

# Business Administration: PhD

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The Berkeley-Haas PhD Program offers seven fields of academic study, for a curriculum of unusual richness and breadth. Since the program enrolls only 14 to 16 new PhD students each year, you work very closely with the faculty members in their chosen specialties.

The Berkeley-Haas PhD Program is strongly oriented toward discipline and research. Emphasis is placed on preparing you to evaluate the state of knowledge in your particular field and to advance it through the application of theory from the social sciences, mathematics, or statistics.

Upon applying to the program, you are required to choose a field of study, which will not only determine your coursework, but also focus your future employment opportunities. You may choose from the following six fields:

- Accounting (<http://haas.berkeley.edu/Phd/academics/accounting>)
- Business and Public Policy (<http://haas.berkeley.edu/Phd/academics/bpp>)
- Finance (<http://haas.berkeley.edu/Phd/academics/finance>)
- Marketing (<http://haas.berkeley.edu/Phd/academics/marketing>)
- Management of Organizations (<http://haas.berkeley.edu/Phd/academics/management>)
- Real Estate (<http://haas.berkeley.edu/Phd/academics/realestate>)

## Admission to the University

### Minimum Requirements for Admission

The following minimum requirements apply to all graduate programs and will be verified by the Graduate Division:

1. A bachelor's degree or recognized equivalent from an accredited institution;
2. A grade point average of B or better (3.0);
3. If the applicant comes from a country or political entity (e.g., Quebec) where English is not the official language, adequate proficiency in English to do graduate work, as evidenced by a TOEFL score of at least 90 on the iBT test, 570 on the paper-and-pencil test, 230 on the computer-based test, or an IELTS Band score of at least 7 (note that individual programs may set higher levels for any of these); and
4. Sufficient undergraduate training to do graduate work in the given field.

### Applicants Who Already Hold a Graduate Degree

The Graduate Council views academic degrees not as vocational training certificates but as evidence of broad training in research methods, independent study, and articulation of learning. Therefore, applicants who already have academic graduate degrees should be able to pursue new subject matter at an advanced level without need to enroll in a related or similar graduate program.

Programs may consider students for an additional academic master's or professional master's degree only if the additional degree is in a distinctly different field.

Applicants admitted to a doctoral program that requires a master's degree to be earned at Berkeley as a prerequisite (even though the applicant already has a master's degree from another institution in the same or a closely allied field of study) will be permitted to undertake the second master's degree, despite the overlap in field.

The Graduate Division will admit students for a second doctoral degree only if they meet the following guidelines:

1. Applicants with doctoral degrees may be admitted for an additional doctoral degree only if that degree program is in a general area of knowledge distinctly different from the field in which they earned their original degree. For example, a physics PhD could be admitted to a doctoral degree program in music or history; however, a student with a doctoral degree in mathematics would not be permitted to add a PhD in statistics.
2. Applicants who hold the PhD degree may be admitted to a professional doctorate or professional master's degree program if there is no duplication of training involved.

Applicants may apply only to one single degree program or one concurrent degree program per admission cycle.

Any applicant who was previously registered at Berkeley as a graduate student, no matter how briefly, must apply for readmission, not admission, even if the new application is to a different program.

### Required Documents for Applications

1. **Transcripts:** Applicants may upload *unofficial* transcripts with your application for the departmental initial review. *If the applicant is admitted*, then *official* transcripts of all college-level work will be required. Admitted applicants must request a current transcript from every post-secondary school attended, including community colleges, summer sessions, and extension programs. Official transcripts must be in sealed envelopes as issued by the school(s) attended.  
If you have attended Berkeley, upload your unofficial transcript with your application for the departmental initial review. *If you are admitted*, an official transcript with evidence of degree conferral *will not* be required.
2. **Letters of recommendation:** Applicants may request online letters of recommendation through the online application system. Hard copies of recommendation letters must be sent directly to the program, not the Graduate Division.
3. **Evidence of English language proficiency:** All applicants from countries or political entities in which the official language is not English are required to submit official evidence of English language proficiency. This applies to applicants from Bangladesh, Burma, Nepal, India, Pakistan, Latin America, the Middle East, the People's Republic of China, Taiwan, Japan, Korea, Southeast Asia, most European countries, and Quebec (Canada). However, applicants who, at the time of application, have already completed at least one year of full-time academic course work with grades of B or better at a US university may submit an official transcript from the US university to fulfill this requirement. The following courses will not fulfill this requirement: 1) courses in English as a Second Language, 2) courses conducted in a language other than English, 3) courses that will be completed after the application is submitted, and 4)

courses of a non-academic nature. If applicants have previously been denied admission to Berkeley on the basis of their English language proficiency, they must submit new test scores that meet the current minimum from one of the standardized tests.

## Where to Apply

Visit the Berkeley Graduate Division application page (<http://grad.berkeley.edu/admissions/apply>) .

## Curriculum

### Accounting Field

ECON 204	Mathematical Tools for Economics (Summer before first year, prereq for ECON 201A.)	3
ECON 201A	Economic Theory (Fall of first year.)	4
ECON 240A	Econometrics (Fall of first year)	5
ECON 201B	Economic Theory (Spring of first year)	4
ECON 240B	Econometrics (Spring of first year)	4
PHDBA 375	Teaching Business (Spring of first year)	2
A,RESEC 213	Applied Econometrics (Fall of second year)	4
ECON 234C	Financial Decision-Making in Firms (Spring of second year)	3
PHDBA 229A	Doctoral Seminar in Accounting I	3
PHDBA 229B	Doctoral Seminar in Accounting II	3
PHDBA 229C	Doctoral Seminar in Accounting III	3
PHDBA 229D	Doctoral Seminar in Accounting IV	2
PHDBA 229S	Research Seminar in Accounting	2-4
Electives, as per specialized study list		
First-year research paper (due in fall semester of the second year)		

### Business and Public Policy Field

ECON 201A	Economic Theory	4
ECON 201B	Economic Theory	4
ECON 204	Mathematical Tools for Economics (Prerequisite for ECON 201A; taught in the summer.)	3
ECON 224	Economics of Institutions	3
ECON 240A	Econometrics	5
ECON 240B	Econometrics	4
PHDBA C270	Workshop in Institutional Analysis (From the second year on)	2
PHDBA 279A	Institutions, Interest Groups and Public Policy	3
PHDBA 279B	The Political Economy of Capitalism	3
PHDBA 279C	Corporate Strategy and Technology	3
PHDBA 297B	Research and Theory in Business: Behavioral Science	3
PHDBA 279S	Research Seminar in Business and Public Policy (All students are required to enroll in, attend, and present their original research in this BPP student seminar, from Fall of the 2nd year until they have graduated. First-year students strongly recommended to audit.)	2-4
PHDBA 375	Teaching Business (Required to work as a GSI)	2
Electives per specialized study list		

Second-year research paper, due summer between the second and third year

### Finance

ECON 204	Mathematical Tools for Economics (Prerequisite for ECON 201A, taught in summer)	3
ECON 201A	Economic Theory	4
ECON 201B	Economic Theory	4
ECON 240A	Econometrics	5
ECON 240B	Econometrics	4
PHDBA 375	Teaching Business (Required to work as a GSI)	2
PHDBA 239A	Discrete Time Asset Pricing	3
PHDBA 239B	Continuous Time Asset Pricing	3
PHDBA 239C	Empirical Asset Pricing	3
PHDBA 239DA	Market Microstructure	1.5
PHDBA 239DB	Corporate Finance	1.5
PHDBA 239S	Research Seminar in Finance (Every semester after the first year)	2-4
First-year research paper, due at end of summer between first and second year		
Second-year research paper, due at end of summer between second and third years		

### Management of Organizations Field

Macro Track Required Courses:

PHDBA 375	Teaching Business (Required to work as a GSI)	2
PHDBA 297B	Research and Theory in Business: Behavioral Science	3

Four doctoral level courses in an outside department, usually Psychology or Sociology

Advanced methods courses (Two courses minimum)

PHDBA 259A	Research in Micro-Organizational Behavior (One semester, fall of first year only)	3
PHDBA 259B	Research in Macro-Organizational Behavior (Two semesters)	3
PHDBA 269B	Seminar in Marketing: Choice Modeling (Two semesters)	3
PHDBA 259S	Research Seminar in Organizational Behavior and Industrial Relations (All MORS students are required to enroll each semester starting in year 1. Students are required to give a research presentation each year starting year 2 until graduation)	2-4
PHDBA 297T	Doctoral Topics in Business Administration (Half-semester course, fall of first year only)	0.5-3

Micro Track Required Courses:

PHDBA 375	Teaching Business (Required to work as a GSI)	2
PHDBA 297B	Research and Theory in Business: Behavioral Science	3

Two doctoral level courses in psychology

Two advanced methods courses (usually in psychology)

PHDBA 259A	Research in Micro-Organizational Behavior	3
PHDBA 297T	Doctoral Topics in Business Administration	0.5-3

PHDBA 259S	Research Seminar in Organizational Behavior and Industrial Relations (All MORS students are required to enroll each semester starting in year 1. Students are required to give a research presentation each year starting year 2 until graduation)	2-4
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## Marketing Field

Consumer Behavior Track:

PHDBA 269A	Seminar in Marketing: Buyer Behavior	3
PHDBA 269B	Seminar in Marketing: Choice Modeling	3
PHDBA 269C	Seminar in Marketing: Marketing Strategy	3
PHDBA 375	Teaching Business	2
PHDBA 269S	Research Seminar in Marketing (Every semester after the first year)	2-4
ECON 101A	Economic Theory--Micro	4
or ECON 201A	Economic Theory	
PSYCH 205	Data Analysis	3

One semester of Social Psychology

One semester of Cognitive Psychology

Electives, as per specialized study list

Second-year research paper

Marketing Science Track Required Courses:

ECON 204	Mathematical Tools for Economics (Prerequisite for ECON 201A, taught in summer)	3
PHDBA 269A	Seminar in Marketing: Buyer Behavior	3
PHDBA 269B	Seminar in Marketing: Choice Modeling	3
PHDBA 269C	Seminar in Marketing: Marketing Strategy	3
PHDBA 375	Teaching Business (Required to work as a GSI)	2
ECON 201A	Economic Theory	4
ECON 201B	Economic Theory	4
ECON 240A	Econometrics	5
ECON 240B	Econometrics	4
ECON 241A	Econometrics	4
ECON 220A	Industrial Organization	3
ECON 220B	Industrial Organization	3
PHDBA 269S	Research Seminar in Marketing (Every semester after the first year)	2-4

Electives, as per specialized study list

Second-year research paper

## Real Estate Field

ECON 204	Mathematical Tools for Economics (Prerequisite for ECON 201A, taught in summer)	3
ECON 201A	Economic Theory	4
ECON 201B	Economic Theory	4
ECON 240A	Econometrics	5
ECON 240B	Econometrics	4
PHDBA 375	Teaching Business (Required to work as GSI)	2
PHDBA 297B	Research and Theory in Business: Behavioral Science	3
PHDBA 239A	Discrete Time Asset Pricing	3
PHDBA 239B	Continuous Time Asset Pricing	3
PHDBA 239C	Empirical Asset Pricing	3

PHDBA 239DA	Market Microstructure (7.5 weeks)	1.5
PHDBA 239DB	Corporate Finance (7.5 weeks)	1.5
PHDBA 239S	Research Seminar in Finance (Every semester after the first year)	2-4

Electives as per specialized study list

PHDBA 289A	Doctoral Seminar in Real Estate (Every semester from fall of second year until graduation)	4
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First-year research paper, due at end of summer between first and second year

## Business Administration: PhD

PHDBA 219S Research Seminar in Economic Analysis and Policy 1 - 3 Units

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016

The research seminar presents new research on economics applied to business management issues.

### Rules & Requirements

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

### Hours & Format

**Fall and/or spring:** 8 weeks - 1.5 hours of seminar per week

### Additional Details

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.

PHDBA 229A Doctoral Seminar in Accounting I 3 Units

Offered through: Business Administration

Terms offered: Fall 2017, Fall 2016, Fall 2015

A critical evaluation of accounting literature with emphasis on seminar contributions. Topics covered include research methodology in accounting, the private and social value of information.

### Rules & Requirements

**Prerequisites:** Business Administration 202A or equivalent, and Economics 201A-201B

**Credit Restrictions:** Students will receive no credit for 229A after taking 239A.

**Repeat rules:** Course may be repeated for credit when topic changes.

### Hours & Format

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

### Additional Details

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 223A

**PHDBA 229B Doctoral Seminar in Accounting II 3 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016

A critical evaluation of recent accounting literature involving empirical research.

**Rules & Requirements**

**Prerequisites:** Business Administration 202A or equivalent, and Economics 201A-201B

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 223B

**PHDBA 229C Doctoral Seminar in Accounting III 3 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016

A critical evaluation of recent accounting literature with emphasis on financial accounting.

**Rules & Requirements**

**Prerequisites:** Business Administration 202A or equivalent, and Economics 201A-201B

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 223C

**PHDBA 229D Doctoral Seminar in Accounting IV 2 Units**

Offered through: Business Administration

Terms offered: Fall 2014, Fall 2013, Spring 2012

Exploration of issues related to the internal accounting systems of large firms. The first part of the course focuses on the theory of mechanism design, while the second part applies this theory to a variety of managerial accounting questions.

**Rules & Requirements**

**Prerequisites:** Business Administration 202A or equivalent, and Economics 201A-201B

**Hours & Format**

**Fall and/or spring:** 15 weeks - 2 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 223D

**PHDBA 229S Research Seminar in Accounting 2 - 4 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016

Advanced study in the field of Accounting. Topics will vary from year to year and will be announced at the beginning of each semester.

**Rules & Requirements**

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - .5-3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.

**PHDBA 239A Discrete Time Asset Pricing 3 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Fall 2016, Fall 2015

Asset pricing and portfolio choice in partial equilibrium and asset pricing in General Equilibrium. Specifically, static and intertemporal theories of choice under risk and uncertainty and portfolio choice. Includes two-fund separation, Capital Asset Pricing Model, and the Arbitrage Pricing Theory. In a General Equilibrium framework, it covers the notion of complete markets and welfare theorems. Also, some macro-asset pricing models are developed in addition to an analysis of incomplete markets.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**PHDBA 239B Continuous Time Asset Pricing 3 Units**

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

This course covers topics in dynamic asset pricing, portfolio choice and general equilibrium theory in a continuous time setting. The first part of the course covers basic mathematical and statistical results. Finance results that have been developed in continuous times include the intertemporal CAPM, corporate securities and default risk, the term structure of interest rates. In addition, results are developed on non-time additive utility.

**Rules & Requirements**

**Prerequisites:** 239A

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**PHDBA 239C Empirical Asset Pricing 3 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Fall 2016, Fall 2015

Introduction and guide to issues in empirical asset pricing. Students learn key features of asset-price behavior and study how researchers test various theoretical models from finance and economics, focusing on advantages and disadvantages of research designs. Intuition behind practical econometric tools is developed and applied to asset pricing questions. By critically evaluating research, students determine which characteristics of an empirical paper influence the finance profession.

**Rules & Requirements**

**Prerequisites:** Graduate level econometrics recommended

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**PHDBA 239D Doctoral Seminar in Finance 3 Units**

Offered through: Business Administration

Terms offered: Spring 2012, Spring 2011, Spring 2010

Recent developments in financial economics, including the theory of intertemporal choice under certainty or uncertainty, portfolio optimization, asset market equilibrium, valuation of uncertainty, problems in information, financial econometrics, and empirical verification of financial models.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 238D

**PHDBA 239DA Market Microstructure 1.5 Unit**

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

Introduction and guide to issues in empirical asset pricing. Students learn key features of asset-price behavior and study how researchers test various theoretical models from finance and economics, focusing on advantages and disadvantages of research designs. Intuition behind practical econometric tools is developed and applied to asset-pricing questions. By critically evaluating research, students determine which characteristics of an empirical paper influence the finance profession.

**Rules & Requirements**

**Prerequisites:** Graduate course in contract or game theory recommended

**Hours & Format**

**Fall and/or spring:** 8 weeks - 3 hours of lecture per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.



**PHDBA 239DB Corporate Finance 1.5 Unit**

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

Study of the financial decisions made by firms and the effect of such decisions on observables. These can include debt/equity ratios, dividend policies, or the cross section of returns. In addition, corporate finance considers conflicts of interest between shareholders and managers and between different financial claimants.

**Rules & Requirements**

**Prerequisites:** Graduate course in contract or game theory recommended

**Hours & Format**

**Fall and/or spring:** 8 weeks - 3 hours of lecture per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**PHDBA 239E Dynamic Game Theory and Applications 3 Units**

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

This course focuses on repeated games and optimal mechanism design, with an emphasis on dynamics. The course presents a mix of pure theory and applications from many economics-related fields, particularly finance, macroeconomics and bargaining.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of lecture per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Instructor:** Fuchs

**PHDBA 239S Research Seminar in Finance 2 - 4 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016

Advanced study in the field of Finance. Topics will vary from year to year and will be announced at the beginning of each semester.

**Rules & Requirements**

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - .5-3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.

**PHDBA 249A Doctoral Seminar in Operations Management I 2 Units**

Offered through: Business Administration

Terms offered: Spring 2014, Spring 2013, Fall 2012

Advanced study in the field of Operations Management with an emphasis on the interface between Operations Management and Marketing. Specific topics will vary from year to year.

**Rules & Requirements**

**Prerequisites:** Economics 201A; Industrial Engineering and Operations Research 262A; 263A; 250, 253 or 254

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 2 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.

**PHDBA 249B Doctoral Seminar in Operations Management II 2 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Fall 2016, Fall 2015

Advanced study in the field of Operations Management with an emphasis on the interface between Operations Management and Marketing. Specific topics will vary from year to year.

**Rules & Requirements**

**Prerequisites:** Economics 201A; Industrial Engineering and Operations Research 262A; 263A; 250, 253 or 254

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 2 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.

**PHDBA 249C Doctoral Seminar in Management III 2 Units**

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

Advanced study in the field of operations management with an emphasis on the role of rational consumer behavior. Specific topics will vary year to year.

**Rules & Requirements**

**Prerequisites:** Industrial Engineering and Operations Research 262A, 263A, 250 or 253 or 254, and Economics 201A

**Hours & Format**

**Fall and/or spring:** 15 weeks - 2 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**PHDBA 259A Research in Micro-Organizational Behavior 3 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Fall 2016, Fall 2015

Review of the research literature of micro-organizational behavior, including its social psychological and psychological foundations. Topics include: job design, work attitudes, organizational commitment, organizational culture, control and participation in organizations, creativity, personality, socialization leadership, industrial organization psychology.

**Rules & Requirements**

**Prerequisites:** Ph.D. student or consent of instructor

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 254A

**PHDBA 259B Research in Macro-Organizational Behavior 3 Units**

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

Review of the research literature of macro-organizational behavior, including its sociological, political and economic foundations. Topics include: bureaucracy, authority, power and politics, control, technology, institutional theory, organizational ecology, resource dependency and transaction costs.

**Rules & Requirements**

**Prerequisites:** Ph.D. student or consent of instructor

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 254B

**PHDBA 259D Special Research Topics in OBIR 3 Units**

Offered through: Business Administration

Terms offered: Spring 2012, Spring 2011, Spring 2010

Review of special research topics in organizational behavior and industrial relations not ordinarily covered in 259 A, B, or C. Possible topics include: history of organizational research; human resource management research; comparative management; and business policy and strategy. Context varies from year to year.

**Rules & Requirements**

**Prerequisites:** Ph.D student or consent of instructor

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 254D

PHDBA 259S Research Seminar in Organizational Behavior and Industrial Relations 2 - 4 Units

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016

Advanced study in the field of Organizational Behavior and Industrial Relations. Topics will vary from year to year and will be announced at the beginning of each semester.

**Rules & Requirements**

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - .5-3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.

PHDBA 269A Seminar in Marketing: Buyer Behavior 3 Units

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

Advanced topics seminar intended principally for Ph.D. students but open to advanced MBA students.

**Rules & Requirements**

**Prerequisites:** Consent of instructor

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 269A

PHDBA 269B Seminar in Marketing: Choice Modeling 3 Units

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

Advanced topics seminar intended principally for Ph.D. students but open to advanced MBA students.

**Rules & Requirements**

**Prerequisites:** Consent of instructor

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 269B

PHDBA 269C Seminar in Marketing: Marketing Strategy 3 Units

Offered through: Business Administration

Terms offered: Fall 2017, Fall 2016, Fall 2015

Advanced topics seminar intended principally for Ph.D. students but open to advanced MBA students. This section will focus on marketing theory and the development of marketing thought. (Course offered alternate years.)

**Rules & Requirements**

**Prerequisites:** Consent of instructor

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 269C

PHDBA 269D Special Research Topics in Marketing 3 Units

Offered through: Business Administration

Terms offered: Spring 2013, Spring 2012, Spring 2009

Review of special research topics in marketing not ordinarily covered in BA 269A, 269B, 269C. Content varies from year to year. (Course offered alternate years.)

**Rules & Requirements**

**Prerequisites:** Consent of instructor

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 269D

PHDBA 269S Research Seminar in Marketing 2 - 4 Units

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016

Advanced study in the field of Marketing. Topics will vary from year to year and will be announced at the beginning of each semester.

**Rules & Requirements**

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - .5-3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.



**PHDBA C270 Workshop in Institutional Analysis 2 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016, Spring 2016, Fall 2015, Spring 2015

This seminar features current research of faculty, from UC Berkeley and elsewhere, and of advanced doctoral students who are investigating the efficacy of economic and non-economic forms of organization. An interdisciplinary perspective--combining aspects of law, economics, and organization--is maintained. Markets, hierarchies, hybrids, bureaus, and the supporting institutions of law and politics all come under scrutiny. The aspiration is to progressively build toward a new science of organization.

**Rules & Requirements**

**Prerequisites:** Economics 100 or 101; Business Administration 110 or equivalent; or consent of instructor

**Hours & Format**

**Fall and/or spring:** 15 weeks - 2 hours of lecture per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.

**Also listed as:** ECON C225

**PHDBA 279A Institutions, Interest Groups and Public Policy 3 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Fall 2016, Fall 2015

Surveys recent literature on public decision-making in government institutions, emphasizing a systematic framework for evaluating questions of public policy formation. Explores the new institutionalism in political science, applies the methods of rational choice theory to political problems, and links relevant theoretical and empirical literatures in economics and political science. Considers implications of public choice for corporate strategy and business-government relations.

**Rules & Requirements**

**Prerequisites:** Ph.D. student or consent of instructor

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 279A

**PHDBA 279B The Political Economy of Capitalism 3 Units**

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

Comprehensive introduction to historical development of contemporary capitalism. Class will (1) compare the "classics" in political economy and their alternative explanations of markets, politics, class, and culture in industrial development; (2) provide an overview of the history of the United States economic system and business institutions; and (3) examine competing theories of the corporation.

**Rules & Requirements**

**Prerequisites:** Ph.D. student or consent of instructor

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of lecture per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 279B

**PHDBA 279C Corporate Strategy and Technology 3 Units**

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

The course has two broad objectives: 1) providing an overview of important work (mainly empirical) in the economics of technological change and technology policy; and 2) analyzing the role of technological and organizational innovation in firm strategy and performance.

**Rules & Requirements**

**Prerequisites:** Ph.D. student standing or consent of instructor

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 279C

**PHDBA 279D Economics of Institutions 3 Units**

Offered through: Business Administration

Terms offered: Not yet offered

This course develops the proposition that institutions have pervasive ramifications for understanding economic organization. A comparative institutional approach is employed whereby the transaction is made the basic unit of analysis and alternative modes of organization are assessed with respect to their comparative contracting properties.

**Rules & Requirements**

**Credit Restrictions:** This course is not eligible for credit for students who have completed ECON 224A.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 2 hours of lecture per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**PHDBA 279S Research Seminar in Business and Public Policy 2 - 4 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016

Advanced study in the field of Business and Public Policy. Topics will vary from year to year and will be announced at the beginning of each semester.

**Rules & Requirements**

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - .5-3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.

**PHDBA C279I Economics of Innovation 3 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016, Spring 2016, Fall 2015, Spring 2015

Study of innovation, technical change, and intellectual property, including the industrial organization and performance of high-technology industries and firms; the use of economic, patent, and other bibliometric data for the analysis of technical change; legal and economic issues of intellectual property rights; science and technology policy; and the contributions of innovation and diffusion to economic growth. Methods of analysis are both theoretical and empirical, econometric and case study.

**Rules & Requirements**

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of lecture per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Also listed as:** ECON C222

**PHDBA 289A Doctoral Seminar in Real Estate 4 Units**

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

Doctoral real estate seminar, covering topics related to real estate investment, finance, and market analysis. The course is rigorous and technical, applying financial and economic analysis to the subject areas of real estate finance, urban real estate economics, and real estate evaluation.

**Rules & Requirements**

**Prerequisites:** Ph.D. equivalents of micro and macro economics, finance/or accounting, statistics and econometrics

**Repeat rules:** Course may be repeated for credit with consent of instructor. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 289A

**PHDBA 289S Research Seminar in Real Estate 2 - 4 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016

Advanced study in the field of Real Estate. Topics will vary from year to year and will be announced at the beginning of each semester.

**Rules & Requirements**

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - .5-3 hours of seminar per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.

**PHDBA 297B Research and Theory in Business: Behavioral Science 3 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Fall 2016, Fall 2015

The focus is upon defining a research problem, designing and employing specialized techniques to solve the problem. Topics will include concepts of causality, analysis of variance; experimental design; survey research; observation and multivariate analytical techniques.

**Rules & Requirements**

**Prerequisites:** Ph.D. student or consent of instructor; previous work in statistics and probability theory

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 3 hours of lecture per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**Formerly known as:** Business Administration 292B

**PHDBA 297T Doctoral Topics in Business Administration 0.5 - 3 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Spring 2017, Fall 2016

Advanced study in the field of Business Administration. Topics will vary from year to year and will be announced at the beginning of each semester.

**Rules & Requirements**

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - .5-3 hours of lecture per week

**Summer:** 6 weeks - 1.5-7.5 hours of lecture per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Letter grade.

**PHDBA 299A Individual Research in Business Problems 12.0 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Summer 2017 8 Week Session, Summer 2017 Second 6 Week Session

**Rules & Requirements**

**Prerequisites:** PhD student standing and consent of instructor

**Credit Restrictions:** Forty-five hours of work per unit per term.

**Repeat rules:** Course may be repeated for credit. Course may be repeated for credit when topic changes.

**Hours & Format**

**Fall and/or spring:** 15 weeks - 0-12 hours of independent study per week

**Summer:**

6 weeks - 0-20 hours of independent study per week

8 weeks - 0-24 hours of independent study per week

**Additional Details**

**Subject/Course Level:** Ph.D. in Business Administration/Graduate

**Grading:** Offered for satisfactory/unsatisfactory grade only.

**PHDBA 375 Teaching Business 3 Units**

Offered through: Business Administration

Terms offered: Spring 2017, Spring 2016, Spring 2015

This course will cover the broad range of knowledge and skills necessary to teach in top business schools. Teaching business effectively requires a myriad of pedagogical styles and techniques, as well as the confidence and preparation necessary to convey the course material. This course seeks to prepare doctoral students for careers as faculty in business schools, giving them the insight and experience that will make their first courses successful ones. Students will learn effective teaching strategies by observing faculty mentors, reading pedagogical texts, and openly discussing the challenges and rewards of business instruction with experienced faculty and graduate student instructors.

**Hours & Format****Fall and/or spring:** 15 weeks - 3 hours of lecture per week**Additional Details****Subject/Course Level:** Ph.D. in Business Administration/Professional course for teachers or prospective teachers**Grading:** Offered for satisfactory/unsatisfactory grade only.**PHDBA 602 Individual Study for Doctoral Students 1 - 8 Units**

Offered through: Business Administration

Terms offered: Fall 2017, Summer 2017 8 Week Session, Spring 2017

Individual study in consultation with the major field adviser, intended to provide an opportunity for qualified students to prepare themselves for the various examinations required of candidates for the Ph.D. degree.

**Rules & Requirements****Prerequisites:** Graduate standing**Credit Restrictions:** Course does not satisfy unit or residence requirements for doctoral degree.**Repeat rules:** Course may be repeated for a maximum of 16 units. Course may be repeated for a maximum of 16 units.**Hours & Format****Fall and/or spring:** 15 weeks - 1-8 hours of independent study per week**Summer:** 8 weeks - 5.5-45 hours of independent study per week**Additional Details****Subject/Course Level:** Ph.D. in Business Administration/Graduate examination preparation**Grading:** Offered for satisfactory/unsatisfactory grade only.**Formerly known as:** Business Administration 602**PHDBA 602C Curricular Practical Training Internship 0.0 Units**

Offered through: Business Administration

Terms offered: Summer 2017 10 Week Session, Summer 2016 10 Week Session, Summer 2015 10 Week Session

This is an independent study course for international students doing internships under the Curricular Practical Training program. Requires a paper exploring how the theoretical constructs learned in academic courses were applied during the internship.

**Rules & Requirements****Repeat rules:** Course may be repeated for credit when topic changes.**Hours & Format****Fall and/or spring:** 15 weeks - 0 hours of independent study per week**Summer:** 10 weeks - 0 hours of independent study per week**Additional Details****Subject/Course Level:** Ph.D. in Business Administration/Graduate examination preparation**Grading:** Offered for satisfactory/unsatisfactory grade only.