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Accounting

Christopher Williams  //  AREA CHAIR  
Associate Professor of Accounting  
Understanding the role of accounting information in creating and resolving risk and uncertainty in both capital markets and financial institutions, how discretionary accounting choices made by banks affect both the role of the individual bank and the bank’s contribution to systemic risk.

Gwen Yu  
Arthur Andersen Professor of Accounting  
Associate Professor of Accounting  
Area Faculty Doctoral Coordinator  
Understanding the role of capital markets, international accounting, corporate disclosure, and real effects of reporting quality.

Lindsey Gallo  
Assistant Professor of Accounting  
The role of disagreement and uncertainty in capital markets, the content of earnings, and the relationship between firm-level and macroeconomic information.

Raffi Indjejikian  
Carleton H. Grifﬁn-Deloitte and Touche LLP Collegiate Professor of Accounting  
Use of managerial and ﬁnancial accounting information in performance evaluation and managerial compensation, and agency theory and its application to managerial accounting.

Reuven Lehavy  
Victor L. Bernard PricewaterhouseCoopers LLP  
Colleague Professor of Accounting  
Usefulness of ﬁnancial analysts' price targets, stock recommendations, and earnings forecasts; ﬁrms' use of accounting report discretion (earnings management); and the interaction between analysts' earnings forecasts targets and ﬁrms' reporting choices.

Gregory S. Miller  
Ernst & Young Professor of Accounting  
Faculty Director, Paton Center of Accounting  
How managers communicate their view of the ﬁrm and its activities to outsiders.

Venky Nagar  
KPMG Professor of Accounting  
Interaction among ﬁrm strategy, organizational design and managerial accounting, and use of non-ﬁnancial measures in performance evaluation.

James Omartian  
Assistant Professor of Accounting  
The effects of regulation and the role of internal information in ﬁrm outcomes and external reporting.

Heidi Packard  
Assistant Professor of Accounting  
Executive compensation, corporate governance, and disclosure.

Catherine Shakespeare  
Thomas C. Jones Associate Dean for Undergraduate Programs  
Professor of Accounting  
Financial accounting and reporting, measurement and ﬁnancial instruments, the timeliness and accuracy of bond ratings, examination of managers' incentives to use discretion in reporting earnings, and evaluation of the role of accounting information in ﬁrm valuation.

Jagadeesh Sivadasan  //  AREA CHAIR  
Jack D. Sparks–Whirlpool Corporation Research Professor of Business Administration  
Professor of Business Economics and Public Policy  
Allocative efﬁciency, ﬁrm performance and productivity, international economics, personnel economics, product market competition, and public policy and ﬁrm behavior.

Sarah Miller  
Assistant Professor of Business Economics and Public Policy  
Area Faculty Doctoral Coordinator  
Health economics, public policy, healthcare, public economics, consumer credit, and personal ﬁnance.

Thomas Buchmueller  
Waldo O. Hildebrand Professor of Risk Management and Insurance  
Professor of Business Economics and Public Policy  
Health economics, the demand for insurance, employer-sponsored insurance and the labor market, regulation of insurance markets, and public insurance programs.

Andreas Hagemann  
Assistant Professor of Business Economics and Public Policy  
Inference in small samples, statistical analysis of large data sets with complex dependence structures, and development of new econometric tools for empirical social science.

Francine Lafontaine  
Associate Dean for Business+Impact  
William Davidson Professor of Business Economics and Public Policy  
Professor of Economics, LSA  
Industrial organization, vertical relationships and antitrust, contracting and franchising, and entrepreneurship. Advances in contract theory and models of vertical relationships applied to the analysis of franchising arrangements and other contractual relationships with an emphasis on incentive issues, ﬁrm performance, and competition policy.

Business & Economics

Thomas P. Lyon  
Dow Professor of Sustainable Science, Technology and Commerce  
Faculty Director, Erb Institute  
Professor of Business Economics and Public Policy  
Professor of Environment and Sustainability, SEAS  
Corporate environmental information disclosure, greenwashing, the causes and consequences of renewable energy policy regulation, and voluntary programs for environmental improvement.

Scott E. Masten  
Professor of Business Economics and Public Policy  
Economics of organization, transaction-cost economics, contracting practices and contract law, theory of the ﬁrm, vertical integration and vertical restrictions, and evolution of legal institutions.

Anant Nyshadham  
Assistant Professor of Business Economics and Public Policy  
Enterprise, ﬁrm, and worker characteristics and decision-making (e.g., labor contracting, worker training, managerial quality) and the resulting performance dynamics, particularly in developing countries.

Nirupama Rao  
Assistant Professor of Business Economics and Public Policy  
The economic effects of fiscal and regulatory policy, focusing on the impact of taxes and regulations on ﬁrm production, investment and pricing decisions and individual consumption behavior.

Joel Slemrod  
Paul W. McCracken Collegiate Professor of Business Economics  
Professor of Economics, LSA  
Faculty Director, Ofﬁce of Tax Policy Research  
Impact of tax policy on individual and business decisions, compliance costs of taxation, roles of businesses and technology in tax system operation, and tax policy.
Finance

Paolo Pasquariello // AREA CHAIR
Professor of Finance
Information economics and its applications to market microstructure (e.g., market liquidity and price efficiency) and international finance (e.g., foreign exchange, financial crises and contagion, and central bank interventions). Strategic trading in stock and bond markets, government intervention in currency and bond markets, financial crises and contagion, financial market dislocations, and the relation between firm-level adverse selection and firms’ capital structure decisions.

Uday Rajan
David B. Hermelin Professor of Business Administration
Professor of Finance
Area Faculty Doctoral Coordinator
The effect of informational frictions such as adverse selection and moral hazard in corporate finance settings and on financial markets. Recent work includes the role of banks and FinTech companies in payments.

Neroli Austin
Assistant Professor of Finance
Law and finance, with a specialization in real estate and private markets.

Sugato Bhattacharyya
Associate Professor of Finance
The role of corporate finance, information economics and contractual arrangements.

Gautam Kaul
Robert G. Rodkey Collegiate Professor of Business Administration
Professor of Finance
Finance and sustainability, asset pricing models, market microstructure, and the behavior of stock and bond prices. Continuing contributions to scholarly research in the field of business, and noteworthy contributions to building and maintaining a strong research environment at Michigan Ross.

Edward Kim
Assistant Professor of Finance
Empirical corporate and household finance, with a focus on banking, fintech, real estate, and intangible capital.

Shane Miller
Assistant Professor of Finance
Empirical asset pricing, macro-finance, econometrics, and delegated asset management, focusing on the term structure of equity risk premia, dynamic firm risk, and their implications for macroeconomic models and asset management.

M.P. Narayanan
Robert Mershon Huffer Professor of Business Administration
Professor of Finance
Faculty Director, Mitsui Life Center
Contract theory, asymmetric information, and their application to corporate finance and investments; capital structure, takeover financing, divestitures, managerial myopia, managerial incentives, corporate governance, mergers and acquisitions, corporate diversification and executive compensation.

Amiyatosh Purnanandam
Michael Stark Professor of Finance
Security issuance (IPOs/SEOs) decisions, capital structure and risk-management decisions, banking, corporate risk management and credit risk, initial public offerings and seasoned equity offerings, and theoretical corporate finance. Measurement and monitoring of risk in banks, causes and consequences of financial crisis, incentive issues in mortgage securitization markets, racial differences in real estate finance, and the effect of market pressure on bureaucracies’ actions.

Mirela Sandulescu
Assistant Professor of Finance
Empirical and theoretical asset pricing, focused on the degree of market integration, international financial markets, portfolio formation and financial intermediation.

H. Nejat (Nejat) Seyhun
Jerome B. and Eilene M. York Professor of Business Administration
Professor of Finance
Backdating of executive options, risk-return trade-off in asset prices, intra-day impact of insider trading, long-run performance of IPOs, managerial overconfidence, Chinese walls and conflicts of interest in securities firms, option pricing, and conflict between information efficiency and rewards to information gathering. Executive compensation, information effects of short-selling, empirical asset pricing, insider trading, law and economics.
Management & Organizations

David M. Mayer // AREA CHAIR
John H. Mitchell Professorship in Business Ethics
Professor of Management and Organizations
Social and ethical issues in organizations, Behavioral ethics, organizational justice, and workplace diversity.

Maxim Sytch
Professor of Management and Organizations
Area Faculty Doctoral Coordinator
Organization theory, complex systems, economic sociology, collaboration, conflict, networks, strategic alliances, patent infringement lawsuits, intellectual property, and innovation. Origins and evolutionary dynamics of the dual social structure of markets that encompasses both collaborative and conflictual interorganizational relationships and investigates how network positions of firms determine their behavior and performance.

Susan J. Ashford
Michael and Susan Jandernoa Professor of Business Administration
Professor of Management and Organizations
Interests include leadership and managerial effectiveness, issue selling, self-management, issue selling, feedback seeking.

Charleen Case
Assistant Professor of Management and Organizations
Social-evolutionary approach to the study of leadership, social hierarchy, and coalitions. The motivational, social-cognitive, and endocrinological processes that underlie the attainment and maintenance of social relationships, with an emphasis on those within group hierarchies and coalitions.

Gerald Davis
Gilbert and Ruth Whitaker Professor of Business Administration
Professor of Management and Organizations
Faculty Director, Business + Impact
Corporate governance, finance and society, and new forms of organizations, corporate governance, organization theory, globalization, social networks, and social movements.

Lindy Greer
Assistant Professor of Management and Organizations
Faculty Director, Sanger Leadership Center
How to lead effective organizational teams, with specific interests in leadership skills in conflict management, diversity and inclusion, vision crafting, and the communication of emotions.

Andrew J. Hoffman
Hokum (US), Inc. Professor of Sustainable Enterprise
Professor of Management and Organizations
Professor of Environment and Sustainability, SEAS
Institutional theory, culture change, social movements, negotiations, organizational and social entrepreneurship, environmental protection, and sustainability of industries.

Shirli Kopelman
Clinical Professor of Management and Organizations
Negotiation, leading with emotions, mindfulness, social dilemmas, cooperation. Drawing on personal strengths to be simultaneously collaborative and assertive, lead with emotions, enhance creativity, and align with one’s moral compass to achieve goals and maximize economic profits in a sustainable way, while fostering well-being.

Ethan Kross
Professor of Management and Organizations
Professor of Psychology, LSA
Self-control, emotion and emotion regulation, wisdom, leadership, emotional intelligence, social media and well-being, coaching and moral reasoning.

Julia Lee Cunningham
Associate Professor of Management and Organizations
Psychology of narrative, implicit beliefs, lay theories, role and identity, behavioral ethics.

Scott Page
Williamson Family Professor of Business Administration
Professor of Management and Organizations
Professor of Political Science, Professor of Complex Systems and Professor of Economics, LSA
The function of diversity in complex social systems, the potential for collective intelligence, and the design of institutions for meeting the challenges of a complex world.

Jeffrey Sanchez-Burks
William Russell Kelly Professor of Business Administration
Professor of Management and Organizations
Design thinking, innovation, cross-cultural collaborations, emotional aperture, emotional intelligence, and leading organizational change.

Lloyd E. Sandelands
Professor of Management and Organizations
Professor of Psychology, LSA
Business ethics, Thomist metaphysics, business applications of Catholic social teaching and the social and spiritual dimensions of life in organizations.

Gretchen Spreitzer
Associate Dean for Executive and Corporate Relations
Keith E. and Valerie J. Alessi Professor of Business Administration
Professor of Management and Organizations
Thriving at work, leadership and positive organizational scholarship and the role of employee empowerment and leadership development, particularly within a context of organizational change and decline.

James Walsh
A.F. Thurnau Professor
Gerald and Esther Carey Professor of Business Administration
Professor of Management and Organizations
Professor of Strategy
Corporation in society, corporate social responsibility and corporate governance, exploring the purpose, accountability, and control of the firm (and even more generally, business itself) in society.

Siyu Yu
Assistant Professor of Management and Organization
Performance and social consequences of inequality and hierarchy, perceptual (in)accuracy of status hierarchy and its implications for performance, leader-follower relationships, proactive work behaviors, DEI initiatives, and team effectiveness; micro-social networks, diversity, team dynamics, conflict.
Marketing

Anocha Aribarg // AREA CHAIR
Professor of Marketing
Group decision-making, social influence in choice decisions and impact of social network, Bayesian and econometric modeling of complex consumer choice decisions and consumer experiences, and psychology-based market response modeling.

Yesim Orhun
Associate Professor of Marketing

Fred Feinberg
Joseph Handelman Professor of Marketing
Professor of Statistics, LSA
Modeling choice behavior; dynamic models of advertising, promotion, and variety-seeking; optimal stopping and cutoffs; decision theory, statistics, and Bayesian econometrics; and the interface between marketing, operations management, and engineering.

Rajeev Batra
Sebastian S. Kresge Professor of Marketing
Advertising budgeting and repetition, emotion in advertising, non-verbal processes and effects, brand personality and brand equity, brand building and brand management, global branding issues, global consumer culture and marketing issues in emerging economies, Asian consumers, advertising budgeting and repetition, and marketing communications.

Katherine Burson
Associate Professor of Marketing
Judgement and decision making in consumer behavior, specifically systematic biases in self-assessment such as over- and under-estimation of ability and the effects of such biases on product choice.

Jessica Fong
Assistant Professor of Marketing
Applying theory-driven models and experimentation to empirically analyze marketing data with the goal of improving firm strategy and better understanding consumer behavior with a focus on matching markets, platform design, advertising, and behavioral economics.

Justin Huang
Assistant Professor of Marketing
Online platform design, search rankings, seller and content creator incentives, online community growth, dynamic pricing, experiments on online platforms.

Aradhna Krishna
Dwight F. Benton Professor of Marketing
Influence of sensory inputs on consumers’ perceptions, judgments, and decisions; sensory marketing; sensory imagery; mental simulation; food and health decisions; corporate social responsibility; charitable behavior; voting behavior.

Puneet Manchanda
Isadore and Leon Wienerman Professor of Marketing
Professor of Marketing
Big data, response models, resource allocation, advertising, new product adoption, social networks, models of firm behavior, Bayesian econometrics, empirical industrial organization, statistics, and discrete choice models.

Venkatram Ramaswamy
Professor of Marketing
Consumers as co-creators of value, customer-firm interactions, consumer heterogeneity and personalized experiences, market as a forum, experience innovation, experience networks, information infrastructure, consumer-to-consumer interactions, consumer communities, word-of-mouth, and discursive theory of the market.

Scott Rick
Associate Professor of Marketing
Financial decision making, shopping, intertemporal choice, loss aversion, emotion and decision making, and behavioral economics. The emotional causes and consequences of consumer financial decision-making, with a particular interest in the behavior of tightwads and spendthrifts.

Eric Schwartz
Associate Professor of Marketing
Interactive marketing, ecommerce, retailing, online advertising, digital media consumption, consumer relationship management, Bayesian econometrics and statistics, adaptive experiments, multi-armed bandit problems, machine learning. Customer analytics stretches managerial applications, including online display advertising, email marketing, video consumption, and word-of-mouth.

Srinivasaraghavan Sriram
Associate Dean for Graduate Programs
Professor of Marketing
Product portfolio management: topics such as inferring complementary/substituting relationships between products, cannibalization, consumer adoption of technology products, and strategies for multi-sided platforms. Two-sided markets, product portfolio management, brand equity, consumer adoption of technology products, consumer learning, long-term effects of marketing actions and optimal allocation of marketing budgets.

David Wooten
University Diversity and Social Transformation Professor
Professor of Marketing
Social influences on consumption, consumer self-presentation, word of mouth communications, consumer shopping behavior: qualitative and experimental methods.

Carolyn Yoon
Associate Dean for Diversity, Equity, & Inclusion
Wilbur K. Pierpoint Collegiate Professor of Leadership in Management Education
Professor of Marketing
Consumer neuroscience, decision neuroscience, cultural neuroscience, cognitive aging in consumer contexts, implicit memory for consumer information, and cross-cultural differences in memory and cognition.
Strategy

Felipe Csaszar // AREA CHAIR
Chair of the Strategy Department
Professor of Strategy
How the speed, quality, and innovativeness of strategic decisions depend on firms’ internal, external, and distributed representations. This includes research on the effect of mental representations, frameworks, artificial intelligence, and other organizational decision-making processes.

Yue Maggie Zhou
Associate Professor of Strategy
Area Faculty Doctoral Coordinator
The impact of interdependence on competitive, corporate, platform, and ecosystem strategies. The role of task complexity and institutional demands on organization design. Multinational corporations. Equality and productivity.

Allan Afuah
Professor of Strategy
Business model innovation, crowdsourcing, disruptive technologies, impact of technological discontinuities on ecosystems, multisided platforms, open innovation, problem solving, strategy YOU, technological innovation from the point of view of customers, and value creation and capture during innovation.

Justin Frake
Assistant Professor of Strategy
The micro-foundations of reputation-based and human capital-based competitive advantage. Organizational misconduct, organizational authenticity, employee mobility, and research methods.

Cheng Gao
Assistant Professor of Strategy
Strategy in nascent industries, innovation, entrepreneurship, non-market strategy, business-government relations, organization theory, emerging markets, qualitative methods.

Derek Harmon
Assistant Professor of Strategy
The socio-cognitive and linguistic mechanisms that shape markets and institutions. Central bank communications, entrepreneurship in nascent markets, and organizational deviance.

Michael Jensen
Professor of Strategy
The socio-cognitive structures of markets including social networks and market identities and how they affect competition. Status, theorized initially as positions in social structure, but more recently also as an important aspect of market identities, and on developing a role-theoretic perspective on reputation.

Aneel G. Karnani
Professor of Strategy
Competitive advantage, growth strategies, global competition, emerging economies, corporate social responsibility, economic development, and global poverty.

Jordan Siegel
Professor of Strategy
How firms can borrow foreign institutions as a means of substituting for weak governance institutions at home, how labor market institutions impact the design and success of global business strategies, and how culture impacts the decision of where to locate foreign direct investments.

James Walsh
A.F. Thurnau Professor
Gerald and Esther Carey Professor of Business Administration
Professor of Management and Organizations
Professor of Strategy
Corporation in society, corporate social responsibility and corporate governance; exploring the purpose, accountability, and control of the firm (and even more generally, business itself) in society.

James Westphal
Harvey C. Firebaugh Professor of Business Administration
Professor of Strategy
Co-Director of ICOS
Strategic management and organizational theory, with a focus on social and psychological processes in corporate governance and strategic decision making. Corporate governance and top management, institutional processes, symbolic management and social networks.

Brian Wu
Professor of Strategy
Corporate scope, industry dynamics, firm capabilities, entrepreneurship, innovation, Chinese economy, the role of firm capabilities in influencing the dynamics of corporate scope and the evolution of industries.
Technology & Operations

Damian R. Beil // AREA CHAIR
Donald C. Cook Professor of Business Administration
Professor of Technology and Operations
Mathematical models to analyze complex problems in sourcing. How bargaining power affects opportunistic pricing by suppliers, how procurement auctions should be designed to account for supplier qualification screening, quality levels, and long-term maintenance of a healthy supplier base, and how feedback affects crowdsourcing outcomes.

Mohamed Mostagir
Associate Professor
Area Faculty Doctoral Coordinator
Social networks, learning and information, dynamic and stochastic optimization, game theory.

Hyun-Soo Ahn
Ford Motor Company Director of the Joel D. Tauber Institute for Global Operations
Professor of Technology and Operations
Revenue management, supply chain management, studies mathematical models related to supply chain management, dynamic pricing and revenue management, and market platform design.

Ravi M. Anupindi
Colonel William G. and Ann C. Svetlich Professor of Operations Research and Management
Professor of Technology and Operations
Technology and business innovation, global supply chain management, supply chain risk and resilience, (social and environmental) sustainability, supply chains and policy, health care delivery, and economic development.

Kate Astashkina
Assistant Professor of Technology and Operations
Sustainable operations management, food waste, online platforms, water management.

Lennart Baardman
Assistant Professor of Technology and Operations
Using analytical techniques such as mathematical modeling, optimization, statistics, and machine learning to solve practice- and data-driven problems in revenue management, pricing, supply chain management, and logistics.

Izak Duenyas
Henric Professor of Business
Faculty Director, Executive MBA Program
Professor of Technology and Operations
Professor of Industrial and Operations Engineering, College of Engineering
Supply chain management and coordination, revenue management in a variety of industries, evaluation of investment decisions in capacity and in modeling and control of production systems.

Wallace Hopp
C. K. Prahalad Distinguished University Professor of Business and Engineering
Professor of Technology and Operations
Professor of Industrial and Operations Engineering, College of Engineering
Design, control, and management of operations systems, with emphasis on manufacturing and supply chain systems, innovation processes, and health care systems.

Stefanus Jasim
Associate Professor of Technology and Operations
Dynamic/real-time/data-driven optimization, online learning and optimization, design and analysis of near-optimal heuristic controls. Dynamic pricing and revenue management, supply chain, logistics, omni-channel and e-commerce, optimization in on-demand markets, and interface of operations with marketing, information system, and economics.

Roman Kapuscinski
John Pianarathakis Professor of Manufacturing Management
Professor of Technology and Operations
Senior Associate Dean for Faculty and Research
Supply chain management, capacity management, value of information, optimal design of production-inventory systems, the interactions of capacity decisions and pricing policies, risk-aversion in operations, response to disruptions, auctions in energy markets, energy storage and curtailment, and financial and operational hedging.

M. S. Krishnan
Accenture Professor of Computer Information Systems
Professor of Technology and Operations
Faculty Director, Business+Tech
Faculty Director, India Initiative
Digital transformation and business model innovation, leadership in digital businesses, N+1 personalization, enterprise technology architecture and business process flexibility, global resource partnership and business value of technology investments.

Stephen Leider
Professor of Technology and Operations
Experimental, theoretical and empirical methods to answer questions in behavioral economics and behavioral operations management, including contracts and bargaining in supply chains, dynamic decision making in operational settings, and the use of technology to support productivity and decision-making.

Peter J. Lenk
Professor of Technology and Operations
Application of Bayesian models to business and economics, including marketing research, information systems, and finance. Bayesian theory, inference, and computations.

Jun Li
Associate Professor of Technology and Operations
Empirical operations management, business analytics, price and revenue management, consumer behavior, competitive dynamics, network analysis, service sector, airline, hotel, and retailing.

Nigel Melville
Associate Professor of Technology and Operations
Organizational transformation enabled by digital information systems.

John Silberholz
Assistant Professor Technology and Operations
Healthcare analytics, with a particular focus on designing and learning from clinical trials. I am interested not only in how to most efficiently run a clinical trial to compare a set of treatments, but also how to best select what should be compared within that clinical trial as well as how to derive as much value as possible from the results of the trial.

Joline Uichanco
Assistant Professor of Technology and Operations
Stochastic modeling and strategies for decision-making under ambiguity with applications in e-commerce retail, omni-channel retail, supply chain management, revenue management, and humanitarian logistics.

Andrew Wu
Assistant Professor of Technology and Operations
Develops and applies machine learning and automated textual analysis methods to extract and quantify new financial and operating information from large-scale unstructured data, such as corporate disclosures, news reports, government documents, and social media, and blockchain, cryptocurrencies and robo-advisors.