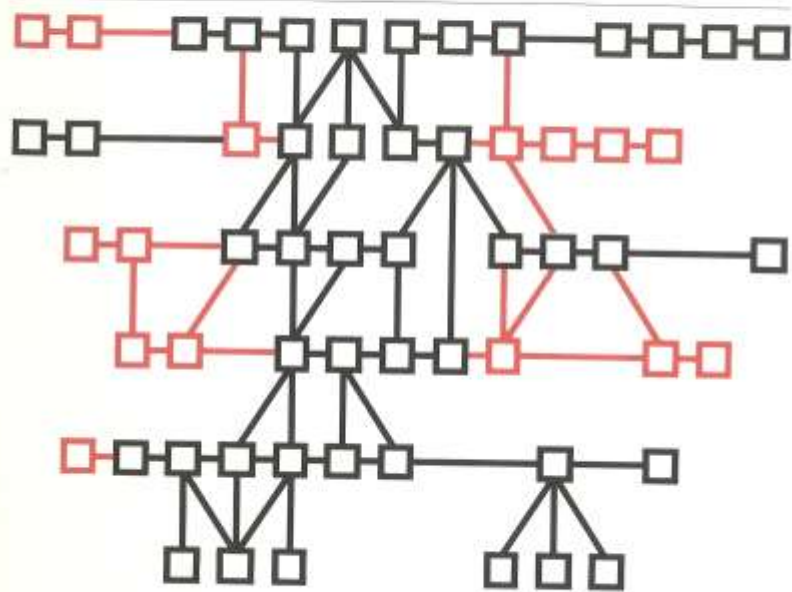


The Ph.D. Program  
in Management  
1982

Alfred P. Sloan  
School of  
Management

Massachusetts  
Institute  
of Technology





Abraham J. Siegel, Dean, and Professor of Industrial Relations (above)

Peter P. Gil, Associate Dean, and Senior Lecturer (right)

Alvin J. Silk, Chairman, Ph.D. Committee, and Professor of Management Science (far right)



## The Faculty

### Educational Backgrounds and Research Interests

#### Katherine G. Abraham

Assistant Professor of Industrial Relations  
B.S. Iowa State University 1976  
Ph.D. Harvard University 1981

Studies of large firms' personnel data, focusing on compensation, promotions, and layoffs, analysis of employment adjustments over the business cycle, research on unemployment.

#### Sidney S. Alexander

Professor of Management and Economics  
B.S. Harvard University 1936  
M.A. Harvard University 1939  
Ph.D. Harvard University 1946

Normative foundations of policy, economics of regulation and anti-trust.

#### Thomas J. Allen

Professor of Organizational Psychology and Management  
B.S. Upsala College 1954  
S.M. MIT 1953  
Ph.D. MIT 1966

Management of research and development, specifically those aspects dealing with the problem-solving process in research and in flow of scientific and technological information, organizational communications, international transfer of technology.

#### Richard P. Bagozzi

Associate Professor of Management Science  
B.S.E.E. General Motors Institute 1970  
M.S. University of Colorado 1988  
M.B.A. Wayne State University 1972  
Ph.D. Northwestern University 1976

Behavioral science in management, family decision-making, attitude, communication, and consumer decision process research, salesperson behavior, multivariate statistics, measurement, philosophy of management science.

#### Lance L. Bailyn

Professor of Organizational Psychology and Management  
B.A. Swarthmore College 1951  
M.A. Harvard University 1953  
Ph.D. Harvard University 1956

Research on technical careers, the interaction between work and family, new ways of structuring work, dual career families, research methods.

#### Benjamin C. Ball, Jr.

Adjunct Professor of Management and Engineering  
S.B. MIT 1948  
S.M. MIT 1949

Energy policy and strategy, strategic planning and control, management education, analysis of the future structure of the industry serving energy markets, shale oil, technology assessment, nature of the competitive environments for oil and gas development in non-exporting, developing countries.

#### Louis L. Basko

Adjunct Professor of Management  
A.B. University of California,  
Los Angeles 1957  
Honorary D.H.L., Rollins College 1968  
Honorary D.H.L., Wilkes College 1980

Business and social pressures, business ethics, business and the media, case studies in business-media relations and in programmed corporate responses to social pressure problems.

#### Arnold I. Barmis

Associate Professor of Operations Research and Management  
E.A. Columbia College 1969  
Ph.D. MIT 1973

Operations research, applied probability and statistics, criminal justice, transportation systems, search theory, public health.

#### Thomas A. Barocci

Associate Professor of Industrial Relations  
B.A. University of Wisconsin 1968  
M.A. University of Wisconsin 1969  
Ph.D. University of Wisconsin 1973

Employment, training and compensation policy and procedures, productivity, quality assurance, collective bargaining, national economic policy, regional economic development, the human resource factor, strategic planning, sociological change and labor, hospital management.

**Richard Beckhard***Adjunct Professor of Management*

A.B. Pomona College 1959

Organizational issues involved in managing change, issues of management in medical schools, teaching hospitals and community health centers, developing management education programs for use in training organizational leaders to manage change, issues in family-owned organizations.

**David A. Beldley***Professor of Applied Economics (Visiting)*

B.A. Haverford College 1961

Ph.D. MIT 1965

Estimation of simultaneous equation systems, collinearity and the weak-data problem, computational properties of econometric estimators.

**Ernst R. Berndt***Professor of Applied Economics*

B.A. (Hons.) Wapostasi University 1968

M.S. University of Wisconsin 1971

Ph.D. University of Wisconsin 1972

Applied microeconomics and applied econometrics, energy demand modeling, effects of increased energy prices on the rest of the economy, industry productivity measurements, dynamic models of industrial demand for factors of production, rent capture by unions in resource industries.

**Gabriel B. Bitran***Associate Professor of Management*

B.S. University of Sao Paulo 1969

S.M. University of Sao Paulo 1972

S.M. MIT 1974

Logistics, operations management, hierarchical production planning, mathematical programming, multiple criteria decision-making.

**Fischer Black***Professor of Finance*

A.B. Harvard College 1959

Ph.D. Harvard University 1964

Equilibrium models of economic and financial markets, pricing of options and related securities, business cycles, monetary theory, international economics, portfolio management when markets are efficient, definitions of earnings.

**Gordon E. Bloom***Senior Lecturer*

A.B. University of Buffalo 1959

Ph.D. Harvard University 1966

J.D. Harvard Law School 1968

Productivity in distribution with particular reference to development of uniform standards in packaging, modularization of cartons, systems analysis and stimulation of new technology, food marketing generally, impact of government laws and regulation on business.

**William E. Borghia***Professor of Management and Humanities, Emeritus, Senior Lecturer*

A.B. Princeton University 1934

A.M. Princeton University 1935

Ph.D. Princeton University 1948

Philosophy of history and civilization.

**Edward H. Bowman***Professor of Management*

S.B. MIT 1947

M.B.A. University of Pennsylvania 1949

Ph.D. Ohio State University 1954

Corporate strategy, managerial decision-making, boards of directors, corporate social responsibility, variance in corporate profitability.

**Peter Brownell***Assistant Professor of Management Science*

B.Com. (Hons.) Melbourne University 1973

M.B.A. University of California, Berkeley 1978

Ph.D. University of California, Berkeley 1979

Managerial accounting with a particular emphasis on the behavioral implications of budgeting system design and the problems of system/user interface, environmental and technological determinants of budgeting system design, the use of experimental research methodology in the study of organizational problems associated with management control and budget system design.

**Loren C. Cox***Director, Center for Energy Policy Research, Lecturer*

B.A. Ottawa University 1960

M.A. University of Oregon 1963

Analysis of energy policy and management in public and private sectors in the U.S. and abroad.

**Paula B. Czinn***Director of Placement, Lecturer*

A.B. Radcliffe College 1956

S.M. MIT 1977

Why MBA alumni/ae change jobs; what career paths are taken by MBAs with previous Ph.D. degrees.

**John J. Donovan***Associate Professor of Management Science*

S.B. Tufts University 1963

M.S. &amp; M.E. Yale University 1965

M.Ph. &amp; Ph.D. Yale University 1966

Technologies of computer-based information systems.

**James W. Driscoll***Assistant Professor of Industrial Relations*

B.A. Harvard College 1966

M.B.A. Harvard University 1971

Ph.D. Cornell University 1975

Myths about people at work, union-management cooperation to improve productivity and the quality of work life, office automation.

**Il Scott Dunson***Associate Director of Executive Education Programs, Lecturer*

B.A. Dickinson College 1960

Ph.D. UCLA 1969

Economic development, social change, international management.

**Stan N. Elnekstein***Assistant Professor of Health Management*

S.B. MIT 1971

S.M. MIT 1971

M.D. Harvard University 1975

Health management, effectiveness of health technology and practice.

**Jay W. Fuencio***Getzenhausen Professor of Management*

B.Sc. University of Nebraska 1939

S.M. MIT 1945

Honorary:

D. Eng. University of Nebraska 1954

D. Sci. Boston University 1959

D. Eng. Newark College of Engineering 1971

D. Sci. Union College 1973

D. Eng. University of Notre Dame 1974

D. Pol. Sci. University of Mannheim 1979

Industrial dynamics, corporate growth, urban growth and stagnation, principles of systems, dynamics of social systems, economic growth and life cycle, world dynamics, social and economic change in nations.

**Jawaid Abdel Ghani***Assistant Professor of Management Science*

S.B. MIT 1975

Ph.D. The Wharton School, University of Pennsylvania 1981

Experimental research on decision aids for management, including computer graphics, human information processing, and decision aids for management control.

**Peter F. Gil***Associate Dean, Senior Lecturer*

A.B. Harvard College 1949

M.B.A. Harvard University 1951

Ph.D. University of Geneva 1965

Behavioral science, executive development, management education.

**Stephen C. Graves***Associate Professor of Management Science*

A.B. Dartmouth College 1973

M.B.A. Dartmouth College 1974

M.S. University of Rochester 1976

Ph.D. University of Rochester 1977

Production planning and scheduling, multi-stage inventory systems, logistics systems planning, transportation scheduling, design and control of automated assembly systems.

**John R. Hauser***Associate Professor of Management Science*

S.B. MIT 1973

S.M. MIT 1973

Sc.D. MIT 1975

Design and marketing of new products and services and related marketing strategy, axiomatic theory, models, measurement, and statistical estimation of consumer perceptions, preferences, and choice, probabilistic models of consumer behavior, more efficient and effective market research techniques, forecasting the adoption of new technologies, defensive marketing strategy.

**Arnoldo C. Hax***Professor of Management Science*

Industrial Engineer, Catholic University of Chile 1960

M.S. University of Michigan 1963

Ph.D. University of California, Berkeley 1967

Strategic planning, operations management, operations research, interconnected models for large-scale production and distribution systems, logistics.