph.D. Institut Européen d'Administration des Affaires (INSEAD), Assistant Professor of Management (interaction between strategy and capital markets, competitive strategy and corporate governance)

Lu Zheng, Ph.D Yale University, Professor of Management (investments, equity markets, mutual funds, hedge funds, investor behavior and expectations and institutional trading)