

# **BIZ Doctoral Programme Study Guide 2018-2020**

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## Table of Contents

Doctoral Programme .....	3
I Orientation to Doctoral Programme.....	4
II Structure of Doctoral Programme.....	5
1. Common core studies .....	5
2. Specialization area studies .....	5
III Course descriptions .....	7
1. COMMON CORE STUDIES .....	7
2.1 Specialization area Business.....	<b>Error! Bookmark not defined.</b>
2.1.1 Common studies in specialization area Business.....	<b>Error! Bookmark not defined.</b>
2.1.2 Disciplinary studies in Specialization area Business.....	23
DEPARTMENT OF MANAGEMENT STUDIES .....	24
Entrepreneurship.....	24
International Business .....	27
Organization and Management .....	33
Organizational Communication.....	44
DEPARTMENT OF ACCOUNTING .....	48
Accounting .....	48
Yritysjuridiikka .....	52
Business Law .....	58
( <i>Yritysjuridiikka</i> ) .....	58
DEPARTMENT OF INFORMATION AND SERVICE MANAGEMENT .....	64
Information Systems Science .....	64
Logistics .....	68
Management Science.....	71
DEPARTMENT OF MARKETING.....	74
Marketing .....	74
2.2 Specialization area Economics .....	95
DEPARTMENT OF ECONOMICS .....	95
<i>Economics</i> .....	95
( <i>Taloustiede</i> ) .....	95
2.3 Specialization area Finance.....	101
DEPARTMENT OF FINANCE .....	101
Finance .....	101

## Doctoral Programme

This document contains the requirements and course descriptions of the Aalto University School of Business Doctoral Programme.

The director of the doctoral programme is Professor Henrikki Tikkanen (Marketing). The professors who are in charge of doctoral studies in their major are listed in the description of each major.

The programme's student services are located in the School of Business Learning Services, main building, Runeberginkatu 14-16, room A-119. Mail address: POB 21210, 00076 Aalto. All questions related to admission process, studies and credit transfer, dissertation process and graduation should be directed to [doctoralprogramme-biz@aalto.fi](mailto:doctoralprogramme-biz@aalto.fi). The Doctoral Programme Coordinator is Ritva Laaksovirta.

Assistant Controller Iida Kuronen is the contact person in issues related to financing of the doctoral studies.

The Doctoral Degree Committee (until 31 July, 2018 "Dissertation Committee") makes the decisions related to a candidate's dissertation process: it nominates the preliminary examiners, opponent and custos, and approves dissertations. In addition it gives statements for the School of Business Academic Committee on various matters related to developing doctoral education and research. The current Doctoral Programme Committee's term started on 1 August, 2018. The meeting schedule and the names of the members are listed on the Into website. The secretary of the Committee is Ritva Laaksovirta.

# I Orientation to Doctoral Programme

## *90L011 Orientation Seminar*

### **Status of the course**

Mandatory for all doctoral students

### **Level**

Doctoral studies

### **Teacher in charge**

Professor Henrikki Tikkanen.

### **Teaching period**

A two-day seminar 3 – 4 September, 2018, at Töölö campus

### **Learning outcomes**

The objective is to help doctoral candidates start with their studies and research. The seminar is conducted in English.

### **Content**

The seminar includes presentations, panels and discussion about studies and research as well as issues which are an inherent part of a researcher's life like academic writing and publishing and financing the studies. It is conducted by the faculty and staff of the doctoral programme.

### **Assessment methods and criteria**

Attendance and active participation in the seminar.

### **Grading scale**

Pass/fail

### **Language of instruction**

English

### **Further information**

All doctoral candidates who start their studies in 2018 have been invited to participate. Doctoral candidates who have started in the programme earlier can attend now; please register soonest possible by email to [doctoralprogramme-biz@aalto.fi](mailto:doctoralprogramme-biz@aalto.fi).

In any questions or special arrangements please contact [doctoralprogramme-biz@aalto.fi](mailto:doctoralprogramme-biz@aalto.fi).

## II Structure of Doctoral Programme

### 1. Common core studies

#### (Yhteiset ydinopinnot)

The common core studies consist of 12 ECTS cr of courses. The objective of the common core studies is to develop general competences and skills for academic work and research. Equivalent course(s) offered by Aalto BIZ, by other universities, or by graduate schools and networks in Finland and abroad can also be included.

The student should choose two courses (12 ECTS cr) of the following, 6 ECTS cr each:

- 90L55609 Essential Academic Skills: Producing Text and Giving Presentations
- 90L54609 Qualitative research: Principles and practices
- 23L6003 Work and Career in Business Schools
- 30E00500 Quantitative Empirical Research

### 2. Specialization area studies

#### (Erikoistumisalueen opinnot)

The Specialization area studies consist of 48 ECTS cr.

There are three specialization areas: A) Business, B) Economics and C) Finance. Each specialization area comprises Common studies and Disciplinary studies.

#### *A. Specialization Area Business*

##### **Common studies in specialization area Business**

The objective of these studies is to develop general competences for research and communication of research findings

The student should choose 1-3 courses (=6-18 ECTS cr) of common studies of specialization Area Business:

- 90L52609 Philosophy of social science
- 21L53609 Paper development workshop: Qualitative research
- 30L00400 Paper development workshop: Quantitative research

**The Disciplinary studies in specialization area Business** are organized by the following majors:

DEPARTMENT OF MANAGEMENT STUDIES

Entrepreneurship

International Business

Organization and Management

Organizational Communication

DEPARTMENT OF ACCOUNTING

Accounting

Business Law  
DEPARTMENT OF MARKETING  
Marketing  
DEPARTMENT OF INFORMATION AND SERVICE MANAGEMENT  
Information Systems Science  
Logistics  
Management Science

### ***B. Specialization Area Economics***

The Common studies and Disciplinary studies of specialization area Economics are described in detail in their own chapter.

### ***C. Specialization Area Finance***

The Common studies and Disciplinary studies of specialization area Finance are described in detail in their own chapter.

## III Course descriptions

### 1. COMMON CORE STUDIES

#### *90L55609 Essential Academic Skills: Producing Text and Giving Presentations, 6 ECTS cr*

**Level and status:** Doctoral studies. Common core studies in School of Business doctoral programme. Aalto course.

**Teachers:** PhD Carol Kiriakos, DSc Christa Uusi-Rauva

**Course objective:** The course will enable the participants to

- understand academic writing as both a creative and a practical process
- write more productively and with more ease
- present their research coherently and convincingly in different contexts
- give and receive feedback on academic texts and presentations
- develop their self-management and reflective skills as academic researchers

**Contents:** The course will help you learn how to unleash your writing and presentation potential so that you can function effectively in the academic context. It consists of two main themes that aim at supporting your dissertation process.

First, we will develop your understanding of academic writing as a comprehensive process. Here, the focus will be on making writing an integral part of your daily work by creating a writing habit, learning to manage your writing time, and identifying and practicing the use of different tools that help in the writing process. As a result, you will learn how to produce text regularly as well as identify and overcome your challenges as a writer.

Second, the course will help you develop yourself as a presenter. You will give several presentations during the course, and through practice learn how to deliver convincing, coherent and engaging research talks.

In both writing and presenting, you will learn how to build a strong argument and give and receive constructive feedback.

#### **Requirements and assessment**

Weekly meetings and other indicated sessions (mandatory attendance)

Pre-course assignment

Readings and assignments during the course

Course essay (5-7 pages)

Research presentations

**Additional information:** The weekly meetings will consist of lectures, discussions and hands-on exercises. Attendance and commitment are essential: the purpose is to make the

course useful and motivating, and everyone's role is important. The course will give you an opportunity to identify and reflect on your personal strengths and challenges as an academic researcher. You will also learn practical tools for setting goals, planning daily work and approaching writing as a process, as well as ways to present research effectively and engagingly, with a clear objective and suitable audience focus.

**Literature:** To be specified during the course

**Language of instruction:** English

**Grading:** Pass/Fail

**Pre-assignment:** Instructions for the pre-assignment (a one-page written task) will be sent to registered students before the course begins.

### **Timetable**

Period V (Spring 2019, Spring 2020)

Teaching times / 2019:

- 3-hour meetings twice a week, Tuesdays and Thursdays at 12-15
- Small group consultation sessions for presentations; times 2.5.2019, 6.5.2019, and 7.5.2019 at 9-12 or 13-16. Each student will attend one of these sessions.
- Conference days for presentations: 14.5. and 16.5. 9-16. All students will attend both conference days.

Teaching times / 2020: To be announced.

## ***90L54009 Qualitative research: Principles and practices, 6 ECTS cr***

**Level and status:** Doctoral studies. Common core studies in School of Business doctoral programme. Aalto course.

**Objective:** This course is intended for students of Aalto-BIZ doctoral program as an elective module of Common Core Studies. The course is designed to develop students' general competences for qualitative inquiry in the field of business studies. The primary objective of the course is to develop students' abilities to critically and independently evaluate and assess their own methodological choices, and thus to support their thesis work.

On completion of the course, students are expected to demonstrate that they

- understand the basic assumptions and methodological prescriptions of contemporary approaches to qualitative research
- know how to apply these methodological principles in research practice to define appropriate research problems and study designs for qualitative analysis
- are able to make informed and justified methodological choices in their own research.

The measurable learning outcomes used to determine the degree to which these goals are being met include the following:



- Students are able to describe and explain the typical phases and methodological choices of scholarly qualitative research.
- Students are able to use the basic research terminology and concepts of qualitative inquiry in discussing the methodology of their own research.
- Students are able to critically analyze and evaluate the methodological rigorousness of their own work and published research contributions in their own field of scholarship.

**Place of course in doctoral studies:** Common Core Studies, School of Business doctoral programme

**Contents:** The course introduces students with recent developments and methodological debates in the broader field of qualitative management studies. Through class meetings and independent learning assignments the course familiarizes students with the principles and practices of setting up qualitative research projects; collecting empirical materials; analyzing text and discourse; analyzing processes and practices; building and elaborating theories through empirical analysis; as well as writing up and publishing qualitative research contributions.

**Requirements:** Pre-assignment given on the course website.

**Literature:** Package of readings, to be announced

**Teacher:** Professor Johanna Moisander

**Schedule:** 3rd period

**Language:** English

**Enrolment:** By Weboodi, on 7 days before the course starts at the latest

**Grading:** pass/fail

**Course website:** MyCourses

**Further information:** Maximum number of students 24.

### ***23L6003 Work and Career in Business Schools, 6 ECTS cr***

#### **Level and status**

Doctoral studies. Aalto course

**Schedule:** Spring 2018

#### **Teachers**

Kimmo Alajoutsjärvi, professor, Jyväskylä School of Economics and Business Administration (JSBE), University of Jyväskylä, Finland

Kerttu Kettunen, Postdoctoral Research Fellow, Turku School of Economics (TSE), University of Turku, Finland (Course coordinator)

Henrikki Tikkanen, professor, Aalto University School of Business (Head of the course at host institution)

### Course description

Welcome to the inspiring world of business schools! Work and Career in Business Schools is a course about scholarly research, discussion, debate, manuscript submission, and much more, preparing the participants for academic careers in the field of business studies.

The broad aim of the course is to develop the students' understanding of the past, present, and future of business schools as academic institutions and sites for building scholarly careers. Combining the Nordic perspective with a global mindset, the course provides the participants with knowledge on different kinds of business school contexts. On a practical level, this course is both rigorous and relevant, aiming at helping early-career business scholars to find their way in the academic world which is full of citation indices, impact factors and research assessment exercises, but which is also the home of research and education of high societal importance and pertinence. Upon opening up the discussion about the means and consequences of 'playing the game' in academia, a special attention in this course is given to the different phases of publishing process, ranging from making the journal choices to managing the revision processes, and communicating with the editors and reviewers.

Upon taking the course, the students will increase their knowledge on different career alternatives of business school PhDs. As an outcome, the students will be better equipped for making well-informed and -justified career choices as well as to plan and to build international careers in academia.

### Organization & Faculty

The course is designed as a 3-day intensive doctoral seminar organized in Spring 2018. Our instructor team consists of four Nordic scholars that have both studied business schools and management education and held significant administrative responsibilities at their institutions.

Professor Kimmo Alajoutsijärvi is currently a professor at the University of Jyväskylä, and head of a research group titled Interdisciplinary Research on Management Education (<https://www.jyu.fi/jsbe/en/research/groups/ironme>). Together with his colleagues, he has published articles on business schools for instance in the Academy of Management Learning and Education, and Journal of Management Inquiry. He is also a former dean of Oulu Business School, University of Oulu (Finland). Henrikki Tikkanen is a professor at the Aalto University in Helsinki, Finland, and a former head of the marketing department. Dr. Kerttu Kettunen works as a postdoctoral researcher at Turku School of Economics (TSE), University of Turku. Her latest research interests are history of management education, business school leadership and accreditations. Besides research, Kerttu Kettunen is also the Accreditation Coordinator of TSE, working actively in the area of international business accreditations, primarily AACSB.

### Learning outcomes

Upon completion of the Work and Career in Business Schools course, students will be able to:

Recognize the differences between different types of university and business school contexts that exist in a global scale.

Recognize the differences between academic and corporate careers, and critically evaluate pursuing academic career in a business school.

Be active scholars through their research and other development activities that support the maintenance of intellectual capital in their teaching/research fields.

Understand how to find matching journals, submit new manuscripts and continue successful submissions that are already in progress.

### Learning methods

This course is an intensive 3-day course, each course day consisting of 2-3 modules. Learning methods are a combination of lectures and interactive group discussions on the pre-readings and assignments.

### Lectures

Spring 2018

### Registration

Via WebOodi

### Additional information

If a student completes the course according to the above description, s/he will gain 6 ECTS cr. Students who wish to have 7,5 ECTS cr must complete an additional task given and approved by professor Tikkanen.

## ***30E00500 Quantitative Empirical Research, 6 ECTS cr***

September 24 – September 28, 2018

November 6 – November 9, 2018

Professor Andrew Delios, [andrew@nus.edu.sg](mailto:andrew@nus.edu.sg)

**Andrew Delios** is Professor and Head, Department of Strategy & Policy, NUS Business School, National University of Singapore. He completed his PhD in 1998 at the Richard Ivey School of Business, Western University of Ontario. He became a Fellow of the Academy of International Business in 2013. Andrew is an author or co-author of more than 80 published journal articles, case studies and book chapters, as well as an author of six books, including 'China 88: The Real China and How to Deal with It' (Pearson). He served as an Editor of the UK-based Journal of Management Studies for seven years. From 2011-2013, Andrew served as the President of the Asia Academy of Management. His research looks at strategy, governance and global competition issues in emerging economies, and the international growth and strategy of companies situated in Asia.

### Course overview

The module begins with an online data analysis primer of basic statistical techniques. After this primer has been completed by the students, they can begin attending the lecture and tutorial sessions. We will first cover the basics of data analysis, including the foundational work required to undertake data analysis. This includes screening data missing value analysis and visualizing multivariate observation.

Next, the course will define and introduce an extensive set of statistical multivariate methods and explain when their use is appropriate and how they are related to each other. This begins with standard OLS analysis before moving to multiple types of maximum likelihood analysis.

We will work on data visualization, understanding how to effectively present data both for accuracy and for clarity of interpretation. Given the recent advances in data visualization, and the trends to present data incorporating both effect sizes and estimates of error around any data plot, the module will give coverage to these important areas of data visualization and presentation.

The methods covered during the course range from commonly applied dimension reduction tools (e.g., principal components, factor analysis) and dependence techniques (e.g. regression analysis, ANOVA) to basics of categorical data analysis. As time permits, we will consider moving to advanced topics, such as introductions to structural equation modelling (SEM) and event history analysis.

Methodological aspects and interpretation of analysis are also explained. After completing the course, the students have an understanding of how and where the methods can be applied to solve a variety of research/business problems. The students will also be able to evaluate the results critically and summarize key findings in a concise manner while focusing on the actionable information.

SPSS and STATA will be used in exercises and demonstrations during the course.

#### **Learning outcomes**

The objective of the course is to enable the students to use quantitative data analysis techniques in business and economic research. The course will provide the students with a set of tools useful in empirical research.

Upon completion of the module, students should be conversant with standard statistical methodologies that underlay much of the work undertaken for research on management and organizations. Being conversant means being able to understand and critically evaluate the methods used in papers published in leading journals in their field. Being conversant also means that students will be able to apply this same understanding to the development of their own research from the preparation of data for analysis, the development of descriptive statistics, the use of data reduction techniques, the application of multivariate models for standard hypothesis testing, and then effective and accurate interpretation of results and the clear presentation of the same.

#### **Assessment methods and criteria**

Assignments and two class projects. One mid-term project and one final project. The emphasis on the projects and assignments is on the practical application of the research skills covered in the module.

EVALUATION WEIGHTS

In-class Assignments	20%
First Project	30%
Second Project	40%

Detailed class schedule

<p><b>Pre-module assignment</b></p> <p>Second to third week in September</p> <p>3 hours online work plus discussion forum. Core stats preparatory work for the module.</p>	<p><b>Pre-Class Assignment</b></p> <p>Complete Stats primer</p> <p>Complete first research paper assessment</p>	<p><b>Materials and Assignment</b></p> <p>Go to website...</p> <p>Cazuro, etc...</p>
<p><b>Week 1 – Class 1</b></p> <p>25 September 2018</p> <p>10:00-13:00 (lecture, discussion, assignments)</p>	<p><b>Warm Up Lecture and Assignment</b></p> <p>Introduction - scope of the course</p> <p>STATA and SPSS</p> <p>Definitions</p> <p>Computation</p> <p>Individual research statements and objectives</p>	<p><b>Materials and Assignment</b></p> <p>Reading 1.</p> <p>Reading 2.</p> <p>Reading 3.</p>
<p><b>Week 1 – Class 2</b></p> <p>26 September 2018</p>	<p><b>OLS</b></p> <p><b>Ordinary Least Squares Regression (OLS):</b></p>	<p><b>Materials and Assignment</b></p> <p>Reading 1.</p>

<p>09:00 – 12:00 (lecture, discussion, assignments)</p> <p>13:00 – 16:00 (workshops)</p>	<p>Assumptions</p> <p>Interactions</p> <p>Dummies</p> <p>Stability</p> <p>Piecewise Linear Regression</p>	<p>Reading 2.</p> <p>Reading 3.</p>
<p><b>Week 1 – Class 3</b></p> <p>27 September 2018</p> <p>09:00 – 12:00 (lecture, discussion, assignments)</p>	<p><b>OLS Models continued with as time permits, introduction to Discrete Response Models</b></p> <p>(see below for Class 4)</p>	<p><b>Materials and Assignment</b></p> <p>Reading 1.</p> <p>Reading 2.</p>
<p><b>Week 1 – Class 4</b></p> <p>28 September 2018</p> <p>09:00 – 13:00 (lecture, discussion, assignments)</p> <p>15:30 – 16:30 (workshop)</p>	<p><b>Discrete Response Models</b></p> <p><b>Linear Probability Models (LPM)</b></p> <p><b>Index models:</b> <u>probit</u>, <u>logit</u> (estimation, testing, reporting)</p> <p><b>Specification</b> (neglected heterogeneity, endogeneity (continuous, binary), heteroscedasticity, non-normality)</p> <p><b>Multinomial response:</b></p>	<p><b>Materials and Assignment</b></p> <p>Reading 1.</p> <p>Reading 2.</p> <p>Reading 3.</p>

	<p>multinomial logit &amp; probabilistic choice models</p> <p><b>Ordered response:</b> ordered logit, ordered probit</p>	
<p><b>Week 1 – Class 5</b></p> <p>29 September 2018</p> <p>14:00 – 17:00 (lecture, discussion, assignments)</p>	<p><b>Count Data</b></p> <p><b>Poisson</b> (assumptions, inference, specification tests)</p> <p><b>Negative binomial</b></p> <p><b>Exponential regression</b> (endogeneity, sample selection)</p>	<p><b>Materials and Assignment</b></p> <p>Reading 1.</p> <p>Reading 2.</p> <p>Reading 3.</p>
<p><b>Online Week</b></p> <p>Mid-October</p> <p>3 hours online work plus discussion forum. Timing to be determined in consultation with class participants during Week 1.</p>	<p><b>Projects</b></p> <p>Receive feedback on completed project</p> <p>Define scope of second project in consultation with module instructor</p>	<p><b>Materials and Assignment</b></p> <p>Email and skype mediated communication</p> <p>Proposal submission by students. Review, feedback, refinement and approval from module instructor.</p>
<p><b>Week 2 – Class 1</b></p> <p>6 November 2018</p> <p>09:00 – 12:00 (lecture, discussion, assignments)</p>	<p><b>Duration</b></p> <p><b>Hazard functions</b> (without covariates, time invariant covariates, time varying covariates)</p>	<p><b>Materials and Assignment</b></p> <p>Reading 1.</p> <p>Reading 2.</p>

<p>14:00 – 16:00 (workshops)</p>	<p><b>Single spell data</b> with time invariant covariates (flow sampling, censored flow, stock sampling)</p> <p><b>Grouped duration data</b> (time invariant covariates, time varying covariates, unobserved heterogeneity)</p>	<p>Reading 3.</p>
<p><b>Week 2 – Class 2</b></p> <p>7 November 2018</p> <p>09:00 – 12:00 (lecture, discussion, assignments)</p>	<p><b>Count Data</b></p> <p><b>Poisson</b> (assumptions, inference, specification tests)</p> <p><b>Negative binomial</b></p> <p><b>Exponential regression</b> (endogeneity, sample selection)</p>	<p><b>Materials and Assignment</b></p> <p>Reading 1.</p> <p>Reading 2.</p> <p>Reading 3.</p>
<p><b>Week 2 – Class 3</b></p> <p>8 November 2018</p> <p>09:00 – 12:00 (lecture, discussion, assignments)</p>	<p><b>TBD</b></p> <p>.</p>	<p><b>Materials and Assignment</b></p> <p>Reading 1.</p> <p>Reading 2.</p> <p>Reading 3.</p>



<b>Week 2 – Class 4</b>  9 November 2018  09:00 – 15:00 presentations and feedback	<b>Presentations</b>  Class participants will spend 20-30 minutes presenting a research paper where they implement one or several of the methods taught in this module in conjunction with the front end of a research paper.	<b>Materials and Assignment</b>  Submission of research presentation file.  View and comment on other students' presentations.
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**21L53609 Paper development workshop: Qualitative methods (6 ECTS)**

**Level and status:** Doctoral studies. Common studies in School of Business specialization area Business. Aalto Course.

The course is intended primarily for advanced-level PhD students. The course is recommended for students who are using qualitative methods, who are working on empirical papers, and who aim at publishing their research in peer-reviewed international journals (e.g. in Organization and Management, International Business, Entrepreneurship, Communication, or Marketing).

**Teachers in charge**

Professor Eero Vaara.

**Teaching Period**

Periods III, IV and V.

**Workshop meetings:**

2019: 11.1.2019 (9-12 o'clock), 8.2.2019 (9-16 o'clock), 29.3.2019 (9-16 o'clock) and 17.5.2019 (9-16 o'clock)

2020: 10.1.2020 (9-12 o'clock), 7.2.2020 (9-16 o'clock), 27.3.2020 (9-16 o'clock) and 22.5.2020 (9-16 o'clock).

**Learning Outcomes**

The course provides PhD students with a) skills to develop qualitative empirical papers that can be submitted to international peer-reviewed journal, and b) competences as reviewers of such papers.

**Content**

The workshop will be carried out in the form of joint workshop sessions (including lectures, presentations and discussions), individual tutoring, and independent reading and writing.

**Assessment Methods and Criteria**

Successful completion of the course requires active participation in the workshop sessions and delivering versions of the manuscript and reviews of others' work as instructed.

**Study Material**

The study material consists of resources that that will be made available on the course website.

**Grading Scale**

Pass/fail

**Registration for Course**

WebOodi, **two weeks** prior to course at the latest

**Language of Instruction**

English

**Further Information**

Professor Eero Vaara ([eero.vaara@aalto.fi](mailto:eero.vaara@aalto.fi))

***30L00400 Paper Development Workshop: Quantitative Methods (6 ECTS)***

**NOTE: This course is lectured every second year, next time in 2018-19 but NOT in 2019-2020.**

**Level and status:** Doctoral studies. Common studies in School of Business specialization area Business.

**Teacher in charge**

Professor Timo Kuosmanen, email: [timo.kuosmanen@aalto.fi](mailto:timo.kuosmanen@aalto.fi).

**Teaching Period**

January - September 2019.

**Workshop meetings**

Friday 1 February, 2019 at 9-16 o'clock  
Friday 22 March, 2019 at 9-16 o'clock  
Friday 16 May, 2019 at 9-16 o'clock  
Friday 13 September, 2019 at 9-16 o'clock

**Learning Outcomes**

Ph.D. students develop skills in independently planning, writing and submitting an article manuscript to an academic peer-reviewed journal.

**Objectives:**

- (1) to help Ph.D. students to form an informed view of publishing in academic journals and presenting in academic conferences and workshops,
- (2) to assist them in crafting a draft paper into an academic article manuscript, which will be submitted to an international peer-reviewed journal by October 2018.

**Content**

The course is intended for Ph.D. students specializing in fields where empirical data and statistical methods are used for addressing research questions relevant for business (e.g., Management Science, Marketing, Accounting, Logistics, Economics, Finance, among others). The course is recommended for Ph.D. students who have already started their research work, have obtained at least some initial empirical results, and are aiming at publishing their study in international journals.

The workshop will be carried out in the form of joint sessions with lectures, presentations and discussion, individual tutoring, and independent reading and writing assignments. Active participation in the workshops is required.

### **Assessment Methods and Criteria**

Submission of required manuscript versions according to the schedule below and active participation in all four full-day workshops. Present a final manuscript by September 30, 2018. No book exam.

### **Study Material**

Dudenhefer, P. (2009) A Guide to Writing in Economics, Duke University: <http://lupus.econ.duke.edu/ecoteach/undergrad/manual.pdf>

Choi, K. (2002) How to Publish in Top Journals, <http://www.roie.org/howi.htm>.

Korhonen, P., Moskowitz, H., Wallenius, J. (2013) The Rocky Road to Publishing in the Management and Decision Sciences and Beyond: Experiencing the Journey and Lessons Learned, Springer. <http://link.springer.com/book/10.1007/978-3-642-42048-1>.

Additional literature will be provided during the course.

### **Grading Scale**

Pass / fail

### **Registration**

WebOodi, one week prior to course at the latest

### **Language of Instruction**

English

### **Further Information**

See MyCourses

## ***90L52609 Philosophy of social science (6 ECR)***

**Teacher:** Professor Matti Häyry

### **Status and level of the course**

Doctoral programme, common studies in specialization area Business

### **Teaching period**

Periods I and II.

### **Learning outcomes**

The aim of the course is to support your research process and to develop your analytical skills in research-related reading, writing, and thinking. The course offers an opportunity to use basic philosophical tools in identifying the main normative and conceptual features of different research approaches as related to your own work.

## Contents

The themes touched upon during the course include the ethical and rhetorical dimensions of the social sciences; the normative underpinnings of social research, business studies, and moral and political philosophy; the main features of universalist and positional approaches to research; and views of reality as a natural phenomenon and as a social construction.

## Participant tasks

**Preliminary literature exam on the first teaching day in September.** Assessment: Pass / Fail. This cannot be compensated by other assignments. Literature: John Stuart Mill, *The Logic of the Moral Sciences* (also known as *A System of Logic* book VI; the eight edition of 1872 is preferable). Questions will test your understanding of the main points of each chapter. You will answer two of three stated questions. Literature, notes, and internet searches are allowed during the exam.

**Participation in sessions and excursions.** Assessment: Pass / Fail. Participants need to attend 12 events and show active interest in discussions.

**Homework – literature** to be discussed during the course sessions. Assessment: Pass / Fail. Participants have to show their familiarity with the materials during discussions.

**Facilitation of a discussion**, possibly with 1-2 other participants, on a homework topic. Assessment: Pass / Fail.

**Two presentations of your research topic** – a more general one at the beginning of the course and a more detailed one, concentrating on your methodological choices, at the end. Assessment: Pass / Fail.

## Course assessment

Pass / Fail. Passing the course requires completing the five tasks listed above.

## Course materials

*Preliminary literature exam and general reference:* John Stuart Mill, *The Logic of the Moral Sciences* (the eight edition of 1872 is preferable, but others can be used). Link in MyCourses.

*Homework assignments:* Literature will be posted on MyCourses.

*Facilitation assignments:* The agenda, with facilitators and topics, will be posted on MyCourses.

*Lectures:* Lecture presentations will be posted on MyCourses after each session.

*Excursions:* Some events will require prior reading, which will be made available.

## Session times

During fall 2018 and 2019 teaching periods I and II, course sessions will be held on Wednesdays at 14:30-17:00 (triple lectures).

The excursion times (mostly right after the course sessions) are specified in the “Detailed schedule” table in MyCourses.

**Number of participants**

Due to the nature of the course, the number of participants is limited to 30. Doctoral students in Management and Organization have priority, otherwise enrolment on first-come-first-served basis.

## 2.1.2 Disciplinary studies in Specialization area Business

The objective of disciplinary studies is to develop specific competences related to one's own discipline and field of research. The student should choose 5-7 courses, altogether 30-42 ECTS of the disciplinary studies.

The courses included in disciplinary studies are described major by major in the following chapters.

The specialization area Business covers the following majors:

### DEPARTMENT OF MANAGEMENT STUDIES

Entrepreneurship

International Business

Organization and Management

Organizational Communication

### DEPARTMENT OF ACCOUNTING

Accounting

Business Law

### DEPARTMENT OF MARKETING

Marketing

### DEPARTMENT OF INFORMATION AND SERVICE MANAGEMENT

Information Systems Science

Logistics

Management Science

## DEPARTMENT OF MANAGEMENT STUDIES

(JOHTAMISEN LAITOS)

### Entrepreneurship

(Yrittäjyys)

Entrepreneurship is a multi-faceted and pronouncedly multi-disciplinary field of research for scholars from different backgrounds including but not limited to business studies, economics, finance, education, psychology, sociology and economic geography. Research in entrepreneurship focuses not only on the emergence and development of new firms, but also the people behind these firms, people acting entrepreneurially within existing organisations, and the interaction between entrepreneurship and society. These features make entrepreneurship a particularly fascinating and challenging field of scholarly enquiry, which is open to different theoretical and methodological approaches.

In addition to the doctoral thesis (180 ECTS, 25T00000), the doctoral studies in Entrepreneurship include coursework amounting to 60 ECTS. This is divided into three categories: 1) the *common core studies* provide a foundation for conducting research in any field of research available in the School of Business, 2) the *specialization area studies (business)* package allows you to enhance these skills within the specialisation area of business, and 3) the *subject-specific specialization studies (entrepreneurship)* provide you with the theoretical, methodological and practical skills required of a professional entrepreneurship scholar. The subject-specific specialization studies will be organised in cooperation with the Hanken School of Economics.

In addition to an academic career in a university, the doctoral studies in Entrepreneurship provide a solid foundation for a career, for example, in consultancy, in non-governmental organisations (e.g. Chambers of Commerce, think-tanks, entrepreneurship support initiatives) and in the public sector at regional, national and supra-national (EU, OECD, World Bank) levels where a combination of in-depth subject knowledge of entrepreneurship and a high level of research skills is required.

Assistant Professor Myrto Chliova in charge of doctoral studies in Entrepreneurship.

### DEGREE REQUIREMENTS AND STRUCTURE

#### 1. Common studies in specialization area (12 ECTS)

- 90L55609 Essential Academic Skills: Producing Text and Giving Presentations, 6 ECTS or (6 ECTS)

Choose one of the following:

- 90L54609 Qualitative research: Principles and practices (6 ECTS)
- 30E00500 Quantitative empirical research (6 ECTS)

Please note that in practice you will have to do both methods courses: one as part of the common core studies, and one as part of your specialisation studies (see below).



## 2. Specialization area studies (48 ECTS)

### 2.1. Common studies in specialization area (business) (12 ECTS)

- 90L52609 Philosophy of social science (6 ECTS)

Choose one of the following:

- 21L53609 Paper development workshop: Qualitative research (6 ECTS)
- 30L00400 Paper development workshop: Quantitative research (6 ECTS)

If your thesis uses a combination of qualitative and quantitative approaches, you can participate in both paper development workshops. In this case, one of these will be accredited as Entrepreneurship research in practice III (see next section).

### 2.2. Disciplinary studies (entrepreneurship) (36 ECTS)

Choose one of the following (the one that is not part of your common core studies; see above for full course descriptions):

- 90L54609 Qualitative research: Principles and practices (6 ECTS)
- 30E00500 Quantitative empirical research (6 ECTS)

The following courses are compulsory but as per agreement with the respective course coordinator, it is possible to give (partial) credit for these courses based on courses you have taken at other universities in Finland or abroad.

- 25L96601 Entrepreneurship as a research field I (6 ECTS)
- 25L76001 Entrepreneurship as a research field II (6 ECTS)
- 25L91601 Entrepreneurship research in practice I (6 ECTS)
- 25L92601 Entrepreneurship research in practice II (6 ECTS)
- 25L93601 Entrepreneurship research in practice III (6 ECTS)

## COURSE DESCRIPTIONS

### *25L96601 Entrepreneurship as a research field I (6 ECTS)*

### *25L76001 Entrepreneurship as a research field II (6 ECTS)*

**Level and status:** Doctoral studies. Disciplinary studies in School of Business specialization area Business.

**Objective:** Through these two courses students gain a broad understanding of entrepreneurship as a research field, over and above the thesis topic.

**Contents:** The courses consist of reading seminars where students get to know entrepreneurship literature from different disciplinary perspectives to the field, articles that use different methodologies and classics as well as the current state-of-the-art.

**Teaching and requirements:** Reading seminars where the facilitator and the participants discuss scholarly articles from the field of entrepreneurship. Active participation in the discussion is essential. A pre-requisite for active participation is having read the articles assigned for the session in advance.

**Organisation and registration:** Please contact the course coordinator Professor Teemu Kautonen.

**Assessment and marking:** For each module (I and II) you will receive a mark from 0 (fail) to 5 (excellent) based on your participation in the seminar discussions.

**Course coordinator:** Assistant Professor Myrto Chliova

*25L91601 Entrepreneurship research in practice I (6 ECTS)*

*25L92601 Entrepreneurship research in practice II (6 ECTS)*

*25L93601 Entrepreneurship research in practice III (6 ECTS)*

**Level and status:** Doctoral studies. Disciplinary studies in School of Business specialization area Business

**Objective:** Through these three courses students develop practical skills for effective research in entrepreneurship. The ultimate aim is to provide students with the know-how and skills specific to working in the international scientific community in entrepreneurship.

**Contents:** The contents in the courses are diverse and to an extent they will be customised to the student's needs. Examples of contents include but are not limited to: paper development workshops that complement the common studies courses with contents specific to entrepreneurship; workshops on publishing in and effective writing for high-quality entrepreneurship journals; methods workshops; and how to review papers for journals and conferences. It is also possible to get credit for these courses from participating in events such as doctoral consortia organised as part of high-quality entrepreneurship conferences.

**Teaching, organisation and requirements:** Please contact the course coordinator.

**Assessment and marking:** For each module (I, II and III) you will receive a mark from 0 (fail) to 5 (excellent) based on learning diaries and other coursework assignments as agreed with the course coordinator.

**Course coordinator:** Assistant Professor Myrto Chliova

## International Business

*(Kansainvälinen liiketoiminta)*

Professor Carl Fey is in charge of doctoral studies in International Business.

### DEGREE REQUIREMENTS AND STRUCTURE

#### 1. Common Core Studies (yhteiset ydinopinnot) (12 ECTS cr)

The objective of the common core studies is to develop general competences for academic work and research. Please choose two courses (6 ECTS each) from the following:

Academic work, communication, and writing (6 ECTS cr)

Qualitative research: Principles and practices (6 ECTS cr)

Quantitative research: Principles and practices (6 ECTS cr)

Equivalent course(s) offered by Aalto BIZ, by other universities, or by graduate schools and networks in Finland and abroad can also be included.

In addition to the courses, there will be an Orientation Seminar (0 ECTS cr), which is mandatory for all doctoral students and aims to help in the beginning of studies and research.

#### 2. Specialization area studies (erikoistumisalueen opinnot) (48 ECTS): Business

##### 2.1 Common studies in specialization area (12 ECTS cr)

The objective of the common studies is to develop general competences for research and communication of research findings. You will need to take the following course:

Philosophy of Social Science (6 ECTS cr)

and one of the following workshops:

Paper development workshop: Qualitative research (6 ECTS cr)

Paper development workshop: Quantitative research (6 ECTS cr)

##### 2.2. Disciplinary studies (36 ECTS)

The objective of the disciplinary studies is to develop specific competences related to discipline and field of research. The studies consist of the following:

- (i) The Nord-IB Doctoral Program organized by the Nordic Research School of International Business (30 ECTS cr)
- (ii) Third course from Aalto BIZ common core studies (or another individually agreed equivalent course, such as 26E02900/Doing Quantitative Research) (6 ECTS cr)
- (iii) 26L20011 Research seminar (0 ECTS cr)
- (iv) 26L30211 Research paper (0 ECTS cr)

- (v) At least one national international business research tutorial (e.g. the FIGSIB tutorial at the Vaasa Conference of International Business) or in individually agreed cases a corresponding international tutorial in international business (0 ECTS cr)

In exceptional cases, the NORD-IB Program can be substituted with an individually agreed corresponding combination of doctoral courses organized by Aalto BIZ, other universities or graduate schools/networks. In this case, 26L30111 Theories and Research in International Business (or if this is not available, an individually agreed similar IB-focused core course from Aalto or elsewhere) has to be included.

### **International Business courses and tutorials outside the School of Business**

We encourage our students to participate actively in international courses, workshops and conferences. Furthermore, we recommend that students consider doing a part of their studies or research at a foreign business school or university. Some key sources of information are listed below.

The Academy of International Business: <http://aib.msu.edu>

Academy of Management: <http://aom.org/>

The European Institute for Advanced Studies in Management: (EIASM):

<http://www.eiasm.be>

The European International Business Academy (EIBA): <http://www.eiba-online.org>

The Finnish Graduate School of International Business (FIGSIB):

<http://www.kataja.eu/graduate-schools/the-finnish-graduate-school-of-international-business-figsib>

The Finnish Doctoral Program in Business Studies (KATAJA): [www.kataja.eu](http://www.kataja.eu)

The Nordic Research School of International Business (NORD-IB): <http://nord-ib.fek.uu.se>

UKI Chapter of the Academy of International Business (AIB): <http://www.aib-uki.org>

Vaasa Conference on International Business: <http://www.uva.fi/en/sites/ibconference/>

### **DOCTORAL THESIS**

26T000 00 Doctoral Thesis 180 ECTS credits

These credits will be granted to the student after completion of the doctoral thesis.

### **LICENTIATE THESIS**

26L150 00 Licentiate Thesis 90 ECTS credits

These credits will be granted to the student after completion of the licentiate thesis.

### **Doctoral Degree 240 ECTS credits**

Doctoral students can progress directly towards a doctorate degree (D.Sc. (Econ.) or PhD) by producing and presenting a doctorate thesis, which corresponds to 180 ECTS credits. In that case, the doctorate degree consists of 60 ECTS credits worth of course work (Common Scientific Doctoral Studies as well as Major Subject Studies and Research-Related Studies) and the Doctoral Thesis (26T000 00, 180 ECTS credits).

## Licentiate degree (Lic.Sc.) 150 ECTS credits

It is highly recommended that students aim immediately for a doctorate degree. Doctoral students (D.Sc. (Econ.) degree) can, however, first produce a licentiate thesis of 90 credits; a licentiate degree (Lic.Sc.) thus consists of 60 ECTS credits of course work (Common Scientific Doctoral Studies as well as Major Subject Studies and Research-Related Studies) and the Licentiate Thesis (26L150 00, 90 ECTS credits).

## COURSE DESCRIPTIONS

### *26L20011 Research Seminar (0 ECTS cr)*

**Level and status:** Doctoral studies.

**Objective:** The purpose of the Research Seminar is to support students in their research process and overall knowledge development. The seminar encourages PhD students to actively present and critically evaluate research papers and presentations. The research seminar simultaneously develops both written and spoken skills and provides insights into contemporary issues in IB research.

**Contents:** The research seminar consists of two parts: progress seminars and discussion seminars. Doctoral students present their research proposals and progress of their research in the progress seminars that are organized at least once an academic semester. In the discussion seminars, topical research themes and research papers are discussed. External contributors are invited to give presentations.

**Requirements:** Students are required to present their research (being physically present) and act as a discussant in the progress seminar at Aalto at least once each academic year. Also, regular and active participation in regular research seminars is expected. Before the formal preliminary examination process of the dissertation can begin, the student must present his or her entire doctorate thesis in a so-called 'Resu' seminar. PhD students must present at a progress seminar each year they are in the PhD programme even if they are on exchange or abroad for some other reason. PhD students must also attend research seminars regularly for the first four years of their PhD studies. However, under exceptional circumstances if the PhD student is not living in Finland (for example on exchange at another university) they can apply for the right to the director of the IB PhD program to fulfill the requirement of attending research seminars at another university rather than Aalto as long as they have attended research seminar at Aalto for at least two years during their PhD studies. Students should be informed if they pass or fail the part of the research seminar/progress seminar requirement for the academic year at the end of each academic year, but they only receive credit for the course once they have held their Resu seminar.

**Teaching:** IB will regularly organize seminars during the academic year and IB faculty will supervise the seminar series. Other scholars and visiting professors will also attend the seminars and both internal and external people will make presentations at the research seminars. The seminar schedule is available on the IB MyCourses page. Further information will also be sent to IB doctoral students by e-mail. The seminar language is English.

**Grading:** pass/fail

**26L30211 Research Paper (0 ECTS cr)**

**Level and status:** Doctoral studies.

**Objective:** The student acquires capabilities needed to publish a paper.

**Contents:** The student writes a comprehensive research paper (a so-called 'Summer Paper') relating to his/her research topic.

**Requirements:** The paper is written within the first two years of the doctorate studies and submitted for a conference or journal review process. The paper can be co-authored.

**Teaching:** Doctoral student and his or her supervising professor jointly agree on the topic and writing schedule.

**Grading:** pass/fail

**26L30111 Theories and Research in International Business (6 ECTS cr)**

**Level and status:** Doctoral studies.

**Objective:** The course gives an overview of main theories and research traditions in international business research. Students learn about seminal and key studies, history, current situation and future trends of research on internationalization processes, international entrepreneurship, foreign direct investment and international business networks. Emphasis is on discussing the evolvement of the research streams and understanding their core assumptions.

The course is organized by the Finnish Graduate School of International Business (FIGSIB).

**Contents:** During the course students read, analyze, and discuss research publications in the area, and develop skills in scientific argumentation and writing. This ability facilitates the design and writing of a doctoral thesis. The course should give a good platform to formulate research problems and start doctoral research in the international business field.

**Requirements:** The course consists of lectures, pre-readings, and a course paper written as the final assignment and evaluated by the faculty.

**Teaching:** The course will be lectured in the University of Turku. Consult [www.kataja.eu](http://www.kataja.eu) or professor Carl Fey for further information.

**Grading:** 0-5

**26L30411 Globalization and International Business Management (6 ECTS cr)**

**Objective:** This course is in an essay format. The essay topic and related readings aim to familiarize the student with a contemporary view on international business and management, and broaden the understanding of issues relevant to his or topic.

**Contents and requirements:** Students will independently read an individually agreed selection of books and/or articles related to the broad theme of international business and management. Students are required to write an 8000-9000 word essay on the topic based on assignment questions.

**Teaching:** Prof. Rebecca Piekkari is in charge of the course.

**Enrolment:** Once the student has notified the coordinator of IB doctoral studies of his/her interest in the course, he/she will be provided with the readings and the assignment questions. Please contact the coordinator of IB doctoral studies for more information.

**Grading:** 0-5

**NEW COURSE:**

***26L30511 Learning to See: A Course in Ethnography and Discourse Analysis (6 ECTS cr)***

**Level and status:** Doctoral studies.

**Objective:** This course is intended for students of Aalto-BIZ doctoral program as an elective module of Common Core Studies.

The course provides an overview of theory and method for discourse research. It is structured in two parts, a theoretical and an empirical one; for the latter, the students design and carry out a research project. Through class meetings and independent learning, the course familiarises students with the principles and practices of designing a discourse project; collecting data; analysing interaction; and presenting and writing up findings.

The aims of the course are:

To examine critically how different theoretical and methodological approaches in discourse studies help us understand, describe and interpret language use in different multilingual and multicultural contexts,

To extend and develop the students' knowledge of issues surrounding discourse in society,

To develop a critical awareness of the relationship between the features of language and the social context at both micro and macro levels,

To extend and develop the students' knowledge of ethnographic research.

**Course content:**

The course will draw on the following general themes:

- Philosophical underpinnings of discourse analysis,
- Language use in context,
- Qualitative and quantitative traditions of discourse research,
- Ethnographic research,
- Multimodal analysis,
- What is (not) Discourse Analysis,
- Language and identity,
- Multilingual practices at work,
- Language policy and language practice.

**By the end of the course the student should be able to:**

- Demonstrate knowledge and understanding of theories and empirical research on discourse with a particular focus on interaction analysis,
- Show understanding of the relationship between language and society,
- Show awareness of key issues around interaction, identity and multilingualism,

- Evaluate critically how different theoretical & methodological approaches and concepts help to understand, describe and explain language use in different multilingual and multicultural contexts,
- Design and carry out a small-scale investigative ethnographic study using quantitative and/or qualitative methods as appropriate.

**Measurable outcomes:**

- Write up discourse research in a clear, informative and structured way,
- Use effectively key theoretical concepts in discourse and terminology,
- Demonstrate knowledge and understanding of the complex relationship between language and gender, ethnicity and power in the workplace,
- Demonstrate familiarity with the methods and tools of socio/linguistic enquiry.

**Literature:** Package of readings, to be announced

**Language:** English

**Enrolment:** Via WebOodi

**Grading:** 0-5

**Course website:** MyCourses

**Further information:** Maximum number of students 10.

**Schedule:** One intensive week of classes in period III and one intensive week of classes in period V and significant independent work in-between.

**Credits:** 6 ECTS

**Pre-Requisites:** Qualitative research: Principles and practices or another qualitative course approved by the instructor

**Teacher:** Jo Angouri



## Organization and Management

### *(Organisaatiot ja johtaminen)*

The discipline of organization and management welcomes postgraduate students who are enthusiastic about research and open to new ideas and research practices. In addition to the more traditional ways of doing research, the supervisors encourage students to consider nonmainstream approaches to research.

Practicing research is the only way to learn how to do it. We appreciate serious interest in research, honest communication and a critical attitude towards the creation of knowledge. We respect diversity and place high value on co-operation between independent researchers. We advise potential applicants to discuss their research plans, financing and details of the application with the professors or other senior researchers of the discipline before completing the application.

Professor Nina Granqvist is in charge of doctoral studies in Organization and Management.

## DEGREE REQUIREMENTS AND STRUCTURE

Doctoral Degree (240 ECTS credits) is composed of the following three elements.

### **1. Common Core Studies (Yhteiset ydinopinnot), 12 ECTS credits**

See chapter I.

The objective of the common core studies is to develop general competences and skills for academic work and research. Equivalent course(s) offered by Aalto BIZ, by other universities, or by graduate schools and networks in Finland and abroad can also be included.

The student should choose two courses (12 ECTS) of the following, 6 ECTS each:

- 90L55609 Essential Academic Skills: Producing Text and Giving Presentations
- 90L54609 Qualitative research: Principles and practices
- 30E00500 Quantitative empirical research

### **2. Studies in Specialization Area Business (Liiketoiminnan erikoistumisalueen opinnot) (48 ECTS credits)**

#### **2.1 Common Studies in Specialization Area (Erikoistumisalueen yhteiset opinnot, 6-18 ECTS credits)**

See chapter I.

The objective of the common studies in specialization area Business studies is to develop general competences for research and the communication of research findings.

The student should choose 1 - 3 courses (6 - 18 ECTS) of the following alternatives:

- 90L52609 Philosophy of social science
- 21L53609 Paper development workshop: Qualitative research
- 30L00400 Paper development workshop: Quantitative research

## 2.2. Disciplinary studies (Tieteenalan opinnot, 30-42 ECTS credits)

Disciplinary studies are composed of activities equivalent to 5-7 courses. Some events are mandatory (15 ECTS credits) and others elective (15-27 ECTS credits). The elective studies can contain courses or study circles organized by the unit of Organization and Management, courses taken elsewhere or equivalent learning events agreed on with the student's main dissertation advisor (e.g. study circles, papers, book/readings exams, essays).

### Mandatory studies in Organization and Management (15 ECTS cr):

21L25000 Getting started (Tutkimustyön käynnistäminen) 3 ECTS cr

21L26100 Tutorial in Organization Studies A (Organisaatiotutkimuksen tutoriaali A) 3 ECTS cr)

21L26200 Tutorial in Organization Studies B (Organisaatiotutkimuksen tutoriaali B), 3 ECTS cr)

21L11109 Perspectives on Organization (6 ECTS cr)

21L20011 Research Seminar (Tutkimusseminaari) 0 ECTS cr

The introductory event "Getting Started" guides the entry to the program. The two tutorials (A and B) support and mark progress in thesis research and they should be taken when the student is ready for each of them. The tutorials are mandatory for those who have started their doctoral studies in 2015 or later. Together these three events provide a temporal structure to the progress of studies.

Those who have started their studies earlier than 2015 can take the tutorials as electives, and for them the mandatory studies include Research paper (Tutkimuspaperi, 21L25100, 3 ECTS cr) and altogether 12 ECTS credits. These students can choose whether they want to proceed according to the older requirements (with the mandatory Research paper) or move to the new requirements (with the two mandatory tutorials).

Participation in the Research seminar continues throughout the studies. It is recommended that the new student takes the course Perspectives on Organization during the first year of studies.

See below for courses and other learning activities organized by the discipline in 2018-2020.

## 3. The Doctoral Dissertation or Licentiate Thesis

The Doctoral Dissertation, 180 ECTS credits (21T00000)

Doctoral students are recommended to work directly towards the doctorate, DSc (Econ.). The doctorate consists of 60 ECTS credits worth of course work (common core studies and specialization area studies) and the doctoral dissertation, 180 ECTS credits.

The Licentiate Thesis, 90 ECTS credits (21L150 00)

It is possible to complete first a Licentiate degree (Lic.Sc, 150 ECTS). Its requirements are a licentiate thesis (90 ECTS) and 60 ECTS credits of course work (common core studies and specialization area studies).

## COURSE DESCRIPTIONS

### a) Courses and other events organized by the unit of Organization and Management:

#### *21L20011 Research Seminar (Tutkimusseminaari) 0 ECTS cr*

**Level and status:** Doctoral studies. Mandatory disciplinary studies in Organization and Management.

**Teaching period**

I-V in 2018-2020.

**Content**

The research seminar is a weekly discussion forum that brings together doctoral students, faculty members and visiting speakers in the discipline of Organization and Management. Active participation in the seminar is an important part of doctoral studies. The coordinators of the seminar and dissertation advisors provide further information on how to contribute to the seminar.

**Grading scale**

Pass/fail

**Further information**

Contact the organizers of the seminar. The programme delivered to all doctoral students in each term.

**Grading: Pass/fail**

The professor responsible for doctoral studies in Organization and Management assesses the student's participation in the seminar during her or his doctoral studies. The bases of this assessment are the accounts on participation by the student and the seminar organizers. Contact Professor Nina Granqvist when you want to register the credits.

#### *21L25000 Getting started (Tutkimustyön käynnistäminen) 3 ECTS cr*

**Level and status:** Doctoral studies. Mandatory disciplinary studies in Organization and Management.

**Level of the course**

Doctoral studies

**Teacher in charge**

Professor Nina Granqvist

**Teaching period**

Period I in 2018 and 2019.

**Learning outcomes**

Knowledge of the doctoral programme. A touch to local research cultures and researchers. Ability to recognize the basic types of research tasks and questions. Solutions to immediate problems in starting studies and research work.

**Content**

Supports new doctoral student in gaining access to the local academic culture and its practices, and in starting studies and research work. A key theme of the course is the nature of research questions and tasks in organization and management studies. Two three-hour sessions and an exercise between them.

**Assessment methods and criteria**

A satisfactory written report on how a doctor made her or his dissertation.

**Grading scale**

Pass/fail

**Language of instruction**

English (or Finnish if all the participants native in it).

**Further information**

Professor Nina Granqvist ([nina.granqvist@aalto.fi](mailto:nina.granqvist@aalto.fi)) All the new students receive information on details in August/September 2018 and 2019.

***21L11109 Perspectives on Organization, 6 ECTS cr***

**Level and status:** Mandatory disciplinary studies in Organization and Management. Aalto course.

The course is primarily for doctoral students in Organization and Management/Aalto University School of Business. The recommendation is that they take this course during the first year in the programme.

**Teachers in Charge**

Professor Eero Vaara in collaboration with teachers from the Department of Industrial Management/Aalto University School of Science and Hanken School of Economics.

**Teaching Period**

Periods I and II, in 2018 and 2019. Course schedule will be informed later.

**Learning Outcomes**

The course provides an overview of contemporary perspectives in organization theory for doctoral students interested in organizations and management studies. During the course, the students will learn the basics of specific theories and approaches and how to be able to use them in theory-building.

**Content**

The course consists of a series of sessions focusing on specific theories and approaches. These sessions are:

Introduction to organization theory

Decision-making and strategic perspectives

Behavioral and psychological perspectives

Institutional and sociological perspectives  
Interpretative and sense-making perspectives  
Discursive and narrative perspectives  
Change and historical perspectives  
Contributing to organization theory (concluding session)

### **Assessment Methods and Criteria**

Requirements for the successful completion of the course: Active and informed participation in all sessions; work on six short papers and their presentation in class; a term paper on the theoretical foundations of one's research project.

The short papers are reflections on the prescribed readings (appr. 4 pages each). The short papers are not summaries of the readings but should focus on the connections between the readings, synthesize and argue instead of repeating what the authors have already said.

The term papers (appr. 10 pages) should focus on the question: "What are the theoretical foundations of my research project?"

### **Study Material**

The study material consists of prescribed readings that will be available on the course website in MyCourses.

### **Grading Scale**

Pass/fail

### **Registration for the course**

WebOodi, one week prior to course at the latest.

### **Language of Instruction**

English

### **Further Information**

Professor Eero Vaara ([eero.vaara@aalto.fi](mailto:eero.vaara@aalto.fi)).

### **Language of Instruction**

English

### **Further Information**

Professor Eero Vaara ([eero.vaara@aalto.fi](mailto:eero.vaara@aalto.fi)).

## ***21L26100 Tutorial in organization studies A (Organisaatiotutkimuksen tutoriaali A), 3 ECTS cr***

### **Status of the course**

Doctoral studies. Mandatory disciplinary studies in Organization and Management. The tutorial is mandatory for doctoral students that have started their studies in 2015 or later. Other students can take the tutorial as an elective.

### **Teacher in charge**

Professor Nina Granqvist.

**Teaching period**

One-day event arranged once a year. The date chosen to suit participants and announced during the academic year.

**Learning outcomes**

The purpose of the tutorial is to discuss the student's choices in dissertation research and especially the issues of what to study, how to study it, and why to choose this particular research object and set of methods. The student can participate in the tutorial when she or he is ready for reporting these choices, also according to the main dissertation advisor's assessment. Learning outcomes concern particular, possibly revised resolutions to the three issues of how, what and why, and confidence in one's choices.

**Content**

The tutorial is organized annually for doctoral students that are in the suitable stage and for all the dissertation advisors. The student writes a paper according to written instructions delivered beforehand by the organizer. The tutorial lasts 3-6 hours depending on the number of participants.

Purposes of the event: (a) Guiding the student to concentrate on the central issues of research work in the early stage of doctoral studies, (b) to offer a collegial forum that provides the student with support, comments and ideas on how to develop the study (c) to structure the progress of research work and aid the student in its planning and assessment.

**Assessment methods and criteria**

Writing and sharing an acceptable paper according to the instructions and participation in the event.

**Study material**

Instructions for writing a tutorial paper, available from the organizer of the tutorial.

**Grading scale**

Pass/Fail.

**Language of instruction**

English (or Finnish).

**Further information:**

Professor Nina Granqvist ([nina.granqvist@aalto.fi](mailto:nina.granqvist@aalto.fi)).

***21L26200 Tutorial in organization studies B (Organisaatiotutkimuksen tutoriaali B) 3 ECTS cr*****Level and status**

Doctoral studies. Mandatory disciplinary studies in Organization and Management. The tutorial is mandatory for doctoral students that have started their studies in 2015 or later. Other students can take the tutorial as an elective.

**Teacher in charge**

Professor Nina Granqvist.

**Teaching period**

One-day event arranged once a year. The date chosen to suit participants and announced during the academic year.

**Learning outcomes**

The purpose of the tutorial is to discuss the student's choices in the final stage of dissertation research, especially what she or he will claim to be the results of the study and how to present them in a dissertation. The student can participate in the tutorial when she or he is ready for reporting on these choices according to the main dissertation advisor's assessment. Learning outcomes concern particular, possibly revised resolutions to two issues: what was accomplished in the study and how these results are presented. A third, potential learning outcome concerns the student's emerging professional identity and career after the degree.

**Content**

The tutorial is organized annually for doctoral students that are in the suitable stage and for all the dissertation advisors. The student writes a paper according to written instructions delivered beforehand by the organizer. The tutorial lasts 3-6 hours depending on the number of participants.

Purposes of the event: (a) Guiding the student to concentrate on the central issues of research work in the final stage of doctoral studies (b) to offer a collegial forum that provides the student with support, comments and ideas on how to complete the study (c) to structure the progress of research work and aid the student in its planning and assessment.

**Assessment methods and criteria**

Writing and sharing an acceptable paper according to the instructions and participation in the event.

**Study material**

Instructions for writing a tutorial paper, available from the organizer of the tutorial.

**Grading scale**

Pass/Fail.

**Language of instruction**

English (or Finnish).

**Further information:**

Professor Nina Granqvist ([nina.granqvist@aalto.fi](mailto:nina.granqvist@aalto.fi)).

***21L25100 Research paper (Tutkimuspaperi), 3 ECTS cr*****Level and status**

Doctoral studies. Elective course of disciplinary studies in Organization and Management (for those who have started their studies in 2015 or later. Mandatory for those who have started before this year.)

**Teacher in charge**

Professor Nina Granqvist and dissertation advisors.

**Teaching period**

I-V, in 2018-2020.

**Learning outcomes**

Gaining experience in writing and presenting an academic paper. Improved skills in writing and receiving feedback.

**Content**

The task is to write the first paper related to one's thesis research. The aim is to encourage an early start in writing and participation in academic tutorials, workshops and conferences.

Work on the paper is guided and assessed either by the student's principal dissertation advisor or Professor Nina Granqvist.

**Assessment methods and criteria**

Writing and delivering a paper and presenting it in a workshop, seminar or conference.

**Grading scale**

Pass/fail

**Language of instruction**

English (or Finnish).

**Further information**

Professor Nina Granqvist ([nina.granqvist@aalto.fi](mailto:nina.granqvist@aalto.fi)), and dissertation advisors.

***21L35511 Professionals at Academic Work (Ammattitaidon kehittäminen yliopistotyössä), 6 ECTS cr*****Level and status**

Doctoral studies. Elective disciplinary studies in Organization and Management, Aalto course.

**Teacher in charge**

Professor Keijo Räsänen

**Teaching period**

III-V 2019; not available in 2020.

**Learning outcomes**

A better awareness of academic work as practical activity. Knowing the nature of critically reflective practice. Being able to articulate specific aspects on one's practice and recognize alternative forms of practice. Learning to find cultural resources that support professional identity projects. Knowing the basic ideas of practice theory. Recognizing ways to improve one's writing and writings. Renewal or strengthening of one's orientation to academic work.

**Content**



The purposes of the course are to support doctoral students and faculty members in their professional identity projects, to aid access to cultural resources available in the study of higher education and in the traditions of practice theory, and to rehearse the basic operations of academic work, especially reading and writing.

The course proceeds as a process of collaborative inquiries in the basic issues of practical activity in academia. These concern the subjects (who), tactics (how), politics (what) and morals (why) of academic work. Theories of practice and higher education research are approached as potential sources of resources in resolving these issues in one's own work.

The course requires presence in weekly sessions, carrying out weekly preparatory assignments, and writing an essay in the end of the course. Collegial collaboration with other participants provides an opportunity to experience and rehearse peer learning.

**Assessment methods and criteria**

Acceptable, publishable essay.

**Grading scale**

Pass/fail

**Registration for Course**

Directly to Keijo Räsänen (keijo.rasanen@aalto.fi) one week before the start of the period III (in the beginning of January 2019).

**Language of instruction**

Finnish or English. If you want to take the course in English, you will receive written instructions for a set of reading and writing task, which can be carried out individually or in collaboration with other participants (in a study circle).

**Further information**

Keijo Räsänen (keijo.rasanen@aalto.fi)

Aalto course. Students and faculty from other universities are also welcome.

***21L36000 Study Circle in Organization Studies I (Organisaatiotutkimuksen opintopiiri I), 6 ECTS cr******21L36001 Study Circle in Organization Studies II (Organisaatiotutkimuksen opintopiiri II), 6 ECTS cr*****Level and status**

Elective courses in disciplinary studies in Organization and Management. A student can gain credit points from participation in one or two study circles. Aalto course.

**Teacher in charge**

Professor Nina Granqvist and the organizers of each study circle.

**Teaching period**

I-V

**Learning outcomes**

Specified in each study circle by the organizers and other participants.

**Content**

New study circles start up according to the emergent needs and initiatives from the faculty and doctoral students.

The following study circles have already been confirmed for the academic years 2018-2020:

“Theories of practice study circle”, organized by Professor Keijo Räsänen. The purposes of the circle are to make joint inquiries in the traditions of practice-theoretical research in various fields and to advance skills in doing theoretically sophisticated and methodologically many-sided research. The circle continues from the stage reached in the course Professionals at academic work, but participation is possible even before taking this course. Information on program and other details is available in the beginning of each term and by contacting the organizer ([keijo.rasanen@aalto.fi](mailto:keijo.rasanen@aalto.fi)). The study circle communicates in Finnish and English. Participant from other disciplines, schools and universities are welcome.

“The Practice of Academic Writing - Coaching Group”, facilitated by PhD Carol Kiriakos. The purpose of the coaching group is to approach academic writing in a holistic way. We will learn practical tools for integrating writing into a busy schedule and writing despite internal and external interruptions. The main focus is not on the product of writing (the written text), but on how to write regularly and with more ease. As we learn to approach the writing process in a more constructive way, however, the quality of the texts will also improve. The group will meet weekly for 2 hours at a time during the Fall or Spring semester. Active presence and commitment to the meetings is required. The atmosphere of the group is friendly, informal and constructive. The working language is either Finnish or English, depending on the participants. The group welcomes PhD candidates and researchers at different stages of their career. Contact Carol Kiriakos ([carol.kiriakos@aalto.fi](mailto:carol.kiriakos@aalto.fi)) for additional information and registration.

**Assessment methods and criteria**

Specified for each study circle.

The participants of study circles can receive credit points under certain conditions: (a) the professor responsible for doctoral studies has accepted a proposal for a study circle beforehand, (b) the activity continues at least for a semester, and (c) one participant of the circle has a doctoral degree and takes responsibility on the assessment and registration of student performance. The main criterion of assessment is the amount and quality of work done to advance the learning of other participants.

**Grading scale**

Pass/fail

**Language of instruction**

Specified in each study circle.

**Further information**

Contact the organizers of the study circles (see above) or Professor Nina Granqvist.

**(b) Courses organized by other academic units:**

Research Methods in Industrial Engineering and Management (TU-L0000), 5 ECTS. Department of Industrial Engineering and Management, School of Science. Organized by Professor Henri Schildt.

Doctoral Seminar in Strategy (TU-L1000), 8 ECTS. Department of Industrial Engineering and Management, School of Science. Organized by Assistant Professor Robin Gustafsson.

**(c) Courses offered by various institutes, academic organizations and networks:**

**PRME Nordic:** The UN's Principles for Responsible Management Education (PRME) Nordic Chapter organizes a doctoral course on sustainable and responsible management once in every two years. The course takes place during the academic year 2018-2019. <http://www.unprme.org/working-groups/display-working-group.php?wgid=3045>

**Graduate Schools/Doctoral programs:**

The Graduate School of Management and Information Systems Studies (GRAMIS)  
The Finnish Doctoral Program in Social Sciences (SOVAKO)  
The Finnish Doctoral Program on Labour and Welfare Studies (LabourNet)

**KATAJA - The Finnish Doctoral Program in Business Studies:**

<http://www.kataja.eu/index.php> Courses in Qualitative methodology, Courses in the fields of Management and Organization, Special courses in different research fields.

**EDAMBA - European Doctoral Programmes Association in Management and Business Administration**

<http://www.edamba.eu/>

Organizes an annual summer school and courses in different fields of research.

**EGOS - European Group for Organizational Studies**

<http://www.egosnet.org/>

Organizes tutorials for doctoral students in the connection of the yearly colloquium.

**EIASM - European Institute for Advanced Studies in Management**

<http://www.eiasm.be>

Organizes summer schools, workshops and tutorials for doctoral students.

**NORDIC ACADEMY OF MANAGEMENT (Nordiska Företagsekonomiska Föreningen, NFF)**

<http://www.nordicacademy.org/>

Organizes tutorials every second year together with a conference.

**EURAM - European Academy of Management**

<http://www.euram-online.org/>

**ACADEMY OF MANAGEMENT (USA)**

<http://www.aom.pace.edu/>

Organizes PhD tutorials, workshops and an annual conference in the field of management studies.

**SCANCOR - The Scandinavian Consortium for Organizational Research, Stanford University.** <http://www.scancor.org/>

Organizes PhD workshops.

## Organizational Communication

*(Organisaatiaviestintä)*

The unit of Organizational Communication offers a dynamic and intellectually inspiring environment for pursuing a doctoral degree in the broader field of organizational communication. The unit welcomes internationally oriented PhD students who are highly motivated, ambitious, and committed to working full-time on their PhD research projects.

Research activity in the unit of communication is organized around a number of research groups, which focus on one or more of the main research areas of the department:

- Discursive perspectives on management and organization studies
- Media management
- Social media and digital communication

In pursuing their degree, PhD students will join one of the research groups of the unit, conducting their PhD research in collaboration with their PhD advisor and the other members of the research group.

Professor Johanna Moisander is in charge of the Doctoral Studies in Organizational Communication. Contact information: [johanna.moisander@aalto.fi](mailto:johanna.moisander@aalto.fi).

### **DOCTORAL DEGREE REQUIREMENTS AND STRUCTURE (240 ECTS cr)**

In the Aalto BIZ doctoral program, the credit hour requirements for the doctoral degree include 60 credits of course work (Common Core Studies and Specialization Area Studies, Business) and the Doctoral Dissertation (180cr).

#### **1. Common Core Studies, 12 ECTS cr**

- 90L55609 Essential Academic Skills: Producing Text and Giving Presentations
- 90L54609 Qualitative research: Principles and practices
- 30E00500 Quantitative empirical research

#### **2. Specialization Area Studies (48 ECTS cr)**

##### **2.1. Common Studies in Specialization Area (6-18 ECTS cr)**

- 90L52609 Philosophy of social science
- 21L53609 Paper development workshop: Qualitative research
- 30L00400 Paper development workshop: Quantitative research

##### **2.2. Disciplinary Studies in Organizational Communication, 30-42 ECTS cr**

Disciplinary Studies in Organizational Communication consist of course work that familiarizes students with different research traditions, theories, methodologies, and publishing conventions currently in use within the broader field of organizational communication and management studies. These studies consist of seminars, workshops, and independent learning modules offered by the unit of Organizational Communication, as well as PhD courses and professional development workshops organized by different national and international academic associations and other scholarly communities. Course work is designed to support PhD students in their doctoral dissertation work.

## Disciplinary Studies in Organizational Communication

Disciplinary Studies in Organizational Communication consist of Common Core Studies in Organizational Communication (24 ECTS cr) and Research related studies (6-18 ECTS cr)

### 2.2.1 Common Core Studies in Organizational Communication, 24 credits

- 75L20011 Research Seminar (0 ECTS cr)
- 75L20012 Paper Development Project (6 ECTS cr)
- 75L20013 Research traditions in organizational communication (6 ECTS cr)
- 75L20014 Methodological approaches to organizational communication (6 ECTS cr)
- 75L20015 International Doctoral Colloquium (6 ECTS cr)

The curriculum of **Common Core Studies in Organizational Communication** consists of course and project work that helps the student map out and elaborate on different theoretical and methodological streams of literature in the broader field of organizational communication and management studies. The module consists of active participation in the Research Seminar of Organizational Communication (0 ECTS cr), writing and presenting a publishable research paper in an international conference (6 ECTS cr), completing two independent learning courses on theoretical and methodological approaches to organizational communication (12 ECTS cr), and participating in an international doctoral colloquium or PhD workshop organized by an international academic association, university or other scholarly community (6 ECTS cr).

Students may substitute some of these studies with PhD courses offered by various international higher education institutions and academic associations. However, students must consult their thesis advisors for instructions and approval when considering this option.

### 2.2.2. Research-Related Studies, 6-18 ECTS cr

Research-Related Studies consist of various courses, seminars, workshops and specifically tailored independent learning assignments that support the PhD student's own research. Doctoral and Master's level courses offered by the different units and departments of Aalto University may also be included in this module. PhD students decide on the content of this module together with their thesis advisors.

## 3. The Doctoral Dissertation, 180 ECTS cr

Students enrolled in the Aalto BIZ doctoral program are expected to complete their Doctoral Dissertation in approximately four years. The PhD thesis is expected to make an original contribution to knowledge and scholarship in the candidate's field of research. The thesis can be presented for examination in either monograph style or an essay/article-based format.

### *75L20011 Research Seminar (0 ECTS cr)*

Research Seminar in Organizational Communication provides the PhD students with opportunities to present and discuss their work in an intellectually inspiring and constructive academic environment. The seminar is organized around presentations and workshops, where students, faculty members, and visiting scholars discuss and debate on the hot topics and new developments in the broader field of organizational communication and

management studies. The objective of the Research Seminar is to support PhD students in designing, implementing, writing-up, and presenting their research projects. Satisfactory completion of the Research Seminar requires regular and active participation and yearly seminar presentations (e.g. research proposals and progress reports) by the student. In the fall of 2018, the seminar is organized as an intensive learning module at Aalto University Töölö Campus.

**Grading:** pass/fail

### ***75L20012 Paper development project (6 ECTS cr)***

Paper Development Project familiarizes the PhD students with the conventions of academic writing and publishing as well as helps them to develop their research ideas and papers into publishable peer-reviewed articles. To complete the project, students write and submit an article manuscript in close collaboration and apprenticeship with their thesis advisor(s) or other senior faculty member(s) of the unit. In the course of the writing process, the student also presents the paper in some international conference. The aim of the project is to improve the students' capabilities for setting up interesting research problems and articulating solid theoretical arguments for the academic community of their research area.

**Grading:** pass/ fail

### ***75L20013 Research traditions in organizational communication: independent learning course (6 ECTS cr)***

The objective of the course is to develop PhD students' research skills and provide them with improved capabilities for making informed and well-justified theoretical choices in their own research. The course familiarizes the students with basic research paradigms, traditions and theories in the broader field of organizational communication. It also provides them with examples of how these theories and approaches can be applied in research practice. Course work is based on a set of learning exercises and independent study of seminal articles published in the top journals of the field. Learning outcomes are assessed based on a term paper.

**Grading:** 0-5

**Learning material:** a package of readings specified by the thesis advisor.

### ***75L20014 Methodological approaches to Organizational Communication: independent learning course (6 ECTS cr)***

The objective of the course is to develop PhD students' abilities to design and carry out methodologically sophisticated and empirically well-grounded research in the broader field of organizational communication and management studies. The course develops the students' research skills, and provides them with improved capabilities for making informed and well-justified methodological choices. The course familiarizes them with basic methodological approaches to empirically exploring and analyzing organizational communication, providing examples of the use of different methods of collecting and analyzing empirical materials in research practice. Course work is based on a set of learning assignments and an independent study of seminal articles published in the top-tier journals of the field. Learning outcomes are assessed based on a term paper.

**Grading:** 0-5

**Learning material:** a package of readings specified by the thesis advisor.

***75L20015 International Doctoral Colloquium (6 ECTS cr)***

The objective of the learning module is to encourage and help doctoral students to become active members of the scholarly community of communication and management scholars. Active participation in international doctoral colloquiums and PhD workshops provides students with important networking opportunities and allows them to interact with and learn from their fellow students and internationally acknowledged scholars of the field. Students may choose from a range of international workshops, seminars, and courses organized by universities and other higher education and academic institutions, such as European Group for Organization Studies (EGOS), and Academy of Management (AoM). However, students must consult their thesis advisors for instructions and approval when choosing the course, seminar or workshop.

**Grading:** pass/fail

**Learning material:** learning material specified by the organizers of the learning module.

## DEPARTMENT OF ACCOUNTING

(LASKENTATOIMEN LAITOS)

### Accounting

(Laskentatoimi)

The PhD Program in accounting at Aalto BIZ offers interdisciplinary training that develops the student's skills in conducting both *financial accounting* and *management accounting* research. As an academic field, accounting is a multidisciplinary subject that focuses on understanding and studying the role of accounting information in the economy and society. Accounting draws from many fields and disciplines: Financial accounting is aligned with economics and finance more closely than ever before while organizational and sociological theories contribute to management accounting.

The PhD Programme in accounting at Aalto BIZ provides students with in-depth knowledge of current accounting research and research methodology with the aim of enabling the students to contribute to scientific knowledge in their field of study from an international perspective. In practice this goal translates into students' ability to publish their research in high-quality academic accounting journals. To help achieve this goal, students work closely with accounting faculty.

Faculty research at Aalto BIZ represents a broad spectrum of interests and research methods in the areas of financial and management accounting. The emphasis of research in financial accounting is on financial reporting and analysis, broadly defined. Recent research addresses various topics in international accounting (IFRS), auditing, and corporate governance. Research in the field of management accounting focuses on cost management, management control systems, performance measurement, and capital investment decision making. Recent research topics include, for example, the use and role of management accounting information in the Finnish healthcare sector.

Professor Lasse Niemi is in charge of the doctoral studies in Accounting.

### DEGREE REQUIREMENTS AND STRUCTURE

- 1. Common Core Studies (two courses, 12 ECTS cr).** These include two optional courses offered by the doctoral programme of Aalto BIZ (6 ECTS cr each):
  - Essential Academic Skills: Producing Text and Giving Presentations
  - Quantitative Empirical Research, or if it is not lectured, other Quantitative Methods course as agreed with supervisor
  - Qualitative Research: Principles and Practices
- 2. Common Studies in Specialization Area (two courses, 12 ECTS cr).** These include the following courses offered by the doctoral programme of Aalto BIZ and FDPE:
  - Philosophy of Social Science (mandatory course)
  - Either: Paper Development Workshop: Quantitative Research,
  - Or: Paper Development Workshop, Qualitative Research
  - Alternatively, suitable FDPE Econometrics courses (see chapter 2.2.1.1. Economics)



- 3. Disciplinary Studies (six courses, or 36 ECTS cr).** These studies include the following:
- Overview of Financial and Management Accounting Research (mandatory reading seminar organised by the department every two or three years when a sufficient number of participants exists).
  - Five (or 30 ECTS cr) doctoral courses in accounting organised for example by EIASM, KATAJA (National Graduate School of Business), or the department itself. The disciplinary studies may also include no more than two literature exams or, alternatively, no more than one literature exam and one working paper in the field of the student's study. The courses, the reading lists for the literature exams as well as the topic and the extent of the working paper to be written have to be agreed upon in advance with the student's supervisor and accepted by the professor in charge of post-graduate studies in accounting.
- 4. Active participation and presentations in research seminars organised by the department.**

#### **LICENTIATE DEGREE (Lic.Sc.), 150 ECTS cr**

It is recommendable that students aim directly for a doctorate. Doctoral students in accounting may write a licentiate thesis of 90 ECTS credits. The licentiate degree thus consists of 60 ECTS credits of course work (see items 1-4 above) and the Licentiate Thesis.

22L150 00 Licentiate Thesis, 90 ECTS cr

Students are obliged to present their research proposal for the licentiate thesis at the research seminar, and to report regularly on their subsequent progress at the seminar (see item 4 above).

#### **DOCTORAL DEGREE (D.Sc.), 240 ECTS cr**

Doctoral students in accounting can bypass the licentiate degree and proceed directly towards a doctorate. The doctorate consists of 60 ECTS credits worth of course work (see items 1-4 above) and the Doctoral Dissertation.

22T000 00 Doctoral Dissertation, 180 ECTS cr

The students are obliged to present their research proposal for doctoral dissertation at the research seminar, and to report regularly on their subsequent progress at the seminar (see item 4 above).

#### **Methodological Requirements and Recommendations**

Students wishing to pursue doctoral studies in accounting at Aalto BIZ are expected to have taken methodological courses already in their master's level studies. In addition, depending on their specific research area, students are recommended to take at least one advanced course on quantitative or qualitative research methods in their disciplinary studies (see item 3 above).

## Complementary Studies in Accounting

Doctoral students with a non-accounting major for their master's degree are obliged to complement their studies by taking at least three optional master's level courses in accounting offered by the Aalto BIZ (18 ECTS credits) and by writing a concise thesis on an accounting topic or writing research papers (12 ECTS credits). These minimum requirements may be augmented on an ad hoc basis depending on each student's background.

## COURSE DESCRIPTIONS

### *22L20011 Research Seminar (Tutkimusseminaari), 0 ECTS cr*

The research seminar in accounting provides an open discussion forum for doctoral students, faculty members and academic visitors with the aim to provide feedback from colleagues to their on-going or completed work. For doctoral students, active participation and presentation of their work in the seminar is an important and mandatory part of their studies. All prospective participants are informed of upcoming seminar presentations by email. The seminar programme will also be available on the net at [http://accounting.aalto.fi/en/research/accounting\\_research\\_seminar/](http://accounting.aalto.fi/en/research/accounting_research_seminar/).

**Grading:** Pass/Fail

### *22L31111 Overview of Financial and Management Accounting Research, 6 ECTS cr*

**Course objective:** This course aims at giving doctoral students in accounting an overall view of current research in both financial accounting (auditing included) and management accounting research in terms of their relevant topic areas and methodological approaches. Given this learning objective, the course provides students interested in topics in financial (management) accounting with a basic understanding and common knowledge of the research done on the other side of the "street", i.e. management (financial) accounting.

**Position of the course in doctoral studies:** Mandatory course of disciplinary studies in accounting.

**Contents:** Examples of classical (or "seminal") research papers, published literature reviews, as well as examples of recently published research papers in the domains of both financial and management accounting research. The exact reading list will be defined and announced at the beginning of the course.

**Format and requirements:** The course is organised as a reading seminar comprising six seminar sessions. For each session, two to four research or review articles are assigned. The students are expected to read these materials before each session and prepare their answers and comments (in written) to the questions assigned to each article. The topics and issues raised by these questions will then be discussed in the seminar sessions. There will be no exam at the end of the course. Instead, the grading will be based on active participation in the seminar sessions and discussions therein.

**Grading:** Pass/Fail.

**Language:** English (In case all participants are Finnish speaking, the seminar discussions may be held in Finnish.)

**Teachers:** Professors of financial and management accounting at the department.

**Schedule:** The course is organised by the department approximately every two or three years when a sufficient number of participants exists. All prospective participants will be informed of the course personally in advance.

**Replacement possibility:** As this is a mandatory course to all accounting majors in the doctoral programme of the School, it may be replaced by an equivalent course offered by another university only by an agreement with the professor in charge of doctoral studies in accounting at the School.

**Other recommended courses**

Finnish Doctoral Programme in Economics - FDPE Econometrics courses, course information on <https://www.fdpe.fi/>

# Yritysjuridiikka

(Business Law)

*The English text is found after the Finnish version.*

Yritysjuridiikan tohtoriopintojen tavoitteena on saada syvälinen osaaminen ja tietämys ajankohtaisen kansainvälisen yritysjuridisen tutkimuksen ja tutkimusmetodiikan alueella.

Yritysjuridiikan aktiivisiin tutkimusalueisiin Aalto-yliopiston kauppakorkeakoulussa kuuluvat oikeustutkimuksen metodologia ja sen liittymät liike- ja kansantaloudelliseen sekä yhteiskuntatieteelliseen tutkimukseen. Tutkimuksen kohdealueita ovat sopimusoikeus, kansainvälisen kaupan juridiikka, yhtiöoikeus, markkina- ja kilpailuoikeus, IPR-oikeus, sähköisen kaupan juridiikka, rahoitusmarkkinaoikeus, työoikeus ja vero-oikeus.

Yritysjuridiikan aineen tohtorikoulutuksesta vastaava professori on Tomi Viitala.

## TUTKINTOVAATIMUKSET

### 1. Yhteiset ydinopinnot (2 kurssia, 12 op)

Tavoite: yleisten akateemisten tutkimusvalmiuksien kehittäminen.

Valitse kaksi kurssia (6 op):

90L55609 Essential Academic Skills: Producing Text and Giving Presentations, 6 ECTS cr

90L54009 Qualitative research: Principles and practices

30E00500 Quantitative research: Principles and practices

Myös voidaan valita muita vastaavia Aalto-yliopiston kauppakorkeakoulun, muiden yliopistojen, graduate schoolien ja jatkokoulutusohjelmien tarjoamia kursseja Suomessa tai ulkomailla.

### 2. Erikoistumisalueen opinnot (48 op)

#### 2.1 Erikoistumisalueen yhteiset opinnot (1 – 3 kurssia, 6 – 18 op):

Tavoite: saada yleiset tutkimusvalmiudet sekä tutkimustulosten raportoinnin osaaminen

Seuraavia kursseja suositellaan yritysjuridiikan tohtoriopiskelijoille:

90L52609 Philosophy of Social Science

21L53609 Paper development workshop: Qualitative research

30L00400 Paper development workshop: Quantitative research

#### 2.2 Tutkimusalan opinnot (5 – 7 kurssia, 30 – 42 ECTS)

Lisäksi suoritetaan 5 – 7 allamainituista opintojaksoista, jotka suoritetaan toistaiseksi kirjapaketteina. Tutkintovaatimuksista sovitaan kunkin opiskelijan kanssa erikseen. Kirjallisuuskokonaisuudet ovat viitteellisiä, opiskelija sopii ohjaajansa kanssa tenttikokonaisuudet, jotka parhaiten palvelevat opiskelijan opintoja. Kursseja voidaan professori Tomi Viitalan kanssa sovittavalla tavalla korvata muilla Aalto-yliopiston kauppakorkeakoulun, erityisalueen graduate schoolin tai kauppakorkeakoulun kansainvälisten yhteistoimintayliopistojen tai verkostojen (kuten EDAMBA, EIASM, CEMS) tarjoamilla kursseilla, työpapereilla tai julkaisuilla.

**Kauppätieteiden lisensiaatin tutkinto 150 op**

Kauppätieteiden tohtorin tutkintoa suorittamaan otettu voi ensin suorittaa kauppätieteiden lisensiaatin tutkinnon. Suositeltavaa kuitenkin on, että opiskelijat tähtäävät suoraan tohtorin tutkintoon.

Lisensiaatin tutkintoon kuuluu kursseja yhteensä 60 ECTS (yhteiset ydinopinnot, erikoistumisalueen yhteiset opinnot ja tutkimusalan opinnot) sekä lisensiaatintutkimus.

32L15000 Lisensiaatintutkimus, 90 ECTS cr

**Kauppätieteiden tohtorin tutkinto 240 ECTS**

Tohtoriopiskelijat voivat suorittaa suoraan kauppätieteiden tohtorin tutkinnon (KTT). Tohtorin tutkintoon kuuluu kursseja yhteensä 60 ECTS (yhteiset ydinopinnot, erikoistumisalueen yhteiset opinnot ja tutkimusalan opinnot) sekä väitöskirja.

32T00000 Väitöskirja 180 ECTS.

***32L20011 Tutkimusseminaari, 0 op*****Kurssin taso ja asema**

Tohtoriopinnot. Pakollinen osa tieteenalan opintoja

**Tavoitteet ja opetus**

Professori Tomi Viitalan johtama tutkijasseminaari kokoontuu erikseen ilmoitettavina ajankohtina. Seminaari koostuu ainakin seuraavista sisällöistä:

Tohtorikoulutettava esittelee tutkimussuunnitelman (research proposal) aineen professorin ja ohjaajan hyväksyttäväksi. Tohtorikoulutettava esittelee vuosittain tutkimuksen etenemistä seminaarissa. Ennen kuin väitöskirjaksi aiottu tutkimus viedään esitarkastusprosessiin, se esitetään tutkimusseminaarissa. Ohjaaja ja tohtorikoulutusvastaava hyväksyvät asian viemisen eteenpäin.

Arvostelu: hyväksytty/hylätty

***32L30111 Tieteellinen artikkelikäsikirjoitus, 6 op*****Kurssin taso ja asema**

Tohtoriopinnot. Tavoitteena on, että tohtorikoulutettavat laativat "summer paper" -tyyppisen julkaisukelpoisen työpaperin ensimmäisen kahden opiskeluvuoden aikana. Lisäohjeita ohjaajilta.

**Arvostelu:** pisteet (0-5)

**Tutkimusalan opinnot**

Lisäksi 5 – 7 allamainituista opintojaksoista (I, IIa A-I, IIb A-D), jotka suoritetaan toistaiseksi kirjapaketteina. Tutkintovaatimuksista sovitaan kunkin opiskelijan kanssa erikseen.

**OPINTOJAKSOT**

Seuraavassa mainittu kirjallisuus sisältää esimerkkejä tenttivaatimuksista, jotka sovitaan erikseen.

#### I Oikeusteoria ja oikeusvertailu

AARNIO: Laintulkinnan teoria (1988).

TUORI: Kriittinen oikeuspositivismi (2000).

HÄYHÄ (toim.): Minun metodini (2000).

HUSA: Johdatus oikeusvertailuun (1998) s. 1 – 119.

#### II a. Yksitysoikeus

A.

### **32L40041 Oikeustutkimuksen menetelmät sekä talous- ja yhteiskuntatieteelliset liittymät**

**Kurssin taso ja asema:** Yhteiset ydinopinnot, Erikoistumisalueen yhteiset opinnot tai Tutkimusalan opinnot

RAWLS: Oikeudenmukaisuusteoria (1988)

MÄÄTTÄ: Oikeustaloustieteen perusteet (2006)

AARNIO: Tulkinnan taito (2006), s. 19-340

TUORI: Kriittinen oikeuspositivismi (2000)

HUSA: Johdatus oikeusvertailuun (1998), s. 1-119

MATTILA: Vertaileva oikeuslingvistiikka (2002), s 329-479

Tämän kurssin voi sisällyttää joko Yhteisiin ydinopintoihin, Erikoistumisalueen yhteisiin opintoihin tai Tutkimusalan opintoihin.

#### B. Sopimusoikeus

PÖYHÖNEN: Sopimusoikeuden järjestelmä ja sopimusten sovittelu (1988).

HEMMO: Sopimus ja delikti (1998).

NYSTEN – HAARALA: The Long-term contract. Contract law and contracting (1998).

KESKITALO: From assumptions to risk management. An analysis of risk management for changing circumstances in commercial contracts, especially in the Nordic countries. The theory of contractual risk management and the default norms of risk allocation (2000) *tai*

ANNOLA: Sopimuksen dynaamisuus. Talousoikeudellinen rakennetutkimus sopimuksen täydentymisestä ja täydentymisen ohjaamisesta (2003).

#### C. Kansainvälinen kauppa- ja kuljetusoikeus

GRÖNFORS et al.: Six Lectures on the Hague Rules or SCRUTTON: On Charterparties and Bills of Lading, or DIEDERICKS - VERSCHOOR: An Introduction to Air Law (1991), or another monograph on a special field of transport law.

GUILLERMO GIMÉNEZ: ICC Guide to Export - Import Basics (ICC publication) or another general study on international trade.

HONNOLD: Uniform Law for International Sales under the 1980 Convention (1982), or

BERNSTEIN – LOOKOFSKY: Understanding the CISG in Europe (2003) or another general study on the contract of sale.

#### D. Yhteisöoikeus

GOWER: The Principles of Modern Company Law (6th ed. 1997) s. 75 - 752 tai uud.  
TOIVIAINEN: Osakeyhtiön hallituksesta (1988)  
TOIVIAINEN: Toimitusjohtajan informointivelvollisuus (1983).  
VILLA: Pääomalaina (1997).  
WERLAUFF: EU Company Law. Common Business Law of 28 States (2003), s. 1–160 (luvut 1–3), 251–354 (luvut 8–11), 437–505 (luvut 15–17) ja 627–641 (luku 21) tai DINE: The Governance of Corporate Groups (2000).

#### E. Markkina- ja kilpailuoikeus

ALANEN, Tavaroiden vapaa liikkuvuus Euroopan unionissa (2002).  
BELLAMY – CHILD: Common Market Law of Competition (1993 tai uudempi), luvut 1 - 10 (s. 1 - 678) tai WHISH: Competition Law (5. ed., 2003) s. 1–48, 79–304.  
HOWELLS – WILHELMSSON: EC Consumer Law (1997) or WILHELMSSON, T. - HOWELLS, G. - MICKLITZ, H.: European Fair Trade Law - The Unfair Commercial Practices Directive (2006).  
MÄÄTTÄ: Uusi kilpailunrajoituslaki (2004) tai PALM: Yritysostot ja määräysvaltamarkkinat (Helsinki 2005).

#### F. Elektroniset markkinat

de BRUIN: Consumer Trust in Electronic Commerce: Time for best practice (Kluwer Law 2002).  
EDWARDS – WAELDE: Law and the Internet. Regulating Cyberspace (1997).  
HULTMARK: Elektronisk handel och avtalsrätt (1998).  
NURMI: Elektroninen sopimus (1997).  
RAHNASTO: Internet-oikeuden perusteet (2002).

#### G. Rahoitusmarkkinat

ANTTILA: Pankki, riskit ja sääntely (1996).  
HARJU – SYRILÄ: Sijoitusrahastolainsäädäntö (2001).  
TIMONEN: Määräysvalta, hinta ja markkinavoima. Julkisesti noteeratun yrityksen määräysvallan siirtymisen oikeudellinen sääntely (1997)  
TIMONEN (ed.): Nordic Perspectives on European Financial Integration (KATTI 4, 1992) s. 1 – 318.  
VEIL, Rudiger (Editor) – AHMLING, Rebecca (Translator) (2013) European Capital Markets Law. Hart Publishing Ltd. ISBN: 978-1-84946-440-6 (UUSI)

#### H. Immateriaalioikeudet

HAARMANN: Immateriaalioikeus (2006) tai KOKTVEDGAARD – LEVIN: Lärobok i immaterialrätt (2004 tai uudempi).  
CORNISH: Intellectual Property: Patents, Copyrights, Trade Marks and Allied Rights (1996 tai uudempi).

TRITTON: Intellectual Property in Europe (2002), s. 1–416.

OESCH – PIHLAJAMAA: Patenttioikeus (2003), s. 47–274.

SALOKANNEL: Ownership in Rights of Audiovisual Productions (Kluwer 1997).

#### I. Työoikeus

BERCUSSON: European Labour Law (1996) *or* BARNARD: EC Employment Law (2002) *or* NIELSEN: European Labour Law (2000) *or* HARRIS: The European Social Charter. 2nd edition (2001).

BRUUN - KOSKINEN: Tasa-arvolaki (1997) s. 38 – 203.

KASVIO: Uusi työn yhteiskunta (1994).

SALOHEIMO: Työturvallisuus – perusteet, vastuu ja oikeussuoja (2003).

#### II b. Vero-oikeus

##### A. Yritysverotus:

HARRIS (1996): Corporate/Shareholder Income, Taxation, IBFD.

JÄRVENOJA (2007): Yritysjärjestelyiden verotus

KUKKONEN (2010): Pienyhtiön ja sen osakkaan tuloverotus.

RANTA-LASSILA (2002): Konsernit ja verotuksen neutraalisuus.

MANNIO (2004): Osuuskunnat ja verotus

RYYNÄNEN (1996): Förtäckt dividend I beskattningen, Svenska handelshögskolan.

RYYNÄNEN (2000): Bevisning i inkomstbeskattningen, Svenska handelshögskolan.

##### B. Kansainvälinen verotus:

AMATUCCI (2006): International Tax Law, Kluwer Law International.

HELMINEN (1999): The Dividend Concept in International Tax Law, Kluwer.

JUUSELA (1998): Kansainväliset sijoitukset ja verotuksen tehokkuus.

OECD Model Tax Convention on Income and on Capital.

NISKAKANGAS (1983): Rojaltit ja palvelumaksut kansainvälisessä verotuksessa.

VIHERKENTTÄ (1991): Tax Incentives in Developing Countries and International Taxation.

DU TOIT (1999): Beneficial Ownership of Royalties in Bilateral Tax Treaties, IBFD.

VIITALA (2004): Tax Treatment of Investment Funds and Their Investors within the European Union. TuKKK.

VOGEL (1997): Klaus Vogel on Double Taxation Conventions.

##### C. Eurooppavero-oikeus



ADELSTAM (2005): EC State aids rules applied to taxes – An analysis of the selectivity criterion.

DAHLBERG (2005): Direct Taxation in Relation to the Freedom of Establishment and the Free Movement of Capital, Kluwer Law International.

LANG – AIGNER – SCHUERLE – STEFANER (2004): CFC Legislation. Domestic Provisions, Tax Treaties and EC Law.

PISTONE (2002): The Impact of Community Law on Tax Treaties - Issues and Solutions, Kluwer Law International.

SCHÖN (2003): Tax Competition in Europe. Kluwer Law International.

STÄHL – ÖSTERMAN (2006): EG-skatterätt.

VAPAAVUORI (2003): Eurooppaoikeus ja kansainvälinen verotus, Talentum.

WEBER (2005): Tax Avoidance and the EC Treaty Freedoms, Kluwer Law International.

ÄIMÄ (2003): EY-oikeuden vaikutukset välittömään verotukseen, Talentum.

#### D. Muuta:

MÄÄTTÄ (1997): Environmental taxes.

NYKÄNEN (2004): Julkisesti noteerattujen arvopapereiden luovutusvoitot henkilöverotuksessa

RÄBINÄ (2001): Vastikkeeton saanto ja luovutusvoiton verotus.

SOIKKELI (2003): Luottamuksensuoja verotuksessa.

TIKKA (1972): Veron minimointi.

## Business Law

### *(Yritysjuridiikka)*

#### **Postgraduate Studies in Business Law**

The main goal of postgraduate studies in Business Law at Aalto University School of Business is to provide students with in-depth knowledge of current Business Law research and research methodology with the aim of enabling the students to contribute scientific values to their field of study from both domestic and international perspective.

Research activity in Business Law at Aalto University School of Business covers a wide range of topics in the areas of general jurisprudence and comparative law, methodology of legal research and its links to Business Economics and Social Sciences, Contract Law, International Trade Law, Company Law, Market and Competition Law, IPR, E-Commerce Law, Financial Markets Law, Labour Law, and Tax Law.

The main criteria for admission to the doctoral programme with Business Law as a major are based on applicants' intended research topic areas and preliminary research plans. For further details, please see the admissions guide.

Professor Tomi Viitala is in charge of the doctoral programme in Business Law.

#### **DEGREE REQUIREMENTS AND STRUCTURE**

##### **1. Common core studies (2 courses, 12 ECTS cr)**

Objective: Developing general competences for academic work and research

Choose two courses (6 ECTS cr each):

- Essential Academic Skills: Producing Text and Giving Presentations
- Qualitative research: Principles and practices
- Quantitative research: Principles and practices

Equivalent course(s) offered by Aalto BIZ, by other universities, or by graduate schools and networks in Finland and abroad can also be included.

##### **2. Specialization area studies (48 ECTS cr)**

2.1. Common studies in specialization area (1-3 courses, 6-18 ECTS cr):

Objective: Developing general competences for research and communication of research findings

The following course is recommended for doctoral students in business law:

- Philosophy of Social Science
- Paper development workshop: Qualitative research
- Paper development workshop: Quantitative research

2.2. Disciplinary studies (5 - 7 courses, 30-42 ECTS cr)

Disciplinary studies can consist of advanced courses in business law (see below), and/or courses from graduate schools and/or Aalto University School of Business' international networks (e.g. EDAMBA, EIASM, CEMS), and/or book exams, working papers and other publications.

Other studies must be discussed with Professor Tomi Viitala. Preliminary suitability of course(s) to major subject studies need to be discussed with Professor Tomi Viitala before participating the course(s).

### **Licentiate degree (Lic.Sc) 150 ECTS credits**

It is recommended that students aim directly for a Doctorate. However, a doctoral student can complete the licentiate degree first.

A licentiate degree (Lic.Sc) consists of 60 ECTS credits of course work (Common Core Studies as well as Specialization Area Studies) and the Licentiate Thesis.

32L15000 The Licentiate Thesis, 90 ECTS cr

### **Doctoral Degree 240 ECTS cr**

Doctoral students can progress directly towards a doctorate PhD (Econ). The doctoral degree consists of 60 ECTS credits worth of course work (Common Core Studies as well as Specialization Area Studies) and the Doctoral Dissertation.

32T00000 The Doctoral Dissertation, 180 ECTS

### ***32L20011 Research Seminar, 0 ECTS cr***

#### **Level and status**

Doctoral studies. The Research Seminar is a compulsory part of the Specialization Area Studies.

#### **Objectives and teaching**

The post-graduate seminar in Private Law is conducted by Professor Tomi Viitala. The schedules of the seminars are announced separately.

The seminar consists of the following elements:

Presentation of the research proposal to be approved by the teacher(s) responsible for the doctoral studies in the major.

Presentation of the current version of the study once every term in the seminar.

Before the preliminary scientific examination of the academic dissertation, presentation of the research study in the seminar to be approved by the supervisor and the teacher responsible for the doctoral studies in the major.

**Grading:** pass/fail

### ***32L30111 Written discourse, 6 ECTS cr***

Level and status

Doctoral studies

Doctoral students shall write a "summer paper" type written discourse during the first or second study year. The requirements and subject are agreed upon individually with the study supervisor.

**Grading:** points (0-5)

### **Disciplinary Studies**

Five to seven of the following courses (I,IIa, IIb) which consist of reading requirements for the time being. The reading requirements for the exams are specified individually.

Examples of relevant readings are listed below.

#### *I General Jurisprudence and Comparative Law*

AARNIO: *The Rational as Reasonable* (1987).

ALEXY: *A Theory of Legal Argumentation* (1989). *The Theory of Rational Discourse as Theory of Legal Argumentation*.

ZWEIGERT - KÖTZ: *An Introduction to Comparative Law I - II* (1998).

#### *II a Private Law*

### ***32L20011 The Methods of Business Law Research and its Connections with Business Economics and Social Sciences***

See the course webpage (MyCourses) for further information. This course can be included either in Common core studies, Common studies in specialization area or Disciplinary studies.

#### **B. Contract Law**

NYSTEN – HAARALA: *The Long-term contract. Contract law and contracting* (1998).

KESKITALO: *From assumptions to risk management An analysis of risk management for changing circumstances in commercial contracts, especially in the Nordic countries. The theory of contractual risk management and the default norms of risk allocation* (2000)

#### **C. International Trade Law**

GRÖNFORS ET AL.: *Six Lectures on the Hague Rules* or SCRUTTON: *On Charterparties and Bills of Lading* or GUILLERMO GIMÉNEZ: *ICC Guide to Export - Import Basics* (ICC publication) or another general study on international trade.

HONNOLD: *Uniform Law for International Sales under the 1980 Convention* (1982), or another general study on the contract of sale.

Bernstein – Lookofsky: *Understanding the CISG in Europe* (2003) or another general study on the contract of sale.

#### **D. Company Law**

GOWER: *The Principles of Modern Company Law* (6th ed. 1997) pp. 75 - 752 or newer ed.  
Werlauff: *EU Company Law. Common Business Law of 28 States* (2003), pp. 1–160 (chapters 1–3), 251–354 (chapters 8–11), 437–505 (chapters 15–17) and 627–641 (chapter 21) or Dine: *The Governance of Corporate Groups* (2000).

#### E. Market and Competition law

BELLAMY – CHILD: *Common Market Law of Competition* (1993), chapters 1 - 10 (pp. 1 - 678).

HOWELLS – WILHELMSSON: *EC Consumer Law* (1997).

Whish: *Competition Law* (5. ed., 2003)

Howells, G. - Micklitz, H.: *European Fair Trade Law - The Unfair Commercial Practices Directive* (2006).

#### F. E-Commerce Law

de BRUIN: *Consumer Trust in Electronic Commerce: Time for best practice* (2002).

EDWARDS – WAELDE: *Law and the Internet. Regulating Cyberspace* (1997).

#### G. Finance Law

VEIL, Rudiger (Editor) – AHMLING, Rebecca (Translator) (2013) *European Capital Markets Law*. Hart Publishing Ltd. ISBN: 978-1-84946-440-6 (UUSI)

TIMONEN (ed.): *Nordic Perspectives on European Financial Integration* (KATTI 4, 1992) pp. 1 – 318.

#### H. IPR

CORNISH: *Intellectual Property: Patents, Copyrights, Trade Marks and Allied Rights* (1996).

SALOKANNEL: *Ownership in Rights of Audiovisual Productions* (Kluwer 1997).

Tritton: *Intellectual Property in Europe* (2002)

#### I. Labour Law

BERCUSSON: *European Labour Law* (1996).

Barnard: *EC Employment Law* (2002) or Nielsen: *European Labour Law* (2000) or Harris: *The European Social Charter* (2001).

### II b. Tax Law

#### A. Company Taxation:

HARRIS (1996): *Corporate/Shareholder Income, Taxation, IBFD*.

#### B. International Tax Law:

AMATUCCI (2006): International Tax Law, Kluwer Law International.

HELMINEN (1999): The Dividend Concept in International Tax Law, Kluwer.

VIHERKENTTÄ (1991): Tax Incentives in Developing Countries and International Taxation.

DU TOIT (1999): Beneficial Ownership of Royalties in Bilateral Tax Treaties, IBFD.

VIITALA (2004): Tax Treatment of Investment Funds and Their Investors within the European Union.

VOGEL (1997): Klaus Vogel on Double Taxation Conventions.

#### C. European Tax Law:

ADELSTAM (2005): EC State aids rules applied to taxes – An analysis of the selectivity criterion.

DAHLBERG (2005): Direct Taxation in Relation to the Freedom of Establishment and the Free Movement of Capital, Kluwer Law International.

LANG – AIGNER – SCHUERLE – STEFANER (2004): CFC Legislation. Domestic Provisions, Tax Treaties and EC Law.

PISTONE (2002): The Impact of Community Law on Tax Treaties - Issues and Solutions, Kluwer Law International.

SCHÖN (2003): Tax Competition in Europe. Kluwer Law International.

WEBER (2005): Tax Avoidance and the EC Treaty Freedoms, Kluwer Law International.

#### D. Other:

MÄÄTTÄ (1997): Environmental taxes.

HARRIS (1996): Corporate/Shareholder Income, Taxation, IBFD.

#### B. International Tax Law:

AMATUCCI (2006): International Tax Law, Kluwer Law International.

HELMINEN (1999): The Dividend Concept in International Tax Law, Kluwer.

VIHERKENTTÄ (1991): Tax Incentives in Developing Countries and International Taxation.

DU TOIT (1999): Beneficial Ownership of Royalties in Bilateral Tax Treaties, IBFD.

VIITALA (2004): Tax Treatment of Investment Funds and Their Investors within the European Union.

VOGEL (1997): Klaus Vogel on Double Taxation Conventions.

#### C. European Tax Law:

ADELSTAM (2005): EC State aids rules applied to taxes – An analysis of the selectivity criterion.

DAHLBERG (2005): Direct Taxation in Relation to the Freedom of Establishment and the Free Movement of Capital, Kluwer Law International.

LANG – AIGNER – SCHUERLE – STEFANER (2004): CFC Legislation. Domestic Provisions, Tax Treaties and EC Law.

PISTONE (2002): The Impact of Community Law on Tax Treaties - Issues and Solutions, Kluwer Law International.

SCHÖN (2003): Tax Competition in Europe. Kluwer Law International.

WEBER (2005): Tax Avoidance and the EC Treaty Freedoms, Kluwer Law International.

D. Other:

MÄÄTTÄ (1997): Environmental taxes.

## DEPARTMENT OF INFORMATION AND SERVICE MANAGEMENT

*(Tieto- ja palvelujohtamisen laitos)*

### Information Systems Science

*(Tietojärjestelmätiede)*

The specialization and focus sectors of research in Information Systems Science (ISS) include development, management and use of ICT enabled or enhanced services and information-centric products. Information systems management and management of digital companies, supporting collaboration and innovation with electronic systems, and digitalization of financial management are other important fields. Students contemplating post-graduate studies in Information Systems Science (ISS) are strongly encouraged to choose their topic related to those listed above. ISS has an extensive network of international research contacts, offering the possibility to participate in larger research projects and visit an affiliate university.

Post-graduate studies in ISS consist of the research seminar and three courses: the Scientific Reading and Writing in ISS, Critical issues in Information Systems Science or Current Topics in Information Systems Sciences, and Research Methods in ISS. With regard to the optional course requirements, studies can be based on national ISS collaboration that takes place through a number of different seminars and graduate schools courses / activities e.g. INFORTE or GRAMIS (Graduate School of Management and Information Systems). Forthcoming events will be informed during research seminars.

Professor Virpi Tuunainen is in charge of doctoral studies in ISS.

#### DEGREE REQUIREMENTS AND STRUCTURE

##### **1. Common Core Studies, 12 ECTS credits**

See page 3, Common Core Studies

##### **2. Specialization Area Studies, 48 ECTS credits**

###### **2.1 Disciplinary Studies, 30 ECTS credits**

First, this section consists of the following compulsory courses (18 ECTS credits):

37L20011 Research Seminar, 0 ECTS credits (all post-graduate students must present their research at least once per academic year)

37E45011 Scientific Reading and Writing in ISS, 6 ECTS credits

37E44011 Critical Issues in Information Systems Research, 6 ECTS credits  
or

37E01000 Current Topics in Information Systems Science, 6 ECTS credits

37E46011 Research Methods in ISS, 6 ECTS credits

As some of the courses are not taught every year, the student may substitute any of the above courses with a corresponding course in another university or a similar course at Aalto



University School of Business. Please consult Professor Tuunainen before taking a course (at Aalto or elsewhere) to compensate for one of the courses above.

## **2.2 Research Topic Studies, 12 ECTS credits**

In addition, the disciplinary studies consist of 12 ECTS credits worth of research topic studies (37L410), which can consist of any advanced, optional ISS courses, national or international ISS seminars, book exams, working papers and other publications. Students require confirmation on the study content from their supervising ISS professor.

### **Licentiate degree 150 ECTS credits**

It is recommended that the student proceeds directly to their doctoral dissertation without taking the optional licentiate degree. However, doctoral students may opt for taking the licentiate degree, which consists of the aforementioned common core studies and specialized ISS studies, 60 ECTS credits, and the licentiate thesis.

37L15000 Licentiate thesis, 90 ECTS credits

### **Doctoral degree 240 ECTS credits**

The degrees of D.Sc. (Econ.) and Doctor of Philosophy consist of the aforementioned common core studies and the specialized ISS studies, 60 ECTS credits together with the doctoral dissertation.

37T00000 Doctoral dissertation, 180 ECTS credits

## **COURSE DESCRIPTIONS**

### ***37L20011 Research Seminar, 0 ECTS cr***

#### **Level and status**

Doctoral studies. The research seminar is a compulsory component of the specialized ISS studies.

**Objectives and content:** In the research seminar, post-graduate students and other senior researchers present and discuss their recent research or research proposals. International scholars often participate and present their research at the seminar. Students must present and discuss their findings at least once a year. Before any dissertation is allowed to proceed to pre-examination, it must be presented in the seminar.

**Teaching:** Professor Virpi Tuunainen

**Grading:** pass/ fail

**Registration:** Via WebOodi

### ***37E45011 Scientific Reading and Writing in ISS, 6 ECTS cr***

#### **Level and status**

Doctoral studies. Aalto course

**Course Description:** This is an advanced course that familiarizes the students with the conventions of examining and critically evaluating academic texts. In addition, the course helps in outlining the steps required to produce a thorough literature review, as well as providing guidance on the research process and reporting on it. The students are also

expected to conduct a small-scale study, and write and present a research paper on it. The course is organized as a set of individual assignments agreed with the supervising professor.

**Teaching:** Professor Virpi Tuunainen

**Grading:** pass/ fail

**Registration:** Via WebOodi

### ***37E44000 Critical Issues in Information Systems Science, 6 ECTS cr***

#### **Level and status**

Doctoral studies. Aalto course

**Course Description:** This is an advanced course in information systems research issues aimed to both IS doctoral students and M.Sc. students. The course consists of lectures, articles and/or seminar presentations on chosen topics of information systems. The topic varies semester by semester.

**Teaching:** Professor Virpi Tuunainen

**Grading:** 0-5

**Literature:** Articles distributed on the web and lectures.

**Registration:** Via WebOodi

### ***37E01000 Current Topics in Information Systems Science, 6 ECTS cr***

#### **Level and status**

Doctoral studies. Aalto course

**Course Description:** This intensive course consists of lectures, articles and/or seminar presentations on current and emerging topics in information systems science. The course is usually lectured by a visiting lecture and the topic varies semester by semester.

**Teaching:** Professor Virpi Tuunainen (coordination)

**Grading:** scale of 0 to 5

**Registration:** Via WebOodi

### ***37E46011 Research Methods in ISS, 6 ECTS cr***

#### **Level and status**

Doctoral studies. Aalto course

**Course Description:** The course is organized as a series of 1 - 2 day seminars by different professors (most often international visitors). Each seminar includes pre-readings and/or assignments, which together with class attendance constitutes 1 study credit. In order to complete the course, minimum of six (6) of these seminars need to be completed successfully. Students are, however, encouraged to attend all the seminars, even if only handing in assignments for the minimum of six.

This course or parts of it can be substituted with a methods course focusing on ISS research offered by another university, graduate school or e.g. INFORTE program.

**Teaching:** Professor Virpi Tuunainen (coordination)

**Grading:** pass/ fail

**Registration:** Via WebOodi

### **RESEARCH TOPIC STUDIES IN DISCIPLINARY STUDIES**

The research topic studies (37L410, 12 ECTS credits) can consist of any advanced, optional ISS courses, national or international ISS seminars, book exams, working papers and other publications. Students require confirmation on the study content from their supervising ISS professor. See more details from MyCourses at <https://mycourses.aalto.fi/course/view.php?id=3795>

## Logistics

*(Logistiikka)*

Logistics in Aalto University School of Business focuses on operations management and supply chain management including both theoretical and application oriented research from perspectives of both services and products.

Students interested in postgraduate studies in Logistics are encouraged to acquire strong methodological skills already during their undergraduate studies. In addition to the methodological studies, special courses in logistics are recommended.

Professor Markku Kuula is in charge of the doctoral studies in Logistics.

### DEGREE REQUIREMENTS AND STRUCTURE

#### 1.1. Common core studies (2 courses, 12 ECTS cr)

Objective: Developing general competences for academic work and research

Choose two courses (6 ECTS each):

- 90L55609 Essential Academic Skills: Producing Text and Giving Presentations
- 90L54009 Qualitative research: Principles and practices
- 30E00500 Quantitative research: Principles and practices

Equivalent course(s) offered by Aalto BIZ, by other universities, or by graduate schools and networks in Finland and abroad can also be included.

#### 1.2. Specialization area studies (48 ECTS)

##### Common studies in specialization area (1-3 courses, 6-18 ECTS cr):

Objective: Developing general competences for research and communication of research findings

The following course is recommended for doctoral students in management science:

- 90L52609 Philosophy of Social Science
- 21L53609 Paper development workshop: Qualitative research
- 30L00400 Paper development workshop: Quantitative research

#### 2. Disciplinary studies (5 - 7 courses, 30-42 ECTS cr)

KATAJA's Graduate School of Logistics and Supply Chain Management (L&SCM) provides a national cross-discipline graduate school in Finland (<http://www.kataja.eu/english/home>). The graduate school was founded in 2010. L&SCM graduate school aims at international top-level doctoral education by offering a systematic and effective way for a doctoral degree in logistics and supply chain management. Courses provided by L&SCM graduate school are suitable for major subject studies or research-related studies in logistics. For transferring courses to Aalto's study register a student needs to fill in the standard form "Application for course transfer" from doctoral students' Into website <https://into.aalto.fi/display/endoctoralbiz/Homepage>.

All students must take at least two graduate-level courses in logistics. A list of graduate level courses in logistics is provided below.

Other disciplinary studies can consist of advanced courses in logistics, and/or courses from graduate schools and/or Aalto University School of Business' international networks (e.g. EDAMBA, EIASM, CEMS), and/or book exams, working papers and other publications.

Other studies must be discussed with Professor Markku Kuula. Preliminary suitability of course(s) to major subject studies need to be discussed with Professor Kuula before participating the course(s) (exception are courses provided by KATAJA's L&SCM graduate school).

### **Licentiate degree (Lic.Sc) 150 ECTS credits**

It is recommended that students aim directly for a Doctorate. However, a doctoral student can complete the licentiate degree first.

A licentiate degree (Lic.Sc) consists of 60 ECTS credits of course work (Common Scientific Doctoral Studies as well as Major Subject Studies and Research-Related Studies) and the Licentiate Thesis.

35L150 00 The Licentiate Thesis, 90 ECTS credits

### **Doctoral Degree 240 ECTS credits**

Doctoral students can progress directly towards a doctorate PhD (Econ). The doctoral degree consists of 60 ECTS credits worth of course work (Common Scientific Doctoral Studies as well as Major Subject Studies and Research-Related Studies) and the Doctoral Dissertation.

35T000 00 The Doctoral Dissertation, 180 ECTS credits

## **COURSE DESCRIPTIONS**

### ***35L200 11 Research Seminar, 0 ECTS cr***

**The seminar is a compulsory part of major subject studies and it comprises the following tasks:**

- At the initial stage doctoral students present their research proposal. It is subject to approval by designated supervisor and the professor in charge of doctoral studies in quantitative methods.
- After approval of their proposal, doctoral students make two seminar presentations a year demonstrating progressing in their research.
- The prospective doctoral dissertation must be presented in the research seminar before it is sent to the examiners. The suitability of the research as a dissertation is decided by the supervisor and the professor in charge.

**Grading:** pass/ fail

### **GRADUATE LEVEL COURSES IN LOGISTICS**

- 35L405 Logistics' Reading Seminar, 6 ECTS cr
- 35E03000 Sustainable Supply Chains, 6 ECTS cr
- 35E02000 Procurement and Strategic Sourcing, 6 ECTS cr
- 35E00750 Logistics Systems and Analytics, 6 ECTS cr
- 35E00350 Sales & Operations Planning, 6 ECTS cr
- 35E00400 Coordination of Supply Chains, 6 ECTS cr
- 35E00800 Service Business Models, 6 ECTS cr

35E00550 Quality and Performance Management, 6 ECTS cr  
35E00650 Quantitative Models in SCM/OM, 6 ECTS cr

## Management Science

### (Management Science)

Management Science applies mathematical models, statistical techniques, and computing technology, together with observational, experimental or simulated data, to help management make decisions in complex real-world settings. Management Science is an interdisciplinary field with strong links to economics, finance, marketing, operations research, systems analysis, and engineering. Management Science is concerned with developing and applying concepts, models and methods that may prove useful in helping to understand management issues and solve managerial problems, as well as designing and developing new and better models of organization. In short, Management Science helps businesses to achieve their goals using scientific methods. Today, more efficient use of ubiquitous digital information stored in massive databases – the “Big Data” – forms both an important challenge and opportunity for Management Science.

Students interested in doctoral studies in Management Science are encouraged to acquire strong methodological skills already during their undergraduate studies. In addition to the obligatory methodological studies, specialized courses in mathematics and statistics are recommended.

*Note:* Doctoral program in Quantitative Methods of Economics and Management Science has merged with Management Science. Students admitted to the doctoral program in Quantitative Methods have the right to keep Quantitative Methods as their major subject or change their major to Management Science.

Professor **Timo Kuosmanen** is in charge of the doctoral studies in Management Science.

### DEGREE REQUIREMENTS AND STRUCTURE

#### 1. Common core studies (2 courses, 12 ECTS)

Objective: Developing general competences for academic work and research

The following two courses are recommended for doctoral students in Management Science:

90L55609 Essential Academic Skills: Producing Text and Giving Presentations, (6 ECTS cr)

#### 2. Specialization area studies (48 ECTS cr)

##### 2.1 Common studies in specialization area (1-3 courses, 6-18 ECTS cr):

Objective: Developing general competences for research and communication of research findings

The following course is mandatory for doctoral students in Management Science:

- 30L00400 Paper development workshop: Quantitative methods (6 ECTS cr)

##### 2.2 Disciplinary studies (5 - 7 courses, 30-42 ECTS cr)

Disciplinary studies are chosen from graduate level courses (E, L codes), in agreement with the supervising professor, to support the student's research work. Research seminar (30L20011) is a compulsory part of the major subject studies.

A list of graduate level courses suitable for doctoral students in Management Science is provided below. Please note that disciplinary studies must be chosen in agreement with the supervising professor: consult your supervisor before taking the course.

**Graduate level courses in Management Science:**

30E02000 Business Decisions 2  
30E03000 Data Science for Business  
30E03500 Data Science for Business II  
27E01000 Decision Making and Choice Behavior  
27E02000 Models in Marketing  
30E00300 Productivity and Efficiency Analysis  
30E00400 Simulation  
30E00800 Time Series Analysis

In addition to above courses in Management Science, courses offered by other schools of Aalto University and the various graduate school networks that are relevant for the student's research can be included in disciplinary studies, subject to approval by the supervisor.

In particular, doctoral students in Management Science are encouraged to participate in courses and seminars organized by the **Doctoral Network in Systems Analysis, Decision Making and Risk Management** (see: <http://sal.aalto.fi/en/gradschool/>).

**The Finnish Doctoral Programme in Economics (FDPE)** offers courses courses and workshops in microeconomics, econometrics and other specialization areas in economics, which can be relevant for doctoral students in Management Science. Doctoral students at Aalto University School of Business need to register with FDPE prior to taking the courses in FDPE. More information about the FDPE program, see <http://www.hecer.fi/FDPE/>.

In addition, it is possible to take courses in other universities in Finland or abroad, and book exams can be arranged if no suitable courses are available.

**Licentiate degree (Lic.Sc) 150 ECTS credits**

It is recommended that students aim directly for a Doctorate. However, a doctoral student can complete the licentiate degree first.

A licentiate degree (Lic.Sc) consists of 60 ECTS credits of course work (Common Scientific Doctoral Studies as well as Major Subject Studies and Research-Related Studies) and the Licentiate Thesis.

30L150 00 The Licentiate Thesis, 90 ECTS credits

**Doctoral Degree 240 ECTS credits**

Doctoral students can progress directly towards a doctorate (DSc (Econ) or PhD). The doctoral degree consists of 60 ECTS credits worth of course work (Common Scientific Doctoral Studies as well as Major Subject Studies and Research-Related Studies) and the Doctoral Dissertation.



30T000 00 The Doctoral Dissertation, 180 ECTS credits

## COURSE DESCRIPTIONS

### *30L20011 Research seminar (0 ECTS cr)*

**The seminar is a compulsory part of major subject studies and it comprises the following tasks:**

- At the initial stage doctoral students present their research proposal. It is subject to approval by designated supervisor and the professor in charge of doctoral studies in management science.
- After approval of their proposal, doctoral students make two seminar presentations a year demonstrating progressing in their research.
- The prospective doctoral dissertation must be presented in the research seminar before it is sent to the examiners. The suitability of the research as a dissertation is decided by the supervisor and the professor in charge.

## DEPARTMENT OF MARKETING

*(Markkinoinnin laitos)*

### Marketing

*(Markkinointi)*

The Department of Marketing is comprised of a thriving and dynamic community of international scholars offering doctoral training in five primary research domains: Consumer Behavior, Strategic Marketing, Services Marketing, and Sales, Retail and Business Marketing. One of the central goals of our research community is to provide the latest tools, techniques and leading-edge thinking for researching this continuously changing landscape. The other central goal of the department is to develop and extend foundational theory in the increasingly complex intersections of consumption, community and culture.

Professor Henrikki Tikkanen is in charge of the Doctoral Studies in Marketing. Contact information: henrikki.tikkanen@aalto.fi

### DEGREE REQUIREMENTS AND STRUCTURE

In the Aalto BIZ doctoral programme, the credit hour requirements for the doctoral degree include 60 ECTS credits of course work (Common Core Studies and Specialization Area Studies, Business) and the Doctoral Dissertation (180 cr).

#### 1. Common Core studies, 12 ECTS

The student chooses 2 of the following:

- 90L55609 Essential Academic Skills: Producing Text and Giving Presentations (6 ECTS cr)
- 90L54009 Qualitative research: Principles and practices (6 ECTS cr)
- 30E00500 Quantitative empirical research (6 ECTS cr)

#### 2. Specialization Area Studies (48 ECTS)

##### 2.1. Common Studies in Specialization Area Business (6-18 ECTS)

- 90L52609 Philosophy of social science (6 ECTS cr)

And one of the following:

- 21L53609 Paper development workshop: Qualitative research (6 ECTS cr)
- 30L00400 Paper development workshop: Quantitative research (6 ECTS cr)

##### 2.2. Disciplinary Studies in Marketing, 30-42 ECTS cr

Disciplinary Studies in Marketing are organized around two broad areas of interest: Consumer Culture Theory and Marketing Management and Strategy.

###### 2.2.1 Disciplinary studies offered in Marketing at School of Business

- Philosophical underpinnings and ongoing debates of marketing and consumer research (6-7,5 ECTS), arranged in October 2019, prof. Henrikki Tikkanen and Dr. Joel Hietanen.

- Converging Perspectives to Strategic Management and Marketing (6 ECTS), arranged in November 2018 and 2020, prof. Henrikki Tikkanen and Asst. Prof. Jukka Luoma.
- .Structural Equation Modeling (6 ECTS), prof. Tomas Falk - not lectured in 2018-19
- Prof. Eric Arnould's Consumer Research Seminar, prof. Eric Arnould.
- Work and Career in Business Schools, prof. Henrikki Tikkanen, prof. Kimmo Alajoutsijärvi and Dr. Kerttu Kettunen – lectured next time in spring 2020
- 31E00510 History of Economic Thought (6 ECTS)
- 23L30211 Research Traditions in Marketing: Independent Learning Course (6 ECTS), prof. Henrikki Tikkanen.
- 23L30511 Methodological Approaches to Marketing: Independent Learning Course (6 ECTS), prof. Henrikki Tikkanen.
- A Critical Anthropology of Market System Dynamics
- Any chosen self-learning course from the Aalto Executive DBA programme course portfolio (contact prof. Tikkanen for information).

### 2.2.2 Marketing courses and seminars taken outside the School of Business

Our students actively participate in national KATAJA courses, international courses, workshops and conferences. Furthermore, we strongly recommend students take part of their studies or research at a foreign university.

## 3. The Doctoral Dissertation, 180 ECTS

Students enrolled in the Aalto BIZ doctoral programme are expected to complete their Doctoral Dissertation in approximately four years. The PhD thesis is expected to make an original contribution to knowledge and scholarship in the candidate's field of research. The thesis can be presented for examination in either monograph style or an article-based format.

## COURSE DESCRIPTIONS

### *23L6001 Strategic Management and Marketing: Converging Perspectives? (6-7,5 ECTS cr)*

#### **Level and status**

Doctoral studies. Aalto course

#### **Course description**

Research in strategic management on the one hand and strategic marketing on the other have traditionally tended to go separate paths. Both research streams aim to elucidate how firms survive and thrive in competitive markets, yet have adopted quite different explanatory frameworks to do so. Strategic management research has focused on topics such as dynamic firm-internal capabilities, competitive actions and dynamics, upper echelons of corporations, strategic leadership, and strategy practices and processes. By focusing on the supply-side of the market (i.e., firms and their interactions), the customer viewpoint has often been missing. On the other hand, strategic marketing scholars have placed the customer at the heart of their explanations of company success. Scholars have studied companies' strategic orientation to markets, the creation of customer value and management of customer relationships, brands, marketing performance measurement, and

value networks. However, strategic marketing research pays little attention to top management and leadership issues, and is relatively silent on issues related to organizational structure and strategy process. By focusing on the demand-side of the market, the firm-internal complexity of strategic marketing has remained in the sidelines.

Lately, convergence between the distinct strategic management and marketing viewpoints has been called for. At the Academy of Management Conference, for example, a 'demand side' view of strategy has been emerging, which is in some ways re-inventing many marketing concepts or giving them different labels. On the other hand, in marketing research, there have been several calls for more empirical research on competitive dynamics in different national and business settings. Students in both fields would benefit from a deeper knowledge of the academic discourses and their history in both strategic management and marketing. This course aims at offering viewpoints to the possible future convergence of both fields.

The course is designed as a platform where the students can learn and discuss (a) how the two fields overlap and (b) what untapped opportunities exist for cross-fertilization across the two fields. This will help students position their own research, whatever the topic, in the broader intellectual context of business administration studies—not just in strategy or marketing. Moreover, the course facilitates the identification of new research opportunities at the intersection of strategy and marketing. The central idea of the course is that the participants will be able to position their own research more profoundly within strategic management and/or marketing discourses. What is more, they will be able to identify conceptually interesting research gaps, potentially publishable in top-tier journals.

### **Organization & Faculty**

The course is designed as a 3-day intensive doctoral seminar organized at Aalto University School of Business in downtown Helsinki. Our instructor team consists of scholars that have studied both strategic marketing and management, with top-tier publications in journals such as Strategic Management Journal, Journal of Marketing, Long Range Planning, Journal of Retailing, and Journal of Management Studies.

Henrikki Tikkanen is professor of Marketing at Aalto University School of Business, Department of Marketing since 2004. With more than 80 journal publications (e.g. Journal of Marketing, Strategic Management Journal, Journal of Management Studies) in the areas of strategic management, marketing, and leadership, Tikkanen is one of the most published academics in the Nordic countries in the topic areas of the course. Tikkanen has also served as a professor at Stockholm University, Helsinki University of Technology, University of Oulu and as a visiting professor at ESCP Europe (Paris), Asian Institute of Technology and ESC Lille, Lille, France.

Jukka Luoma is assistant professor of Marketing at Aalto University School of Business, Department of Marketing. His primary area of research is competitive dynamics—the process through which firms create, imitate and counter each other's competitive advantages. His research appears and is forthcoming in top-tier academic journals in his field (e.g., Strategic Management Journal, Journal of Marketing).

### **Learning outcomes**

Upon completion of the course, students will be able to:

- Recognize central streams of strategic management and marketing discourses and their underlying premises.

- Critically evaluate the strengths and weaknesses of both strategic management and marketing discourses.
- Understand converging and diverging perspectives between strategic management and management.
- Recognize research opportunities to cross-fertilize ideas between strategic management and management.

### **Learning methods**

This course is an intensive 3-day course, each course day consisting of 2-3 modules. Learning methods are a combination of lectures and interactive group discussions on the pre-readings and assignments.

### **Lectures**

November 2018.

### **Registration**

Via WebOodi

## ***23L6002 Philosophical underpinnings and ongoing debates of marketing and consumer research (6-7,5 ECTS)***

### **Level and status**

Doctoral studies. Aalto course

### **Instructors**

Prof. Henrikki Tikkanen, Dr. Joel Hietanen & Visiting Prof. Jacob Östberg

Aalto University School of Business, October 2019.

### **Course description and instructions**

Over more than half a century, the field of marketing has been characterized by a number of ideological and epistemological debates covering issues such as what phenomena should be studied, from what perspectives, and for what purposes.

This course aims to introduce students to these debates in order to give a sufficient intellectual grounding in the field of marketing to be able to produce high quality research. The course takes its departure in some of the current and present debates and charts the philosophical underpinnings of the different protagonists.

### **Learning outcomes**

Upon successful completion of the course, the student should have acquired a level of understanding and knowledge about philosophical underpinnings and ongoing debates of marketing and consumer research that allows him/her to:

- Analyze and identify the philosophical underpinnings and ongoing debates on philosophy of science in marketing and consumer research.
- Describe and discuss how different studies in marketing and consumer research are connected to different research paradigms, and underlying ontological and epistemological assumptions.

- Reflect upon the impact of various philosophical underpinnings for the conduct of research in marketing and consumer research.

### Forms of instruction

The course consists of a couple of days of intensive seminars where the texts are discussed together with the three course directors. In preparation for these intensive seminars the students should read the texts and prepare a learning diary. After the seminars the students are expected to prepare a final report.

### Forms of examination

The course is assessed through active participation in the seminars and completion of written assignments.

- Learning diary. The learning diary should be prepared before the seminars and should contain a summary and discussion of each journal article in the reading list.
- Final report. The final report should connect these readings to the student's learning from discussions during the seminars and the core content of the books in the readings list (i.e. Brown, S. 1995. Postmodern Marketing; Lincoln, Y. S., Guba, E. (1985), Naturalistic Inquiry; Clifford, J., Marcus, G. (1986) Writing Culture: The Poetics and Politics of Ethnography; Marcus, G. E., Fischer, M. M. J. (1986) Anthropology as a Cultural Critique: An Experimental Moment in the Human Sciences.). Note! Those students who wish to do only a 6 ECTS credit course can drop any 2 of the 4 books.

### Schedule

TBA

### Literature List:

A selection of the following readings will be discussed. Further instructions will follow closer to the start of the course.

#### *Historical perspectives*

Brown, Stephen. 1995. Postmodern Marketing. Routledge: London, UK.

Holt, D. B. (2002), Why Do Brands Cause Trouble? A Dialectical Theory of Consumer Culture and Branding. *Journal of Consumer Research*, 29 (1), 70-90.

Tadajewski, M. (2004), The Philosophy of Marketing Theory: Historical and Future Directions. *The Marketing Review*, 4 (3), 307-340.

Levy, S. J. (2006), History of qualitative research methods in marketing. In *Handbook of Qualitative Research Methods in Marketing*. (Ed.) Belk, R.W., 3-16, Edward Elgar: U.K.

Tadajewski, M. (2008), Incommensurable paradigms, cognitive bias and the politics of marketing theory. *Marketing Theory*, 8 (3), 273-297.

Thompson, C. J., Arnould, E., & Giesler, M. (2013). Discursivity, difference, and disruption: Genealogical reflections on the consumer culture theory heteroglossia. *Marketing Theory*, 13(2), 149-174.

*Fragmentation of the 'Received View'*

Marcus, G. E., Fischer, M. M. J. (1986), *Anthropology as a Cultural Critique: An Experimental Moment in the Human Sciences*. University of Chicago Press: Chicago, USA.

Anderson, P. F. (1986), *On Method in Consumer Research: A Critical Relativist Perspective*. *Journal of Consumer Research*, 13 (2), 155-173.

Siegel, H. (1988), *Relativism for Consumer Research (Comments for Anderson)*. *Journal of Consumer Research*, 15 (1), 129-132.

Holbrook, M. B., O'Shaughnessy, J. (1988), *On the Scientific Status of Consumer Research and the Need for an Interpretive Approach to Studying Consumption Behavior*. *Journal of Consumer Research*, 15 (3), 398-402.

Hudson, L. A., Ozanne, J. L. (1988), *Alternative Ways of Seeking Knowledge in Consumer Research*. *Journal of Consumer Research*, 14 (4), 508-521.

Monieson, D. D. (1989), *Intellectualization in Macromarketing Revisited: A Reply to Hunt*. *Journal of Macromarketing*, 9 (2), 11-16.

Hunt, S. D. (1990), *Truth in Marketing Theory and Research*. *Journal of Marketing*, 54 (3), 1-15.

Hunt, S. D. (1991), *Positivism and Paradigm Dominance in Consumer Research: Toward Critical Pluralism and Rapprochement*. *Journal of Consumer Research*, 18 (1), 32-44.

Heath, T. B. (1992), *The Reconciliation of Humanism and Positivism in the Practice of Consumer Research: A View from the Trenches*. *Journal of the Academy of Marketing Science*, 20 (2), 107-118.

Hunt, S. D. (1993), *Objectivity in Marketing Theory and Research*. *Journal of Marketing*, 57 (2), 76-91.

Firat, F. A., Venkatesh, A. (1995), *Liberatory Postmodernism and the Reenchantment of Consumption*. *Journal of Consumer Research*. 22 (3), 239-267.

Firat, F. A., Dholakia, N., Venkatesh, A. (1995), *Marketing in a postmodern world*. *European Journal of Marketing*, 29 (1), 40-56.

Van Maanen, J. (1995), *Style as Theory*. *Organization Science*, 6 (1), 133-143.

Smithee, A. (1997), *Kotler is dead!* *European Journal of Marketing*, 31 (3/4), 317-325.

Gummesson, E. (2003), *All research is interpretive!* *Journal of Business & Industrial Marketing*, 18 (6/7), 482-492.

Tapp, A. (2007), *Physics envy*. *Marketing Intelligence & Planning*, 25 (3), 229-231.

Belk, R. W. (2009), The Modeling-Empiricism Gap: Lessons from the Qualitative-Quantitative Gap in Consumer Research. *Journal of Supply Chain Management*, 45 (1), 35-37.

Patterson, A., Bradshaw, A., & Brown, S. (2008). Don't forget the fruit gums, chum!: Marketing under erasure and renewal. *Marketing Theory*, 8(4), 449-463.

#### *Criteria for emerging qualitative approaches*

Lincoln, Y. S., Guba, E. (1985), *Naturalistic Inquiry*. Sage Publications: Beverly Hills, USA.

Clifford, J., Marcus, G. (1986), *Writing Culture: The Poetics and Politics of Ethnography*. University of California Press: Berkeley, USA.

Hirschman, E. C. (1986), Humanistic Inquiry in Marketing Research: Philosophy, Method, and Criteria. *Journal of Marketing Research*, 23 (3), 237-249.

Wallendorf, M., Belk, R. W. (1989), Assessing trustworthiness in naturalistic consumer research. In *Special Volumes – Interpretive Consumer Research*, (Ed.) Hirschman, E. C., 69-84, Association for Consumer Research: Provo, USA.

Holt, D. B. (1991), Rashomon Visits Consumer Behavior: An Interpretive Critique of Naturalistic Inquiry. In *Advances in Consumer Research* (18), (Eds.) Holman, R. H., Solomon, M. R., 57-62, Association for Consumer Research: Provo, USA.

Richardson, L. (2000), Evaluating ethnography. *Qualitative Inquiry*, 6 (2), 253-255.

Denzin, N. K. (2001), The Seventh Movement: Qualitative Inquiry and Practices of a More Radical Consumer Research. *Journal of Consumer Research*, 28 (2), 324-330.

Cho, J., Trent, A. (2009), Validity Criteria for Performance-Related Qualitative Work: Toward a Reflexive, Evaluative, and Coconstructive Framework of Performance in/as Qualitative Inquiry. *Qualitative Inquiry*, 15 (6), 1013-1041.

Borghini, S., Carù, A., Cova, B. (2010), Representing BtoB reality in case study research: Challenges and new opportunities. *Industrial Marketing Management*, 39 (1), 16-24.

#### *Perspectives*

Marion, G. (2006). Marketing ideology and criticism: Legitimacy and legitimization. *Marketing Theory*, 6(2), 245-262.

Mick, D. G. (1986), Consumer Research and Semiotics: Exploring the Morphology of Signs, Symbols, and Significance. *Journal of Consumer Research*, 13 (2), 196-213.

Thompson, C. J., Locander, W. B., Pollio, H. R. (1989), Putting Consumer Experience Back into Consumer Research: The Philosophy and Method of Existential-Phenomenology. *Journal of Consumer Research*, 16 (2), 133-146.



- Murray, J. B., Ozanne, J. L. (1991), The Critical Imagination: Emancipatory Interests in Consumer Research. *Journal of Consumer Research*, 18 (2), 129- 144.
- Bristor, J. M., Fischer, E. (1993), Feminist Thought: Implications for Consumer Research. *Journal of Consumer Research*, 14 (4), 518-536.
- Hetrick, W. P., Lozada, H. R. (1994), Constructing the Critical Imagination: Comments and Necessary Diversions. *Journal of Consumer Research*, 21 (3), 548-558.
- Arnold, S. J., Fischer, E. (1994), Hermeneutics and Consumer Research. *Journal of Consumer Research*, 21 (1), 55-70.
- McLarney, C., Chung, E. (1999), Post-materialism's "silent revolution" in consumer research. *Marketing Intelligence & Planning*, 17 (6), 288-297.
- Gherardi, S. (2000), Practice-Based Theorizing on Learning and Knowing in Organizations. *Organization*, 7 (2), 211-223.
- Kozinets, R. V. (2002), The Field Behind of the Screen: Using Netnography for Marketing Research in Online Communities. *Journal of Marketing Research*, 39 (1), 61-72.
- Sherry, J. F., Schouten, J. W. (2002), A Role for Poetry in Consumer Research. *Journal of Consumer Research*, 29 (2), 218-234.
- Vargo, S. L., Lusch, R. F. (2004), Evolving to a New Dominant Logic for Marketing. *Journal of Marketing*, 68 (1), 1-17.
- Brownlie, D. (2006), Emancipation, Epiphany and Resistance: On the Underimagined and Overdetermined in Critical Marketing. *Journal of Marketing Management*, 22 (5-6), 505-528.

### ***23L6003 Work and Career in Business Schools (6-7,5 ECTS cr.)***

#### **Level and status**

Doctoral studies. Aalto course

Aalto University School of Business

**Schedule:** Spring 2018

#### **Teachers**

Kimmo Alajoutsjärvi, professor, Jyväskylä School of Economics and Business Administration (JSBE), University of Jyväskylä, Finland

Kerttu Kettunen, Postdoctoral Research Fellow, Turku School of Economics (TSE), University of Turku, Finland (Course coordinator)

Henrikki Tikkanen, professor, Aalto University School of Business (Head of the course at host institution)

### Course description

Welcome to the inspiring world of business schools! Work and Career in Business Schools is a course about scholarly research, discussion, debate, manuscript submission, and much more, preparing the participants for academic careers in the field of business studies.

The broad aim of the course is to develop the students' understanding of the past, present, and future of business schools as academic institutions and sites for building scholarly careers. Combining the Nordic perspective with a global mindset, the course provides the participants with knowledge on different kinds of business school contexts. On a practical level, this course is both rigorous and relevant, aiming at helping early-career business scholars to find their way in the academic world which is full of citation indices, impact factors and research assessment exercises, but which is also the home of research and education of high societal importance and pertinence. Upon opening up the discussion about the means and consequences of 'playing the game' in academia, a special attention in this course is given to the different phases of publishing process, ranging from making the journal choices to managing the revision processes, and communicating with the editors and reviewers.

Upon taking the course, the students will increase their knowledge on different career alternatives of business school PhDs. As an outcome, the students will be better equipped for making well-informed and -justified career choices as well as to plan and to build international careers in academia.

### Organization & Faculty

The course is designed as a 3-day intensive doctoral seminar organized in Spring 2018. Our instructor team consists of four Nordic scholars that have both studied business schools and management education and held significant administrative responsibilities at their institutions.

Professor Kimmo Alajoutsijärvi is currently a professor at the University of Jyväskylä, and head of a research group titled Interdisciplinary Research on Management Education (<https://www.jyu.fi/jsbe/en/research/groups/ironme>). Together with his colleagues, he has published articles on business schools for instance in the Academy of Management Learning and Education, and Journal of Management Inquiry. He is also a former dean of Oulu Business School, University of Oulu (Finland). Henrikki Tikkanen is a professor at the Aalto University in Helsinki, Finland, and a former head of the marketing department. Dr. Kerttu Kettunen works as a postdoctoral researcher at Turku School of Economics (TSE), University of Turku. Her latest research interests are history of management education, business school leadership and accreditations. Besides research, Kerttu Kettunen is also the Accreditation Coordinator of TSE, working actively in the area of international business accreditations, primarily AACSB.

### Learning outcomes

Upon completion of the Work and Career in Business Schools course, students will be able to:

Recognize the differences between different types of university and business school contexts that exist in a global scale.

Recognize the differences between academic and corporate careers, and critically evaluate pursuing academic career in a business school.

Be active scholars through their research and other development activities that support the maintenance of intellectual capital in their teaching/research fields.

Understand how to find matching journals, submit new manuscripts and continue successful submissions that are already in progress.

### **Learning methods**

This course is an intensive 3-day course, each course day consisting of 2-3 modules. Learning methods are a combination of lectures and interactive group discussions on the pre-readings and assignments.

### **Lectures**

Spring 2018

### **Registration**

Via WebOodi

### **Additional information**

If a student completes the course according to the above description, s/he will gain 6 ECTS cr. Students who wish to have 7,5 ECTS cr must complete an additional task given and approved by professor Tikkanen.

## ***23L50811 Canonical reading in social science for management and marketing (6-7,5 ECTS cr)***

### **Level and status of the course**

Doctoral studies. Aalto course.

### **Organization & Faculty**

The course is designed as a 3-day intensive doctoral seminar organized at Aalto University School of Business in downtown Helsinki. Our instructor team consists of Eric Arnould, course responsible and specialist scholars with expertise in particular scholars:

### **Teacher**

Eric Arnould, Visiting Professor, Aalto University School of Business, Finland (Head of the course at host institution)

### **Learning outcomes**

Upon completion of the course, students will be able to:

- Recognize central streams of contemporary social scientific discourses underlying strategic management and marketing scholarship.
- Critically evaluate the strengths and weaknesses of contemporary social scientific discourses underlying strategic management and marketing scholarship.
- Understand converging and diverging perspectives in contemporary social scientific discourses underlying strategic management and marketing scholarship
- Recognize research opportunities in strategic management and management based on contemporary social scientific discourses.

*Aalto University School of Business School, October, 8, 15, 22 2018; October 7, 14, 21 2019*

Course name: Canonical reading in social science for management and marketing

Code (BIZ): 23L50811

Credits: 6-7,5 ECTS

Grading: Pass/Fail

Format: 3-day intensive course

Timing: *October, 8, 15, 22, 2018 and October 7, 14, 21, 2019*

Language: English

Faculty: **Eric Arnould**, Visiting Professor, Aalto University School of Business, Finland (Head of the course at host institution)

**Guest lecturers drawn from Aalto, other Finnish and international institutions. For example, Professor Johanna Moisander, Visiting Professors Søren Askegaard and Joel Hietanen, Assistant Professors Sammy Toyoki and Henri Weijo.**

Location & host: Aalto University School of Business, Helsinki, Finland

Number of students: Max. 20 PhD students

Applying: Only doctoral students are accepted to the course. Each applicant must submit a 1-3 page application, including the basic information of the applicant (name, contact information, place of study), motivation for applying, and a research plan for the doctoral thesis (describing the research objective, data, and research methods).

To apply to the course, **e-mail your application to the course coordinator, Eric Arnould [eric.arnould@aalto.fi](mailto:eric.arnould@aalto.fi), September 5th, 2018**. Your e-mail should be titled as Canonical Readings Seminar. Notification of acceptance will be sent by the 15<sup>th</sup> September, 2018.

### Learning methods

This course is an intensive 3-day course, each course day consisting of 2-3 modules. Learning methods are a combination of lectures and interactive group discussions on the pre-readings and assignments.

#### *Pre-readings*

**The reading package consists of altogether ~25 (6-7,5 credits) book chapters. Generally speaking, whole books are not assigned.** Academic discussion on the assigned pre-readings and completion of the related pre-assignment are important parts of class participation and passing the course. In order to be appropriately prepared for the 3 course days, the students are expected to complete all pre-readings assigned to the modules. Students are expected to read the mandatory readings in advance for each session. Additional readings are recommended for getting a deeper understanding of the topic of the session.

#### *Pre-assignment*

In addition to reading the article package assigned to the course, the students are expected to write QAQC-analyses of one of the mandatory chapters for each session. Please write succinctly, preferably no more than half a page per chapter.

QAQC analysis consists of the following steps:

- **Quote:** Select a quote from the book that summarizes the study, using the words of the author(s).
- **Argument:** Summarize the main argument of the paper in your own words. No more than a few sentences.
- **Question:** Pose a question that you would like to discuss in the classroom.
- **Connection:** Describe how the focal chapter relates to other chapters. No more than a few sentences are required.

The idea of the pre-assignment is to encourage students to read through the assigned reading before the course and it also functions as a springboard for discussion during the course. The instructors will primarily direct discussion to focus on the questions posed by the students.

We strongly recommend that you do the pre-assignment before the contact period to maximize your learning. However, this is not strictly enforced. The deadline for handing in the pre-assignment is after the contact period.

#### *Class participation and discussion*

All the participants are expected to participate in class and contribute actively to the group's learning experience. Staff have carefully selected the pre-readings to stimulate constructive discussions on each topic, and the instructors will facilitate the discussions in a team-teaching format. The general aim of the course is to develop critical thinking and debate about theoretical discourses both in strategic management and marketing.

#### *Final course assignment*

After the 3 course days, students are expected to complete the final course assignment. First part of the final course assignment will consist of the QAQC analyses of the course readings. This part demonstrates that the student has read and understood the course readings.

Second part of the assignment consists of a 5-page essay (Times New Roman, size 12, 1,5-spaced) where the student reflects the learning outcomes of the courses from the point of view of his/her thesis project. This enables the student to examine critically how the course can help the student in advancing the thesis project and new avenues for research the course opens up.

### **Assignment due dates**

In order to complete the course, the students are expected to:

- Read the assigned pre-readings for each module (prior to the course).
- Complete and return the pre-assignment as part of the final course assignment.
- Attend all 3 intensive course days and participate actively in the class discussions (during the course).
- Complete an independent final course assignment and return it **by 31.12.2018 / 31.12.2019**

All the **assignments should be returned to the course coordinator**, Eric Arnould. No late submissions will be accepted.

### Course schedule

The course consists of seven to nine (7-9) modules spanning the 3 days at Aalto University. A more detailed schedule will be provided during the course. Readings listed here are indicative, rather than definitive. **This reading package consists of altogether ~25 (6-7,5 credits) book chapters. Generally speaking, whole books are not assigned.**

#### Day 1 (TBA, October, 0930-17:45)

<b>Course Introduction &amp; Welcome</b>	
Introduction to Aalto	Eric Arnould
Faculty introduction & course practicalities	Members of the professorial team

<b>Module 1</b>		
<b>LISTED READINGS ARE INDICATIVE AND SUBJECT TO CHANGE AT PROFESSORS' DISCRETION</b>		
<b>Mandatory readings</b>	<i>Instructors</i>	<i>Discussants</i>
Marcel Mauss <i>The Gift</i> , New York: W.W. Norton  Students read selectively from the beginning, middle and end at their discretion.		TBA
<b>Additional further reading:</b> Godbout, Jacques T. and Alain C. Caillé (2000), <i>The World of the Gift</i> , McGill-Queen's University Press.  Godelier, Maurice, <i>The Enigma of the Gift</i> , University of Chicago Press  Weiner, Annette (1992), <i>Inalienable Possessions</i> , University of California Press.		

<b>Module 2</b>		
<b>Mandatory readings</b>	<i>Instructors</i>	<i>Discussants</i>
From David Graeber (2012), <i>Debt The First 5000 Years</i> , Melville House Publishing, the following chapters:		Eric Arnould

Chapter 1: On the Experience of Moral Confusion Chapter 2: The Myth of Barter Chapter 5: A Brief Treatise on Moral Grounds of Economic Relations		
<b>Additional further reading:</b> From Karl Polanyi (1944 [2001 edition]), The Great Transformation: Introduction to 2001 edition by Fred Lock Chapter 3: "Habituation versus Improvement" Chapter 4: Societies and Economic Systems Chapter 5: Evolution of the Market Pattern		

<b>Module 3</b>		
<i>Mandatory readings</i>	<i>Instructors</i>	<i>Discussants</i>
		TBA

**Day 2 (TBA October, 0930-1745)**

<b>Module 4</b>		
<i>Mandatory readings</i>	<i>Instructors</i>	<i>Discussants</i>
Bruno Latour, Reassembling the Social, <b>Reassembling the social</b> , Oxford University Press: Introduction, Introduction to Part I., Introduction to part II. & How to keep the social flat. In other words, pp. 1-26 + pp. 159-172.		Eric Arnould
<b>Additional further reading;</b> Students could also read Chapter 1 (pp.25-46) from Latour's <b>Inquiry into modes of existence</b>		

<b>Module 5</b>		
<i>Mandatory readings</i>	<i>Instructors</i>	<i>Discussants</i>

Philippe Descola (2012), <i>Beyond Nature and Culture</i> , University of Chicago Press.		TBA
Chapters 4, 6, 7, & 9		
<b>Additional further reading:</b> Kohn, Eduardo (2013), <i>How Forest Think, Toward an Anthropology Beyond the Human</i> , Los Angeles and London: University of California Press		

<b>Module 6</b>		
<b>Mandatory readings</b>	<i>Instructors</i>	<i>Discussants</i>
<i>Reading from Foucault, Michel. (2008). The Birth of Biopolitics: Lectures at the Collège de France, 1978—1979. London: Palgrave.</i>  <i>We focus (particularly) on Foucault's analysis of American Neoliberalism, chapters 9-10 (2016-265).</i>		TBA

**Day 3 (TBA October, 0930-1745)**

<b>Module 7</b>		
<b>Mandatory readings</b>	<i>Instructors</i>	<i>Discussants</i>
Baudrillard, Jean (1983). In the shadow of the silent majorities, or, the end of the social and other essays (P. Foss, J. Johnston, and P. Patton, Trans.). <i>New York: Semiotext (e)</i>  <i>Castoriadis, Cornelius (1997 [1975]). The imaginary institution of society. Boston: MIT Press., Chapters 3 and 4 (called something like "The Institution and the Imaginary: a First Approach" and "The Socio-Historical")</i>		TBA

<b>Module 8</b>		
<b>Mandatory readings</b>	<i>Instructors</i>	<i>Discussants</i>



Ricoeur, Paul (1980), "Narrative Time," in <i>On Narrative</i> , ed. W.J.T. Mitchell, London: University of Chicago Press, 165-186.		
Polkinghorne, Donald E. (1988), <i>Narrative Knowing and the Human Sciences</i> , Albany: State University of New York Press. Chapters 1, 2 and 6		
<b>Additional further reading:</b>		
Dreyfus, Hubert L. (1991), <i>Being-in-the-world: A commentary on Being and Time: Division 1</i> , MIT Press. Chapters 'Introduction', 1, 9, 10, 11 and 14		

<b>Module 9</b>		
<b>Mandatory readings</b>	<i>Instructors</i>	<i>Discussants</i>
Gilles Deleuze and Felix Guattari (2009) <i>Anti-Oedipus: Capitalism and Schizophrenia</i> , New York: Penguin Classics; (Chapters 1, 4) 1) The Desiring-Machines 4) Introduction to Schizoanalysis		
<b>For further Reading</b>		
Readings from Deleuze and Guattari, <i>A Thousand Plateaus: Capitalism and Schizophrenia</i> , University of Minnesota Press. (1, 3, 10, 12) 1) Introduction 3) 10,000 B.C.: The Geology of Morals (Who Does the Earth Think it Is?) 10) 1730: Becoming-Intense, Becoming-Animal, Becoming-Imperceptible 12) 1227: Treatise on Nomadology: The War Machine		

### Applying to the course

Only doctoral students are accepted to the course. The course will accept the maximum of 20 students.

The course is free of charge for the participants. The students are, however, expected to self-fund their travel and other expenses. Attending the entire course and completing the given course assignments is a precondition for receiving the course diploma.

**To apply to the course, each applicant must submit a 1-3 page application**, including the basic information of the applicant (name, contact information, place of study), motivation for applying, and a short research plan for the doctoral thesis (describing the research objective, data, and research methods). To apply to the course, **e-mail your application to the course coordinator, Eric Arnould, [eric.arnould@aalto.fi](mailto:eric.arnould@aalto.fi), by September 10<sup>th</sup>, 2018**. Your e-mail should be titled as 'Canonical Readings Seminar'. Notification of acceptance will be sent by 20th September, 2018.

#### **Additional information**

Please, contact the course coordinator, Eric Arnould, [eric.arnould@aalto.fi](mailto:eric.arnould@aalto.fi)

### ***23L30211 Research Traditions in Marketing, 6 ECTS cr***

#### **Grading:**

Pass/Fail

#### **Format:**

Intensive course

#### **Timing:**

September 2018 (Aalto University School of Business, Helsinki)

#### **Language:**

English

#### **Faculty:**

Course coordinator **Prof. Henrikki Tikkanen**, *A. I. Virtanen Professor, Aalto University School of Business, Helsinki, Finland.*

**Professors Eric Arnould, Arto Lindblom, Henri Weijo, Jukka Luoma, Ashish Kumar, and Joel Hietanen** will present their latest research in the course sessions.

#### **Location & host:**

Aalto University School of Business, Helsinki, Finland

#### **Number of students:**

Max. 15 PhD students

#### **Application process:**

To apply, email your application to [henrikki.tikkanen@aalto.fi](mailto:henrikki.tikkanen@aalto.fi)

### Organisation & Facilitators

- **Prof. Henrikki Tikkanen** ([henrikki.tikkanen@aalto.fi](mailto:henrikki.tikkanen@aalto.fi)) is A.I. Virtanen Professor of Marketing and Consumer Research at Aalto University School of Business in Helsinki, Finland. Henrikki's research focuses on the interface of strategic marketing and management, business model and industry evolution, and management & organizational history. He has published recently in journals such as *Strategic Management Journal*, *Journal of Marketing* and *Journal of Service Research*. Henrikki has also been a Professor at Stockholm University and a visiting professor at ESCP Europe in Paris and at AIT Asian Institute of Technology in Bangkok.

- **Professor Arto Lindblom** is the Professor of Retailing at Aalto University School of Business. His current research interests are related to retail entrepreneurship, strategic retail management and marketing, and supplier-retailer relationships. He has published his research results in journals such as *Management Decision*, *International Journal of Retail and Distribution Management*, *Journal of Services Marketing*, and *Industrial Marketing Management*.

- **Dr Eric Arnould** ([eric.arnould@aalto.fi](mailto:eric.arnould@aalto.fi)) is Visiting Professor of Marketing at the Aalto University Business School. He has pursued a career in applied social science since 1973, receiving a PhD in anthropology from the University of Arizona in 1982. Early ethnographic research in West Africa inspired his approach to contemporary market mediated society. Current interests include

collective consumer creativity, human branding, sustainable business practice, visual representations, and digital mobility. He is at work on a collective text on consumer culture theory.

His work appears in *Journal of Marketing*, *Anthropology Today*, *Consumption, Markets & Culture*, *Organization Studies*, *Journal of Consumer Research*, *Journal of Retailing*, *Journal of Marketing Research*, *Journal of Consumer Culture*, and other social science outlets.

- **Assistant Professor Henri Weijo** ([henri.weijo@aalto.fi](mailto:henri.weijo@aalto.fi)) focuses his research efforts into ethnographic investigations of consumer collectives, ludic consumption, digital consumption, value co-creation, and consumer creativity. His research has been published in academic outlets such as *Journal of Consumer Research* and *Journal of Business Research*.

- **Visiting Assistant Professor Joel Hietanen** ([joel.hietanen@aalto.fi](mailto:joel.hietanen@aalto.fi)) focuses on the politics of contemporary and increasingly digitized consumption from the perspectives of desire and excess. He has also worked to develop the emergent stream of videographic research and has published in *Journal of Retailing*, *Marketing Theory*, *European Journal of Marketing*, *Journal of Business Research*, *Journal of Public Policy and Marketing*, *Organization* and *Ephemera* among other international journals.

- **Assistant Professor Jukka Luoma** focuses in his research on competitive dynamics, market-oriented strategies, and data-driven marketing. His research appears and is forthcoming in top-tier academic journals in his field (e.g., *Strategic Management Journal*, *Journal of Marketing*). Professor Luoma is also an experienced educator, with audiences ranging from undergraduate and doctoral students to executives and other seasoned professionals.

- **Assistant Professor Ashish Kumar's** research interests include digital marketing, social media marketing, multichannel retailing and health marketing. His research has been published in journals such as the *Journal of Marketing*, *Information Systems Research*, and *Journal of Retailing*.

### Learning outcomes

On successful completion of this course, students will know which marketing research traditions are

represented in the Aalto Marketing Department and what kind of research has been conducted and published recently. Moreover, they will personally learn to know most of our professors and hear about their research projects.

More specifically, participants will be able to:

- Understand different marketing research traditions and paradigms and recognize how they differ metatheoretically,
- Understand how research is conducted in the traditions represented in the Aalto Marketing Department,
- Understand what it takes to initiate a research project (e.g. a doctoral research projects) and bring it to completion with top-tier publications.

### **Learning methods**

This workshop is an intensive seminar of 3 full days. Each day comprises two or three modules. Learning methods are a combination of lectures and interactive group discussions about the readings assigned to the modules.

3

#### *Class participation and discussion*

All the participants are expected to participate in class and contribute constructively to the group's learning experiences. The pre-readings are carefully selected to stimulate constructive discussions on each topic, and the instructors will facilitate discussions. The overall aim of the readings is to help the students understand what Aalto marketing professors have done in research during the recent years.

#### *Learning diary*

After the course, students are expected to complete an independent learning diary. The learning diary should reflect both overall course experience and learning from the readings and class discussions. Therefore, it is highly recommended that participants take notes on their learning, new ideas and questions raised throughout the course.

The learning diary should be a maximum of 10 pages.

### **Summative Assessment**

To complete the course successfully, students are expected to:

- Read the assigned readings for each module (prior to the course),
- Attend all intensive course days and participate actively in class discussions (during the course),
- Complete and return an independent learning diary within 8 weeks after the course.

### **Assessment Criteria**

Feedback will indicate the degree to which participants have analyzed, synthesized and integrated ideas and conceptual positions in a way which contributes to their knowledge and understanding of

this course. Emphasis is on the student's ability to engage with relevant academic literature as a means

to personal and professional reflections.

### **Course Content**

**Course Welcome & Introductions** (Henrikki Tikkanen) 5.9. 2018 at 10:00

Overview, expectations, course practicalities.

**Session 1: Strategic Marketing and Management (Henrikki Tikkanen, Jukka Luoma) 5.9.2018 10:30-12:30***Readings*

Luoma, J., Falk, T., Totzek, D., Tikkanen, H., & Mrozek, A. (2018), Big Splash, No Waves? Cognitive Mechanisms Driving Incumbent Firms' Responses to Low-Price Market Entry Strategies. *Strategic Management Journal* (forthcoming).

Luoma, J. – Ruutu, S. – King, A. W. & Tikkanen, H. (2017) Time delays, Competitive Interdependence and Firm Performance. *Strategic Management Journal*, 38(3), 506-525.

Frösén, J. – Jaakkola, M. – Luoma, J. – Tikkanen, H. & Aspara, J. (2016) What Counts vs. What Can Be Counted: The Complex Interplay of Market Orientation and Marketing Performance Measurement in Organizational Configurations. *Journal of Marketing*, 80 (3), 60-78.

4

**Session 2: Desire in Consumption, the Political and the Critical (Joel Hietanen) 5.9. 2019 13:30-16:00***Readings*

Hietanen, J. – Andéhn, M. & Bradshaw, A. (2017). Against the implicit politics of service-dominant logic. *Marketing Theory*, (forthcoming).

Hietanen, J. – Andéhn, M. & Wickstrom, A. (in review). The 'inhuman challenge': How we enjoy our repression

Hietanen, J. & Rokka, J. (2017). Companion for the videography 'Monstrous Organizing—The Dubstep Electronic Music Scene'. *Organization*, (forthcoming).

Hietanen, J. & Andéhn, M. (2017). More than meets the eye: videography and production of desire

in semiocapitalism. *Journal of Marketing Management*, (forthcoming).

**Session 3: Strategic Retailing and Retail Entrepreneurship (Arto Lindblom) 12.9.2018 10-12***Readings*

Lindblom, A. – Kajalo, S. – Mitronen, L. (2016) Does a Retailer's Charisma Matter? A Study of Frontline Employee Perceptions of Charisma in the Retail Setting, *Journal of Services Marketing*, Vol. 30, No. 3.

Kajalo, S. – Lindblom, A. (2015) Market orientation, entrepreneurial orientation and business performance among small retailers, *International Journal of Retail & Distribution Management*. Vol. 43, No.7.

Lindblom, A. – Kajalo, S. – Mitronen, L. (2015) Exploring the Links between Ethical Leadership, Customer Orientation and Employee Outcomes in the Context of Retailing, *Management Decision*. Vol. 53, No. 7.

**Session 4: Consumer Creativity and Consumer Collectives (Henri Weijo) 12.9.2018 13-16***Readings*

Gollnhofer, Johanna; Henri A. Weijo & John W. Schouten, (unpublished white paper) Value Creation as Activism? Understanding Consumer Efforts to Shape Value Outcomes in Highly Entrenched Value Regimes, under review at *Journal of Consumer Research*.

Weijo, Henri; Diane M. Martin & Eric J. Arnould (2018) Consumer Movements and Collective Creativity, *Journal of Consumer Research*, forthcoming issue.

Seregina, Anastasia & Weijo, Henri A. (2017) Play at Any Cost: How Cosplayers Produce and Sustain Their Ludic Communal Consumption Experiences, *Journal of Consumer Research*, 44 (1), 139–59.

**Session 5: Marketing and Society: Development & Sustainability (Eric Arnould) 19.9.2018 10-12***Readings*

5

Arnould, Eric J. and Jakki J. Mohr (2005), Dynamic Transformations of an Indigenous Market

Cluster: The Leatherworking Industry in Niger, *Journal of the Academy of Marketing Science*, 33 (Summer), 254-274.

Arnould, Eric & Melea Press (under review), Systemic Small-Player Market Exclusion in an East African Context, *Consumption, Markets & Culture*.

Press, Melea, Eric J. Arnould, Jeff B. Murray & Katie Strand (2014), Ideological Challenges to Changing Strategic Orientation in Commodity Agriculture, *Journal of Marketing*, 78 (November), 103-119.

Robinson, Thomas Derek & Eric Arnould (under review), 'En-gauging' Consumer Culture: A Meso Level Approach to Energy, Technology, and the Future, *Consumption, Markets & Culture*.

### **Session 6: Social Media Marketing: Concepts and Methods (Ashish Kumar) 19.9.2018 13-16**

#### *Readings*

Kumar, A., Bezawada, R., Rishika, R., Janakiraman, R., & Kannan, P. K. (2016). From social to sale: The effects of firm-generated content in social media on customer behavior. *Journal of Marketing*, 80(1), 7-25.

Rishika, R., Kumar, A., Janakiraman, R., & Bezawada, R. (2013). The effect of customers' social media participation on customer visit frequency and profitability: an empirical investigation. *Information Systems Research*, 24(1), 108-127.

Kumar, A., Bezawada, R., Janakiraman, R., & Sridhar, Karthik. Drivers and Behavioral Consequences

of Customers' Social Media Participation: An Empirical Examination. *Working Paper*.

#### **Guidance on writing a learning diary – some questions to consider**

(1) What did you learn? What was new? What assumptions did you question? Was there something

that changed your views? Why? Which themes resonated with you?

(2) What did you not understand? Which ideas did you resist? Why? What are you still puzzled about?

(3) What is likely to be relevant in future? How can you apply the knowledge and skills developed on

the course in the short, medium and long term?

(4) Reflections on reflection – engage with reflective practice literature.

#### **Applying to the course**

This is an **Aalto-kurssi**. The course is designed for a maximum of 15 students. The course is free of charge for all participants. Students are expected to self-fund their travel expenses, as well as

other possible expenses to fully attend the three-day intensive course. 100% attendance and successful completion of the given course assignments are preconditions for the award of a course diploma.

**Your application should be sent to the Course Coordinator prof. Henrikki Tikkanen (aalto.fi).**

#### **Registration**

The students who are admitted to the course should register normally via WebOodi.

## 2.2 Specialization area Economics

### DEPARTMENT OF ECONOMICS (TALOUSTIETEEN LAITOS)

#### *Economics*

(*Taloustiede*)

#### **The Finnish Doctoral Programme in Economics (FDPE)**

The Finnish Doctoral Programme in Economics (FDPE) supports the doctoral studies in economics. Doctoral students at Aalto University School of Business need to register with FDPE prior to taking the courses in FDPE. The registration form is available in the FDPE website. At the School of Business the person in charge of the doctoral studies in the Department of Economics is **Professor Matti Liski**.

Each year FDPE offers a sequence of courses in microeconomics, macroeconomics and econometrics to be taken during the first year of doctoral studies. In addition, FDPE offers special field courses that vary from year to year, and that are typically taken during the second and third years of the studies. In addition, FDPE organizes research workshops, and coordinates supervisors for dissertations. More information about the FDPE programme is available in the Department of Economics and in the website of FDPE: <http://www.hecer.fi/FDPE/>.

#### **HECER seminars**

Helsinki Center for Economic Research HECER, which is a joint initiative of Aalto University School of Business, the University of Helsinki and the Hanken School of Economics, organizes seminars on a regular basis. Local and international research is presented in the Research Seminar (colloquium), which meets on Fridays during the academic year. In addition, there are currently five seminar sequences covering the major fields of economics and a lunch seminar. Information about the seminars can be found in the website of HECER: <http://www.hecer.fi/Seminars/>. Doctoral students are expected to actively participate in the economic research seminar and in one of the field seminars.

#### **DEGREE REQUIREMENTS AND STRUCTURE**

##### **1. Common Core Studies, 12 ECTS credits**

See the study guide page 3 for the description of the courses. For doctoral students in economics, the following two courses can replace the Common Core Studies:

**Second year research paper seminar 31L20012** (6 ECTS credits) replaces **90L55609 Essential Academic Skills: Producing Text and Giving Presentations** (6 ECTS cr)

**The FDPE courses 31L30411 Econometrics Part 1 (3 ECTS credits) and 31L30412 Econometrics Part 2 (3 ECTS credits) together replace 30E00500 Quantitative Empirical Research (6 ECTS credits)**

FDPE courses in Econometrics support quantitative research in economics and have an overlapping content with 30E00500 **Quantitative Empirical Research**. The **Second year research paper seminar** focuses on communication and writing in economics.

If these courses are used for replacing common core studies, please indicate them in the Study Plan, in Common Core Studies.

## 1. Specialization area studies, 48 ECTS credits

### 2.1. Common studies in specialization area, 36 ECTS credits

The following courses are compulsory for doctoral students of economics:

- 31L20011 Research seminar, 0 ECTS credits
- 31L30211 Microeconomics Part 1, 3 ECTS credits
- 31L30212 Microeconomics Part 2, 3 ECTS credits
- 31L30213 Microeconomics Part 3, 3 ECTS credits
- 31L30214 Microeconomics Part 4, 3 ECTS credits
- 31L30311 Macroeconomics Part 1, 3 ECTS credits
- 31L30312 Macroeconomics Part 2, 3 ECTS credits
- 31L30313 Macroeconomics Part 3, 3 ECTS credits
- 31L30314 Macroeconomics Part 4, 3 ECTS credits
- 31L30411 Econometrics Part 1, 3 ECTS credits
- 31L30412 Econometrics Part 2, 3 ECTS credits
- 31L30413 Econometrics Part 3, 3 ECTS credits
- 31L30414 Econometrics Part 4, 3 ECTS credits

When the combination 31L30411 and 31L30412 **Econometrics Part 1 and 2 (3+3 ECTS credits)** is used to replace **30E00500 Quantitative Empirical Research** in the **Common Core Studies**, the requirement for research-related studies (see below) is increased by 6 credits to 18 credits.

### 2.2. Research-related studies, 12 ECTS credits

Students have different options:

- FDPE's special courses from which each student must choose at least two special courses (3-6 ECTS credits each)
- Second year research paper seminar (6 ECTS credits)
- Working papers (this requires approval from the supervisor, 6 ECTS credits)
- Book exam (3-9 ECTS credits). The exam consists of three books or articles about the subject of the research work. The material is chosen by the main supervisor.
- E-level courses given at the School of Business by the Departments of Economics, Finance, and Management Science. The courses must be approved by the professor in charge of doctoral studies.



- Doctoral courses at other universities. These courses must be approved by the professor in charge of doctoral studies.
- The entirety of the research-related studies must be approved by the major's professor in charge of doctoral studies.

The second year research paper seminar can either be used to replace 90L55609 Essential Academic Skills: Producing Text and Giving Presentations, 6 ECTS cr, or included in research-related studies.

### **Doctoral Degree 240 ECTS credits**

Doctoral students can progress directly towards a doctorate (DSc (Econ) or PhD) by producing and presenting a doctoral thesis. The doctorate consists of 60 ECTS credits worth of course work (Common Scientific Doctoral Studies as well as Major Subject Studies and Research-Related Studies) and the doctoral dissertation.

31T000 00 The Doctoral Dissertation, 180 ECTS credits

## **SPECIALIZATION AREA STUDIES**

### ***31L200 11 Research Seminar, 0 ECTS credits***

The Research Seminar is a compulsory part of major subject studies

Each student must present his/her research work at least twice in a workshop. Accepted seminars are the FDPE workshops, HECER seminars, and the workshops organized for doctoral students at the Department of Economics. The latter meets when needed (student expresses his/her willingness to keep the seminar). The faculty of the department attends workshop sessions and gives comments on the presented research.

**Grading:** pass/ fail

### ***FDPE Core Courses, 3 ECTS credits each***

Search for course information in the FDPE study guide:

<http://www.fdpe.fi/current-courses-and-workshops/>.

#### ***31L30211 Microeconomics Part 1***

***3 ECTS credits***

**FDPE course Microeconomics 1: Decision Theory**

Course information in FDPE study guide:

<https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

#### ***31L30212 Microeconomics Part 2***

***3 ECTS credits***

**FDPE course Microeconomics 2: Uncertainty and General Equilibrium**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**31L30213 Microeconomics Part 3**                      **3 ECTS credits**

**FDPE course Microeconomics 3: Game Theory**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**31L30214 Microeconomics Part 4**                      **3 ECTS credits**

**FDPE course Microeconomics 4: Information Economics (MI4xxxx)**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**31L30311 Macroeconomics Part 1**                      **3 ECTS credits**

**FDPE course Macroeconomics 1: Advanced Optimization Methods for Macroeconomic Models**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**31L30312 Macroeconomics Part 2**                      **3 ECTS credits**

**FDPE course Macroeconomics 2: Stochastic Recursive Macroeconomic Models**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**31L30313 Macroeconomics Part 3**                      **3 ECTS credits**

**FDPE course Macroeconomics 3: Business Cycles**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**31L30314 Macroeconomics Part 4**                      **3 ECTS credits**

**FDPE course Macroeconomics 4: Monetary Policy and Business Cycles**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**31L30411 Econometrics Part 1**                      **3 ECTS credits**

**FDPE course Econometrics 1: Econometric Methods I**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**31L30412 Econometrics Part 2**                      **3 ECTS credits**

**FDPE course Econometrics 2: Econometric Methods II**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**31L30413 Econometrics Part 3**

**3 ECTS credits**

**FDPE course Econometrics 3: Microeconometrics I**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**31L30414 Econometrics Part 4**

**3 ECTS credits**

**FDPE course Econometrics 4: Microeconometrics II**

Course information in FDPE study guide: <https://www.fdpe.fi/current-courses-and-workshops>

**Grading: 0-5**

**RESEARCH-RELATED STUDIES****FDPE's special courses**

The Finnish Doctoral Programme in Economics arranges several courses in special fields with changing subjects each academic year. The courses offered can be found on the FDPE website.

A doctoral programme in development studies DEVESTU is organized in Helsinki, and certain courses can be included in the postgraduate studies of economics. The courses offered can be found on the website of the Institute of Development Studies of University of Helsinki: <http://www.helsinki.fi/developmentstudies/>.

Search for course information in the FDPE study guide: <http://www.fdpe.fi/current-courses-and-workshops/> under the FDPE code (MI1-4xxxx, MA1-4xxxx, EK1-4xxxx), where the last four digits indicate the academic year in question. Example: Microeconomics 1: Decision Theory MI11415 leads to course information for this course during the academic year 2014-2015.

**Second year research paper seminar**

The objective is to help the student to get started with research work when the course load is getting lighter. Students present their proposals and research papers, and two faculty members supervise the implementation of the research as well as give instructions for writing and communicating the results.

**Book exam**

The exam consists of three books or the equivalent in articles about the subject of the research work. The literature is agreed on with the principal instructor.

**Doctoral courses at other universities**

In addition to the courses offered at Aalto University School of Business and University of Helsinki, studies in other Finnish and foreign universities can be included in the economics

studies. The replacement of courses should be discussed with the professor in charge of doctoral studies.

**Courses from other departments accepted in Economics**

Advanced courses from departments other than economics can be included in the economics studies (e.g. methods, finance). These courses need to be agreed with the professor in charge of the doctoral studies.

## 2.3 Specialization area Finance

### DEPARTMENT OF FINANCE

(RAHOITUKSEN LAITOS)

#### Finance

(*Rahoitus*)

The doctoral program in Finance at the Aalto University School of Business is a four-year program. Approximately one and a half years at the beginning of the studies are devoted mostly to intensive course work that is followed by research for the PhD dissertation. The curriculum of the degree in Finance at the Aalto University School of Business includes doctoral courses in Finance and related disciplines, active participation in research seminars, and a doctoral dissertation. Here is the link to [doctoral dissertations](#) from the Department of Finance.

Doctoral students in Finance at the Aalto University School of Business follow the course curriculum of the Graduate School of Finance (GSF). GSF is a national doctoral program of Finance and it is hosted by the Aalto University and located in the Department of Finance.

In 2018-20, GSF offers yearly 5-7 PhD courses in Finance. These courses are mandatory for doctoral students in Finance. In addition, GSF organizes two research workshops a year, where doctoral students are expected to present their research and receive comments and feedback from senior researchers. Managing Doctoral Studies in Finance event is organized for the first year doctoral students at the beginning of their studies. All teaching is in English. Further information on the activities can be found on the website [gsf.aalto.fi](http://gsf.aalto.fi)

Finance PhD courses organized by the GSF are also open for PhD students in economics, PhD students coming from foreign universities and PhD students in related fields given that the students have sufficient background knowledge in finance and that there is space in the course. The prerequisites vary across the individual GSF courses.

In addition, doctoral students in Finance take courses offered by the Aalto University School of Business as instructed below. Doctoral students in Finance are also encouraged to take PhD courses in Economics offered by the Helsinki Center of Economic Research (HECER) and the Finnish Doctoral Programme in Economics (FDPE) as they complement doctoral studies on Finance. Further information can be found at <http://www.fdpe.fi/> and <http://www.hecer.fi/> Follow their websites for any changes.

The Nordic Finance Network (NFN), which is a network for research and doctoral training in Finance, complements national PhD programs by organizing intensive doctoral courses and workshops for PhD students in Finance. Further information on activities can be found on the website [nfn.aalto.fi](http://nfn.aalto.fi)

Professor **Vesa Puttonen** is in charge of the doctoral studies at the Department of Finance.

## DEGREE STRUCTURE AND REQUIREMENTS

### 1. Common Core Studies, 12 ECTS credits

**Objective:** Students acquire general competences for academic work and research. See section I for the details. The following courses are recommended for PhD students in Finance:

- 90L55609 Essential Academic Skills: Producing Text and Giving Presentations, (6 ECTS credits)
- The HECER/FDPE courses in Econometrics 31L30411 (3 ECTS credits) and 31L30412 Econometrics (3 ECTS credits) replace the course 30E00500 Quantitative Empirical Research (6 ECTS credits)

HECER/FDPE courses in Econometrics support doctoral studies on finance and help by presenting useful research methods that are essential in empirical finance research. If HECER/FDPE courses are used for replacing common core studies, please indicate it in the study plan.

### Specialization area Finance Studies, 48 ECTS credits

#### 2.1. Common Studies in Finance Area, 36 ECTS credits

**Objective:** Students acquire rigorous knowledge needed in academic finance research. Common studies in finance area comprise the research seminar and 6 compulsory courses:

## COURSE DESCRIPTIONS

### *28L20011 Research Seminar (0 ECTS cr)*

The Research Seminar is a compulsory part of the doctoral studies. PhD students are expected to actively attend the weekly [Helsinki Finance Seminar](#) that meets during the terms on Mondays. In addition, PhD students are expected to present regularly their own research at seminars and workshops from the spring term of second year onwards. Suitable seminars and workshops for PhD students are Finance Department's [Brown Bag Seminar](#), the Summer and Winter Workshops in Finance organized by the Graduate School of Finance and the annual PhD Nordic Finance Workshop. In all these events PhD students can present their research at various stages and receive comments and feedback from senior researchers. Further information on these workshops can be found on the homepages of GSF ([gsf.aalto.fi](http://gsf.aalto.fi)) and NFN ([nfn.aalto.fi](http://nfn.aalto.fi)).

### *Course in Microeconomics (6 ECTS cr)*

Finance PhD students are recommended to take the HECER/FDPE courses in Microeconomics 31L30211 part 1, 31L30212 part 2, 31L30213 part 3 or 31L30214 part 4. All these courses are worth 3 ECTS credits and in total Finance PhD students need to take 6 ECTS credits. Alternatively, students who do not have strong enough background in economics take master level course in Microeconomics or equivalent. Please consult the director of the GSF if you are uncertain which course(s) to take.

***28L30111 Theoretical Asset Pricing (6 ECTS cr)***

This is a GSF course in Theoretical Asset Pricing. The grading scale of the course is from 0=fail to 5=excellent. Updated information on course requirements, prerequisites, course outlines, reading lists etc. can be found on the GSF homepage, [gsf.aalto.fi](http://gsf.aalto.fi)

***28L30211 Empirical Asset Pricing (6 ECTS cr)***

This is a GSF course in Empirical Asset Pricing. The grading scale of the course is from 0=fail to 5=excellent. Updated information on course requirements, prerequisites, course outlines, reading lists etc. can be found on the GSF homepage, [gsf.aalto.fi](http://gsf.aalto.fi)

***28L30311 Theoretical Corporate Finance (6 ECTS cr)***

This is a GSF course in Theoretical Corporate Finance. The grading scale of the course is from 0=fail to 5=excellent. Updated information on course requirements, prerequisites, course outlines, reading lists etc. can be found on the GSF homepage, [gsf.aalto.fi](http://gsf.aalto.fi)

***28L40122 Empirical Corporate Finance (6 ECTS cr)***

This is a GSF course in Empirical Corporate Finance. The grading scale of the course is from 0=fail to 5=excellent. Updated information on course requirements, prerequisites, course outlines, reading lists etc. can be found on the GSF homepage, [gsf.aalto.fi](http://gsf.aalto.fi)

***28L40222 Special Course in Finance (3-6 ECTS cr)***

This is a GSF special course in Finance on annually changing topics. Some of the special courses are shorter (3 ECTS credits) and others are longer (6 ECTS credits). The grading scale of the course is from 0=fail to 5=excellent. Updated information on course requirements, prerequisites, course outlines, reading lists etc. can be found on the GSF homepage, [gsf.aalto.fi](http://gsf.aalto.fi)

**2.2. Research-Related Studies in Finance Area, 12 ECTS credits**

**Objective:** Students acquire knowledge and develop expertise in the area of their own research interests.

Students take suitable PhD level or other special/field courses in finance, economics, research methods and other related disciplines organized by the Aalto University School of Business, GSF, HECER, FDPE, NFN and other universities, including collaborative networks that the School of Business is involved with. The courses students plan to include in this section must be agreed on in advance with the director of the GSF.

**Licentiate degree (Lic.Sc) 150 ECTS credits**

We do not recommend a licentiate degree. Doctoral students (D.Sc (Econ.) degree) can, however, first produce a licentiate thesis of 90 ECTS credits. A Lic.Sc degree consists of the same course work as a doctoral degree.

28L150 00 The Licentiate Thesis, 90 ECTS credits

**Doctoral Degree 240 ECTS credits**

Doctoral Degree, (D.Sc (Econ.) or PhD) consists of 60 ECTS credits worth of course work as described above.

28T000 00 The Doctoral Dissertation, 180 ECTS credits

### **Methodological requirements**

Students considering doctoral studies must at least take the method courses required for the Finance master's program.

### **Complementary Studies in Finance**

Students who majored in a subject other than finance for M.Sc. degree may have to complement their studies. Please consult your supervisor.

### **The Graduate School of Finance (GSF): <http://gsf.aalto.fi/>**

Organizes PhD courses, seminars and workshops in Finance in Finland.

### **Nordic Finance Network in Finance (NFN): <http://nfn.aalto.fi/>**

Organizes intensive PhD courses and workshops for PhD students in Finance in the Nordic countries.

### **Helsinki Center of Economic Research / Finnish Doctoral Programme in Economics:**

<http://www.hecer.fi/> and <http://www.fdpe.fi/>

Organizes PhD courses, seminars and workshops in Economics in Finland. Follow the websites for any changes.

### **Doctoral Program: <https://into.aalto.fi/display/endoctoralbiz>**

Provides support for PhD students at the Aalto University School of Business.

### **Finnish Doctoral Program in Business Studies:**

<http://www.kataja.eu/>

Coordinates Finnish graduate schools of business administration.