

THE JOHN E. ANDERSON GRADUATE
SCHOOL OF MANAGEMENT AT UCLA



Faculty and Staff Directory
1991-1992



The John E. Anderson Graduate School of Management at UCLA is one of the world's top centers for management study. Award-winning faculty research in all management disciplines fosters new knowledge and instills in our MBA and Ph.D. students the ability to meet accelerating managerial demands with foresight and flexibility.

This directory introduces each faculty member by providing information on his or her primary research interests, teaching areas, education, and background. Also listed in the directory, by functional area, are the school's administrative officers and staff.

All media inquiries to members of The Anderson School faculty should be directed to the Office of Communications at (310) 206-1877. The Communications Office acts as a liaison to faculty and also as a resource to additional information and assistance on the school and its programs.

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Ichak Adizes

Adjunct Associate Professor
Policy and Organization



Contact: AGSM 5239; 825-1832, 206-8711

Primary Research Interest: Changing organizational cultures

Teaching Areas: Management theory; policy making and strategic decision making management—workers' participative systems; problem diagnosis/solving, and organizational change

Education: Ph.D. (Comparative Management), 1968, and M.B.A. (Business), 1965, Columbia University; B.A. (Economics and Political Science), 1963, Hebrew University

Background: Appointed—1967; adjunct status, 1984; CEO, Adizes Institute; consultant to governments and corporations and lecturer to top management worldwide; visiting fellow, Center for the Study of Democratic Institutions, 1972; visiting professor, Stanford University, 1970 and 1972, Hebrew University, 1970

Reza H. Ahmadi

Assistant Professor
Operations and Technology
Management



Contact: AGSM 5220; 825-4728, 825-2502

Primary Research Interests: Production planning and scheduling; sequencing and scheduling

Teaching Areas: Production and operations management; operations planning, scheduling, and control; operations management; sequencing and scheduling

Education: Ph.D. (Operations Management), 1988, and M.S. (Operations Research), 1984, University of Texas, Austin; B.S. (Industrial Engineering), 1978, New Mexico State University

Background: Appointed—1988; systems analyst, 1978–1983

Specialization: Production and job-shop scheduling

Theodore A. Andersen

Associate Professor Emeritus; recalled
Finance



Contact: AGSM 6377; 825-2764, 825-2508

Primary Research Interests: Profit sensitivity; business forecasting; financial forecasting

Teaching Areas: Managerial finance; managerial economics; money and capital markets; management of financial institutions

Education: Ph.D. (Economics), 1949, University of Wisconsin; M.B.A. (Business), 1943, Harvard University; B.S. (Science), 1942, Purdue University

Background: Appointed—1956; director, Telecor, Air Europe International, Southern California Health Services, Big Stone Canning Company; commissioner, State of California Economic Development Agency, 1959–1960; chief, Economic Mission to Peru, Alliance for Progress, 1963–64

Specialization: Economic and financial forecasting

Robert B. Andrews

Associate Dean, Operations;
Professor, Operations and
Technology Management



Director: Public/Not-for-Profit Management Program

Contact: AGSM 3250M/5385; 825-2924, 825-2502

Primary Research Interest: Methodologies and processes for design of production and service systems

Teaching Areas: Public/not-for-profit sectors management; field studies

Education: Ph.D. (Production-Bio Technology), 1963, and M.B.A. (Production), 1955, UCLA; B.S. (Engineering), 1951, UC Berkeley

Background: Appointed—1963; consultant, division of advanced productivity, research, and technology—public sector, National Science Foundation; consultant, health care technology study section, National Center for Health Services Research, HHS; member, U.S. Team, National Center for Industrial Science and Technology Management Development, People's Republic of China; codirector, UCLA-Saudi Arabian Royal Commission Program; member, Advisory Committee, Museum Management Institute

Sushil Bikhchandani

Assistant Professor
Business Economics



Contact: AGSM 6258; 825-4180, 825-2507

Primary Research Interest: Information economics

Teaching Areas: Microeconomics; decision theory

Education: Ph.D. (Decision Sciences), 1986, Stanford University; M.B.A., 1980, Indian Institute of Management, Ahmedabad; B.Tech. (Electrical Engineering), 1978, Indian Institute of Technology, Kanpur

Background: Appointed—1985; software engineer, Tata Burroughs Ltd., 1980–81

Michael J. Brennan

Goldyne and Irwin Hearsh
Chair in Money and Banking;
Professor, Finance



Contact: AGSM 6387; 825-3587, 825-2508

Primary Research Interests: Financial markets; corporate financial policy under asymmetric information

Teaching Areas: Corporate finance; investments

Education: Ph.D. (Business), 1970, MIT; M.B.A. (Business), 1967, University of Pittsburgh; B.Phil. (Economics), 1966, and B.A. (Philosophy, Politics, Economics), 1964, Oxford University

Background: Appointed—1986; professor, University of British Columbia, 1970–1986; editor, *Journal of Finance*, 1980–83; consultant to various governments and corporations; founding editor, *Review of Financial Studies*, 1987–90; president, American Finance Association, 1989

William F. Brown

Professor Emeritus



Contact: AGSM 3353A; 825-485, 206-8711

Teaching Areas: Marketing and the law; advertising policies; retailing

Education: Ph.D. (Marketing), 1941, Northwestern University; M.A. (Economics), 1934, and A.B. (Economics), 1933, UCLA

Background: Appointed—1948

John W. Buckley

Ernst and Young Chair in
Accounting;
Professor, Accounting



Director: Fully Employed MBA Program

Contact: AGSM 5387; 825-3245, 825-3271

Primary Research Interests: Accounting policy; managerial accounting

Teaching Areas: Managerial accounting; financial accounting; information systems

Education: Ph.D. (Accounting), 1964, and M.B.A. (Accounting), 1962, University of Washington; B.A. (Accounting), 1961, Walla Walla College

Background: Appointed—1964; chairman, American Accounting Association Committee on International Accounting Standards, 1982–83; member, board of directors, Malibu

Emergency Medical Services Corporation, 1982–85; Malibu Township Council, 1980–83; member, Arthur Young Council, 1980–present; member, Mayor Bradley's Task Force on Relations with Africa, 1978; acting dean, 1977–78, associate dean, 1973–77, AGSM; president, G. and R. Loeb Foundation, 1977; chairman, American Accounting Association Committee on Social Consequences of Accounting Information; educational coordinator, President's Executive Interchange Program, Washington, D.C.; member, advisory committee, U.S. Department of Commerce, 1962–64; manager, finance and operations, Pacific Science Center, 1962–64; fiscal consultant, U.S. Commission, New York World's Fair, 1962–63

Randolph E. Bucklin

Assistant Professor
Marketing



Contact: AGSM 5270; 825-7339, 825-2504

Primary Research Interests: Trade promotions; competitive market structuring; choice models

Teaching Areas: Marketing management; marketing models; channels of distribution

Education: Ph.D. (Marketing), 1989, and M.S. (Statistics), 1987, Stanford University; A.B. (Economics), 1982, Harvard University

Background: Appointed—1988; Alden G. Clayton Doctoral Dissertation Award, Marketing Science Institute, Cambridge, Massachusetts, 1987; fellow, American Marketing Association Doctoral Consortium, 1986; associate, Bain & Company, 1982–84

Specialization: Marketing

Elwood S. Buffa

Times Mirror Chair in Management
Strategy and Policy; Professor, Operations
and Technology Management



Director: Center for Technology Management

Contact: AGSM 5214; 825-2247, 825-2505

Primary Research Interests: Operations strategy; strategic analysis

Teaching Areas: Production and operations management, planning and control; manufacturing strategy; individual studies

Education: P.E.; Ph.D. (Production Engineering/Mathematical Statistics), 1957, UCLA; M.B.A., 1948, and B.S., 1946, University of Wisconsin

Background: Appointed—1952; fellow, Academy of Management and Decision Sciences Institute

Margaret C. Campbell
Acting Assistant Professor
Marketing



Contact: AGSM 5250; 825-4818, 825-2504

Primary Research Interests: Consumers' perceptions of manipulative intent; consumer knowledge regarding marketing; advertising

Teaching Areas: Marketing management; advertising; consumer behavior

Education: Ph.D. in progress, Stanford University; A.B. (Psychology and Economics), 1985, Stanford University

Background: Appointed—1991; fellow, American Marketing Association Doctoral Consortium, 1990; Stanford GSB Merit Scholar, 1988–89; management program fellow, Progressive Casualty Insurance Company, 1985–87; Phi Beta Kappa, 1984

Specialization: Marketing

Joseph D. Carrabino
Professor Emeritus



Contact: AGSM 6350A; 825-2506

Primary Research Interests: Productivity relationships and stimulants; management of port authorities; comparative study of management technology in government, commercial, defense-type enterprises; public and private board management; executive education; management of educational institutions

Teaching Areas: Planning and control; management strategy and policy

Education: D.Sc. (Honorary), 1987, Worcester Polytechnic Institute; Ph.D. (Engineering), 1957, UCLA; M.B.A. (Industrial Management), 1949, Northwestern University; B.S. (Mechanical and Aeronautical Engineering), 1944, Worcester Polytechnic Institute

Background: Appointed—1949; president, California State Board of Education; commissioner, California Postsecondary Education Commission; consultant on financial incentives to Governor's Commission on Educational Quality; chairman, advisory council on vocational education representing the State Board of Education and the California Community Colleges Board of Governors; Governor's Infrastructure Review Task Force; board of directors, Industry Education Council of California; board of directors, EMSCO (Engineering and Management Sciences Corporation); consultant, American Association of Port Authorities; American Arbitration Association labor-management panel

Specializations: General management; management of operations; management audits; financial incentive plans; management controls

Fred E. Case
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Computer applications to real estate, investing, financing, appraising, and real estate feasibility and value analyses; corporate real estate; asset management; housing markets, forecasting, and long-range planning; professional designations MAI, SRPA

Teaching Areas: Real estate investment and financing; housing market analysis; managing corporate real estate assets

Education: D.B.A. (Business Administration & Economics), 1951, M.B.A., 1948, and B.S. (Business Administration), 1942, Indiana University

Background: Appointed—1951; director, San Mateo Savings and Loan Association, 1985–present; member, 1974–80, president, 1973–74, planning commission, City of Los Angeles; consultant, savings and loan and real estate industries; director, Financial Federation, 1973–80

Specializations: Real estate investment analyses; computerization of complex real estate problems

Bhagwan Chowdhry
Assistant Professor
Finance



Contact: AGSM 6282; 825-5883, 825-2508

Primary Research Interests: International lending; corporate takeovers; market microstructure; pricing of financial instruments

Teaching Areas: International banking and finance; financial institutions; financial instruments

Education: Ph.D., 1989, University of Chicago; M.B.A. (Finance), 1983, University of Iowa; B. Tech. (Mechanical Engineering), 1981, Indian Institute of Technology

Background: Appointed—1988

Specialization: International finance

John C. Clendenin
Professor Emeritus



Contact: AGSM 3353A; 825-4858

Primary Research Interests: Investments; business taxes; money market instruments

Teaching Areas: Investments; money markets

Education: Ph.D. (Finance), 1935, University of Iowa; M.S. (Finance), 1927, UC Berkeley; B.S. (Finance), 1925, University of Illinois

Background: Appointed—1936; research consultant, Pacific Coast Stock Exchange (now Pacific Stock Exchange), 1949–64; captain, USAAF, 1943–45

William M. Cockrum
Adjunct Professor
Finance



Contact: AGSM 4284; 825-2985

Primary Research Interests: Securities markets, corporate finance, business ethics, entrepreneurship

Teaching Areas: Finance; entrepreneurial studies; business ethics; investment management

Education: M.B.A. (Finance & Marketing), 1961, Harvard University; B.A. (Economics), 1959, DePauw University

Background: Appointed—1984; vice chairman, Becker Paribas Inc. (formerly A.G. Becker Incorporated), investment bankers, 1961–84; chief financial and administrative officer, 1974–81; corporate finance, 1961–74

Kathleen M. Connell
Managing Director
Center for Finance and
Real Estate; Lecturer



Contact: AGSM 4274; 206-3378

Primary Research Interests: Joint development; growth management and infrastructure; municipal finance; real estate finance

Teaching Areas: Field study and real estate development processes

Education: Ph.D., 1986 and 1975, UCLA; M.A. (Economics and Planning), 1972, University of Pittsburgh; B.A. (Political Science), 1969, Hastings College

Background: Appointed—1988; president, Connell and Associates, registered investment banking firm; former director, Real Estate and Financial Consulting, Chemical Bank, New York

Specialization: Real estate finance; real estate development; municipal finance; investment banking

Lee G. Cooper
Professor
Marketing



Contact: AGSM 5260; 825-4488, 825-2504

Primary Research Interests: Psychometrics; competitive choice processes

Teaching Areas: Multidimensional scaling and multivariate analysis; marketing research; competitive analysis; product management

Education: Ph.D. (Psychology), 1970, University of Illinois; A.M. (Psychology), 1969, and B.A. (Psychology), 1966, UC Berkeley

Background: Appointed—1969; director, AGSM Management in the Arts Program, 1976–79

Specialization: Analysis of competitive market structure from retail scanner records

Bradford Cornell
Professor
Finance



Academic Unit Head: Finance

Contact: AGSM 6381; 825-2922, 825-2508

Primary Research Interests: Financial theory and the law; asset pricing; futures markets

Teaching Areas: Theory of finance; corporate valuation; law and finance

Education: Ph.D. (Financial Economics), 1975, M.S. (Statistics), 1973, and B.A. (Physics), 1970, Stanford University

Background: Appointed—1979; president, FinEcon, 1990–present; visiting professor, California Institute of Technology, 1984; assistant professor, University of Southern California, 1977–79

Samuel A. Culbert
Professor
Human Resources and
Human Systems Development



Contact: AGSM 5369; 825-7784, 825-2505

Primary Research Interests: Managerial relationships and personal effectiveness; work environments that empower and facilitate teamwork; organization politics and how to conduct them constructively

Teaching Areas: Leadership, motivation, and power; managerial communication and group development; organization change, development, and effectiveness; personal and professional development

Education: Ph.D. (Clinical Psychology), 1966, UCLA; B.S. (Engineering), 1961, Northwestern University

Background: Appointed—1969; licensed clinical psychologist; Best 1980 Business & Management Book, Association of American Publishers, *The Invisible War*, (co-authored by John J. McDonough); program director, Organizational Studies Center, and director of intern training, NTL Institute of Applied Behavioral Sciences, 1967–69; associate professional lecturer, George Washington University, 1968–69

Specializations: Analysis of managerial systems and their impact on organizational effectiveness; leadership counseling; personal and professional development

Norman D. Curet
Assistant Professor
Management Science



Contact: AGSM 6220; 825-3957, 825-2509

Primary Research Interests: Mathematical programming; numerical methods for optimization; network optimization and applications

Teaching Areas: Operations research; managerial model building

Education: Ph.D. (Operations Research), 1989, University of North Carolina; B.A. (Mathematics, Computer Science), 1985, University of Wisconsin

Background: Appointed—1989; research assistant, Center for Naval Analyses, 1986–89

Michael R. Darby
Professor
Business Economics



Contact: AGSM 6249C; 825-2507

Primary Research Interests: Macroeconomics; international finance; money and banking

Teaching Areas: Macroeconomics; international finance; money and banking

Education: Ph.D. (Economics), 1970, and M.A. (Economics), 1968, University of Chicago; A.B. (senior fellow), 1967, Dartmouth College

Background: Appointed—1987; under secretary for Economic Affairs, 1989–present, administrator of the Economics and Statistics Administration, 1990–present, U.S. Department of Commerce; assistant secretary for Economic Policy, U.S. Department of the Treasury, 1986–89; member, National Commission on Superconductivity, 1988–89; executive committee, Western Economic Association, 1987–90; research associate, National Bureau of Economic Research, 1976–86; editor, 1981–86, editorial board, 1986–present, *Journal of International Money and Finance*; editorial board, *Contemporary Policy Issues*, 1990–present; editorial board, *American Economic Review*, 1983–87; vice president and director, Paragon Industries, Inc., 1964–82; visiting fellow, Hoover Institution on War, Revolution, and Peace, Stanford University, 1977–78; Harry Scherman Research Fellow, 1974–75; visiting assistant professor, 1972–73, associate professor, 1973–78, professor, 1978–86, UCLA Department of Economics; assistant professor, 1970–73, director, Division for Economic Research, 1971–72, Department of Economics, Ohio State University

Sriram Dasu
Assistant Professor
Operations and
Technology Management



Contact: AGSM 5226; 825-1651, 825-2502

Primary Research Interests: Queuing network models of manufacturing facilities; management of job-shop-like environments

Teaching Areas: Production and operations management; scheduling; simulation

Education: Ph.D. (Operations Management), 1988, MIT; P.G.D.M., 1982, Indian Institute of Management; B. Tech. (Mechanical Engineering), 1980, Indian Institute of Technology

Background: Appointed—1988; management consultant, S.B. Billimoria Co., India, 1982–83

Louis E. Davis
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Organization design and job design; quality of working life

Teaching Areas: Socio-technical systems; behavioral sciences; industrial relations; environmental factors of organizations; organization design; job design; quality of working life; action research

Education: M.S. (Industrial Engineering), 1942, University of Iowa; B.S.M.E., (Engineering), 1940, Georgia Institute of Technology

Background: Appointed—1966; consultant, organization design; chairman, Quality of Working Life Center, Institute of Industrial Relations, 1975–83; U.S. member, International Council for QWL; member, Maritime Transport Research Board, National Academy of Sciences, 1968–74; senior fellow, Tavistock Institute, London and Work Research Institutes, Oslo, 1966; commissioner, California Manpower Commission and Commission on Manpower, Automation and Technology, 1964–67; assistant professor, industrial engineering, UC Berkeley, 1947–65

Specialization: Quality of working life, automation, work and organization design

José de la Torre
Professor
Policy and Organization



Academic Unit Head: Policy and Organization

Director: Center for International Business Education and Research (CIBER)

Contact: AGSM 6345; 825-4507; 206-5317, 825-2506

Primary Research Interests: International corporate strategy; international trade and investment policies; impact of foreign direct investment on host and home countries; multinational corporations and government relations; industrial policy and international competitiveness; joint ventures and strategic alliances

Teaching Areas: Corporate strategy and industry analysis; international business management; international negotiations

Education: D.B.A. (International Business), 1971, Harvard University; M.B.A. (Management), 1966, and B.S. (Aerospace Engineering), 1964, Pennsylvania State University

Background: Appointed—1987; associate professor, 1975–80, professor, 1981–87, and chairman, Strategy and Environment Area, INSEAD, (European Institute of Business Administration); assistant professor, 1970–74, associate professor, 1974–75, Georgia State University; visiting professor, Universidad del Valle, Colombia, 1969, INCAE (Central American Institute of Business Administration), 1968; president, European International Business Association, 1982–83; member, editorial board, *Journal of International Business Studies* and *International Marketing Review*; member, Academy of International Business, American Economic Association, Academy of Management,

and Strategic Management Society; consultant to the UN, OECD, IADB, World Bank, OAS, and numerous multinational corporations

Specialization: International business

Sebastian Edwards
Henry Ford II Chair in
International Management;
Professor, Business Economics



Contact: AGSM 6212; 825-1095, 825-2507

Primary Research Interests: Exchange rates economics; public policy in developing nations; economic adjustment; political economy of fiscal policy and inflation

Teaching Areas: International business economics; international management in developing countries; public policy and international macroeconomics; political economy

Education: Ph.D. (Economics), 1981 and M.A. (Economics), 1978, University of Chicago; Licenciado Economía, 1975, Universidad Católica, Chile

Background: Appointed—1990; research associate, National Bureau of Economic Research, Cambridge, MA; senior fellow, Institute for Policy Reform, Washington, D.C.; author, coauthor, or editor of five books on economic policy, exchange rates, and economic development; co-editor, *Journal of Development Economics*; consultant, The World Bank, International Monetary Fund, Interamerican Development Bank, OECD (Paris); economic advisory work in Bolivia, Korea, Colombia, Costa Rica, Dominican Republic, Honduras, Indonesia, New Zealand, and Morocco

Specializations: Economic policy in developing countries; exchange rates management; investment decisions in developing nations

David K. Eiteman
Professor Emeritus, recalled
Finance



Contact: AGSM 6359; 206-8651, 825-2508

Primary Research Interests: Financial management of multinational corporations; political risk for multinational corporations; financing international joint ventures

Teaching Areas: Multinational business finance; financial management of nonprofit institutions

Education: Ph.D. (Finance), 1959, Northwestern University; M.A. (Economics), 1956, UC Berkeley; B.B.A. (Business), 1952, University of Michigan

Background: Appointed—1959; visiting professor, Helsinki School of Economics and Business, 1990; visiting professor, National Center, Dalian, China, 1986–1990; University of Singapore, 1984–85; past president, Western Finance Association; former director, AGSM Management in the Arts Program

Specialization: International finance

Kirsten M. Ely
Assistant Professor
Accounting



Contact: AGSM 5240; 825-6691, 825-3271

Primary Research Interest: Compensation of executives

Teaching Area: Financial accounting

Education: Ph.D. (Accounting/Economics), 1988, and M.B.A. (Accounting), 1982, University of Chicago; A.B. (Anthropology), 1979, UC Berkeley

Background: Appointed—1987

Specialization: Empirical-based research in accounting

Christopher L. Erickson
Assistant Professor
Human Resources and
Human Systems Development



Contact: AGSM 5375; 825-1697, 825-2505

Primary Research Interests: Collective bargaining; wage determination; international/comparative industrial relations

Teaching Areas: Industrial relations; human resource management; labor economics

Education: Ph.D. (Economics), 1990, Massachusetts Institute of Technology; B.A. (Economics), 1986, Yale University

Background: Appointed—1991; assistant professor, New York State School of Industrial and Labor Relations, Cornell University, 1990–91; teaching and research assistant, MIT, 1988–89

Donald Erlenkotter
Professor
Management Science;
Operations and Technology Management



Contact: AGSM 6234; 825-1644, 825-2509

Primary Research Interests: Mathematical models for facilities planning decisions; economic analysis of water resources and energy systems

Teaching Areas: Management science; operations management

Education: Ph.D. (Management Science), 1970, M.S. (Statistics-Operations Research), 1964, and M.B.A. (Management Science), 1963, Stanford University; B.C.E. (Civil Engineering), 1960, Georgia Institute of Technology

Background: Appointed—1969; associate dean and chairman, AGSM, 1980–83; research scholar, International Institute for Applied Systems Analysis, 1979–80; regional planning expert, UNIDO, 1975–76; capital projects analyst, Agency for International Development, New Delhi, India, 1966–69

John B. Farrell
Adjunct Professor
Accounting



Contact: AGSM 5319; 825-1449, 825-3271

Primary Research Interests: International accounting and financial reporting systems; conceptual framework for management accounting systems

Teaching Areas: Accounting theory; advanced accounting; current issues in accounting-information systems

Education: C.P.A.; M.B.A. (Accounting), 1950, and B.A. (Economics), 1949, UCLA

Background: Appointed—1983; retired partner, partner-in-charge of Century City office, 1971–83, Price Waterhouse; editor, Price Waterhouse audit guide series: *The Audit Process for Developing Audit Programs*; member, UCLA/Shanghai Institute of Finance and Economics project team undertaking to develop a comparison of accounting and financial reporting systems in the U.S. with those of the People's Republic of China; chairman, Professional Development Committee of the International Firm, 1970–71; national director, Price Waterhouse Continuing Education Program, 1969–71

Eric G. Flamholtz
Professor
Accounting; Human Resources
and Human Systems Development



Contact: AGSM 5317, 825-4956, 825-3271; Bunche Hall 9379, 825-8862

Primary Research Interests: Organizational development; management control systems; human resource accounting; behavioral aspects of accounting; psycho-technical aspects of measurement; leadership effectiveness; transition from entrepreneurship to professional management

Teaching Areas: Accounting; human resource management; management control; managing entrepreneurial organizations

Education: Ph.D. (Business Administration), 1969, University of Michigan; M.B.A. (Management), 1966, Washington University; B.S. (Economics-Accounting), 1964, Hunter College, City University of New York

Background: Appointed—1973; assistant director, Center for Human Resource Management, UCLA Institute of Industrial Relations; consultant to various organizations in service and manufacturing industries; member, editorial board, *Accounting Organizations and Society*; assistant professor, Columbia University, 1971–73; faculty fellow, Price Waterhouse Co., 1970; assistant professor, UCLA, 1969–71; assistant project director, Institute for Social Research, University of Michigan, 1967–69

Walter A. Fogel
Professor
Human Resources and
Human Systems Development



Contact: AGSM 5313; 825-1922, 825-2505

Primary Research Interests: Legal aspects of wage discrimination; minority experience in labor markets; public sector wage determination and structure; impact of Mexican workers in the U.S.; illegal immigration; public policy

Teaching Areas: Labor law and arbitration; industrial relations; labor economics

Education: Ph.D. (Economics), 1962, MIT; M.A. (Industrial Relations), 1957, University of Minnesota; B.S. (History), 1954, North Dakota State University

Background: Appointed—1962; assistant dean, AGSM Doctoral Program, 1979–80

Specializations: Class pay discrimination, including comparable worth; agricultural collective bargaining

Janis Forman
Adjunct Associate Professor;
Director, Management
Communication Program



Contact: AGSM 5250; 206-8086, 825-2502

Teaching Area: Management communications

Education: Ph.D., 1980, Rutgers University

Background: Fulbright lecturer in France in American literature and business writing, 1981–82; post doctoral fellowship in rhetoric, National Endowment for the Humanities, 1980–81; publications in communications; translator; author, *The Random House Guide to Business Writing*

Specializations: Group writing processes; integration of writing and computer technology; composition theory; translation and management communications

Jason L. Frand
Adjunct Assistant Professor
Information Systems



Director: AGSM Computing Services

Contact: AGSM 2035B; 825-2725, 825-2502

Primary Research Interests: Management education and computerization; investigations into the computerization process of professional and academic organizations

Teaching Areas: Computer configurations; managerial computing; mathematics for management; systems analysis; database management systems

Education: Ph.D. (Mathematics Education), 1976, UCLA; M.S. (Mathematics), 1969, California State University, Los Angeles; B.S. (Mathematics), 1966, California State University, Fresno

Background: Appointed—1979; director, AGSM Computing Services, 1980–present; management education research consultant, IBM, 1984–86; board member, California Educational Computing Consortium, 1981–present; overcoming math anxiety and math/science learning specialist, UCLA, 1978–79; lecturer, mathematics department, California State University, Los Angeles, 1969–77; elementary and junior high school math teacher, 1966–70; secondary and junior college teaching credentials

Specialization: Organizational changes resulting from the introduction of technology

George T. Geis
Adjunct Associate Professor
Information Systems;
Management Science



Contact: AGSM 5323; 825-2987, 825-3271

Primary Research Interests: Desktop computing and mental modeling; information technology and strategy; executive computing; financial modeling; small business management and creativity

Teaching Areas: Computing modeling; information systems; accounting; management science

Education: Ph.D. (Educational Psychology), 1977, University of Southern California; M.B.A. (Finance), 1981, UCLA; B.S. (Mathematics), 1966, Purdue University

Background: Appointed—1985; consultant to numerous organizations in service and manufacturing industries; National Science Foundation Fellow; Outstanding Teacher of the Year, AGSM, 1987 and 1990

Arthur M. Geoffrion
Professor
Management Science



Contact: AGSM 6214; 825-1113, 825-2509

Primary Research Interests: Mathematical programming; applications to distribution, production, and finance; modeling environments

Teaching Areas: Management science; mathematical programming; management support systems

Education: Ph.D. (Operations Research), 1965, Stanford University; M.I.E. (Industrial Engineering), 1961, and B.M.E. (Mechanical Engineering), 1960, Cornell University

Background: Appointed—1965; president, The Institute of Management Sciences (TIMS), 1981; consultant to numerous companies and government agencies on applications of mathematical programming

Connie J.G. Gersick
Associate Professor
Human Resources and
Human Systems Development



Contact: AGSM 6319; 825-9764, 825-2506

Primary Research Interests: Developmental processes in small work groups; the effects of time and deadlines on creative work; intergroup relations in organizations

Teaching Areas: History of organizational theory; organizational behavior; groups in organizations

Education: Ph.D. (Organizational Behavior), 1985, Yale University; M.Ed. (Adult and College Counseling), 1972, Boston University; B.A. (Social Psychology), 1971, Brandeis University

Background: Appointed—1984; research and teaching assistantships, Yale University, 1979–1982; director, Office on the Education of Women, Yale University, 1975–77; admissions officer and program staff, Radcliffe College, 1972–75; resident staff, Mather House, Harvard University, 1971–75

Robert L. Geske
Associate Professor
Finance



Contact: AGSM 6389; 825-3670, 825-2508

Primary Research Interests: Finance and economic theory; asset valuation; inflation; option markets; futures markets; risk control

Teaching Areas: Theory of financial economics; option markets; investments; portfolio theory

Education: Ph.D. (Finance), 1977, and M.B.A. (Finance), 1972, UC Berkeley; B.S. (Physics-Electronics), 1967, University of Missouri

Background: Appointed—1977; missile flight analysis, General Dynamics Corporation, 1967–70; guidance computer design, Lockheed Missiles, 1965–67; Journey for Perspective Fellow; Trefftz Award, Western Finance Association; Heubner Grant, Wharton; Federal Home Loan Bank Board Grant; Q-Group Grant; Woodrow Wilson Fellow; Fulbright Fellow; associate editor, *Journal of Financial and Quantitative Analysis* and *Journal of Portfolio Management*

Specializations: Option valuation; risk measurement and control; inflation and asset prices; corporate finance

Richard A. Goodman
Associate Professor
Policy and Organization



Contact: AGSM 6317; 825-1219, 825-2506

Primary Research Interests: Technology and strategy; national policy for technological development

Teaching Areas: Management of technological innovation; entrepreneurship

Education: D.B.A. (Organization Behavior), 1966, Washington University; M.S. (Industrial Management), 1962, MIT; B.S. (Electrical Engineering), 1960, Antioch

Background: Appointed—1966; consultant, Spanish government, Rand Corporation, McDonnell Aircraft; business manager, Laboratory for Electronics, 1961–65

Ronald C. Goodstein
Assistant Professor
Marketing



Contact: AGSM 5262; 825-7246, 825-2504

Primary Research Interests: Consumer information processing; advertising; emotions and consumer behavior

Teaching Areas: Marketing management; advertising

Education: Ph.D. (Marketing), 1990, Duke University; B.S. (Commerce), 1982, University of Virginia

Background: Appointed—1989; fellow, American Marketing Association Doctoral Consortium, 1988; retail management, Macy's - Atlanta, and Carter Hawley Hale - Los Angeles, 1982–85.

Specializations: Applications of social psychology to marketing; advertising research

Michael E. Granfield

Vice Chancellor, Academic Planning and Budgeting; Associate Professor, Business Economics



Contact: AGSM 6272, 825-2507;
Murphy Hall 2107, 206-3742

Primary Research Interests: Industrial organization; property rights

Teaching Areas: Business economics; international economics

Education: Ph.D. (Economics), 1970, Duke University; B.A. (Economics), 1965, University of Illinois

Background: Appointed—1968; senior staff economist, Council of International Economic Policy, the White House, 1975–77; chief minority economist, U.S. Senate Antitrust and Monopoly Subcommittee, 1974–75; 1973 George Robbins Distinguished Teaching Award, AGSM

Glenn W. Graves

Professor Emeritus, recalled
Management Science



Contact: AGSM 6232; 825-3624, 825-2509

Primary Research Interests: Mathematical programming

Teaching Areas: Mathematical programming; linear-nonlinear-integer and large scale network theory; basic mathematics; statistics

Education: Ph.D. (Mathematics), 1963, University of Michigan; M.A. (Mathematics), 1953, Michigan State University; B.A. (Mathematics), 1951, Western Michigan University

Background: Appointed—1966; consultant, Rand, Hunt-Wesson, Dart Industries; cofounder and chairman of the board, "Combinatorics," Rand Corporation, 1964–66, and Aerospace Corporation, 1962–64

Martin Greenberger

IBM Chair in Computers and Information Systems; Professor, Information Systems



Contact: AGSM 5353; 825-7770, 825-2502

Primary Research Interests: Policy analysis; impact of information technology; multimedia; electronic publishing; strategic issues

Teaching Areas: Multimedia; industry analysis

Education: Ph.D. (Applied Mathematics/Economics), 1958, A.M. (Applied Mathematics), 1956, and A.B. (Applied Mathematics), 1955, Harvard University

Background: Appointed—1982; president, Council for Technology and the Individual, 1983–present; professor, mathematical sciences, Johns Hopkins University, 1971–82; visiting professor, Graduate School of Business Administration, Stanford University, 1980; Isaac Taylor Visiting Professor of Energy, Technion-Israel Institute of Technology, 1978; manager, Systems Program, Electric Power Research Institute, 1976–77; chairman, information, computing, and communications section, American Association for the Advancement of Science, 1974–76; member, Computer Science and Engineering Board, National Academy of Sciences, 1970–73; chairman of the council, trustee, EDUCOM, 1968–73; chairman, computer science, and director, information processing, Johns Hopkins University, 1967–71; Guggenheim Fellow and visiting professor, UC Berkeley, 1965–66; assistant and associate professor, MIT Alfred P. Sloan School of Management, 1958–67; manager, IBM Applied Science, Cambridge, 1956–58

Mark S. Grinblatt

Associate Professor
Finance



Contact: AGSM 6369; 825-1098, 825-2508

Primary Research Interests: Portfolio performance evaluation; equilibrium asset pricing theory; information economics

Teaching Area: Finance

Education: Ph.D. (Economics), 1982, M.A., 1978, and M.Phil., 1979, Yale University; A.B. (Mathematics/Economics), 1977, University of Michigan

Background: Appointed—1981; visiting professor, The Wharton School, 1987–present; 3rd Prize, Q-Group Competition, 1985; finalist, Berkeley Doctoral Prize Competition, 1981; research intern, Federal Reserve Board, 1979; Glassman-Oliver Economic Consultants, 1978

Sunil Gupta

Assistant Professor
Marketing



Contact: AGSM 5350B; 825-2504

Primary Research Interests: Consumers' response to sales promotions; choice models

Teaching Areas: Marketing management; marketing models

Education: Ph.D. (Marketing), 1986, Columbia University; M.B.A. (Marketing), 1981, Indian Institute of Management; B. Tech. (Mechanical Engineering), 1979, Indian Institute of Technology

Background: Appointed—1986; winner, Marketing Science Institute Dissertation Proposal Competition, 1985; fellow, American Marketing Association Doctoral Consortium, 1985; new products executive, HMM Ltd., India, 1981–83

Dominique M. Hanssens

Associate Dean, Academic Affairs
and Strategic Planning
Professor, Marketing



Contact: AGSM 3284; 825-1596, 825-4497, 825-2504

Primary Research Interests: Quantitative models for marketing strategy; international marketing

Teaching Areas: Marketing strategy; marketing models; time-series analysis; international marketing

Education: Ph.D. (Management), 1977, and M.S. (Management), 1976, Purdue University; Licentiate (Applied Economics), 1974, University of Antwerp

Background: Appointed—1977; chairman, Department of Management, AGSM, 1988–90; area editor, *Marketing Science*; 1981 George Robbins Distinguished Teaching Award, AGSM; Executive MBA Teaching Award, 1988; consultant, Navy Recruiting Command, FTC, General Mills, TRW, Procter & Gamble, Mattel, General Telephone, and Xerox; faculty advisory board, The MAC Group

Deborah D. Heisley

Assistant Professor
Marketing



Contact: AGSM 5282; 825-1250, 825-2504

Primary Research Interests: Social determinants and the symbolic meaning of (1) consumers' purchasing decisions and (2) the nature of the consumption experience

Teaching Areas: Marketing management; consumer behavior

Education: Ph.D. (Marketing), 1990, Northwestern University; B.S.B.A., 1982, University of Arizona

Background: Appointed—1989

Specialization: Consumer behavior

David A. Hirshleifer

Associate Professor
Finance



Contact: AGSM 6395; 206-2198, 825-2508

Primary Research Interests: Corporate control; futures trading; firm and market organization

Teaching Areas: Corporate finance; takeovers

Education: Ph.D. (Economics), 1985, and M.A. (Economics), 1983, University of Chicago; B.A. (Mathematics), 1980, UCLA

Background: Appointed—1984

Alfred E. Hofflander

Professor
Finance



Contact: AGSM 6292; 825-2445, 825-2508

Primary Research Interests: Financial management of insurance companies; international insurance

Teaching Areas: Finance; insurance; statistics

Education: CPCU; CLU; Ph.D. (Applied Economics), 1964, University of Pennsylvania; M.S. (Finance), 1959, and B.S. (Physics), 1958, Florida State University

Background: Appointed—1966; past president, American Risk and Insurance Association; consultant, Insurance Department, State of Nevada and State of Oregon; consultant, Commission on Tax Reform for the Commonwealth of Puerto Rico; assistant professor, University of Texas, 1963–66

James R. Jackson

Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Frames of reference for practical problem solving; managerial use of small computers; chaotic systems

Teaching Area: Managerial model building

Education: Ph.D. (Mathematics), 1952, M.A. (Mathematics), 1950, and B.A. (Meteorology), 1946, UCLA

Background: Appointed—1952; assistant dean, MBA Program, 1974–78; chairman, Department of Management, AGSM, 1968; director, Western Management Science Institute, 1959–64; director, Management Sciences Research Project, 1954–59; consultant, Rand Corporation, U.S. Navy, others

Sanford M. Jacoby
Professor
Human Resources and
Human Systems Development



Academic Unit Co-Head: Human Resources
and Human Systems Development

Contact: AGSM 5363, 206-6550, 825-2505; 79 Haines Hall,
825-1658

Primary Research Interests: Labor market analysis; business
and labor history; comparative industrial relations

Teaching Areas: Industrial relations; labor economics; human
resource management; economic history

Education: Ph.D. (Economics), 1981, UC Berkeley; A.B.
(Economics), 1974, University of Pennsylvania

Background: Appointed—1980; George R. Terry Book Award
of the Academy of Management, 1986; Buchanan Prize in
Economics, 1983; Columbia University Economic History
Association Prize in Honor of Allan Nevins, 1982; Herbert
Hoover Scholar, 1980; research assistant, Brookings Wage
Inflation Project, 1977–80; Joseph Warner Yardley Prize,
Wharton School, 1974

Specialization: Employment dynamics

Narasimhan Jegadeesh
Assistant Professor
Finance



Contact: AGSM 6375; 825-5355, 825-2508

Primary Research Interests: Information economics; mergers
and takeovers; efficiency of capital markets

Teaching Areas: Theory of finance; investments

Education: Ph.D. (Finance), 1987, and M.Phil., 1986, Columbia
University; M.B.A., 1980, and B. Tech. (Mechanical Engineer-
ing), 1978, Indian Institute of Technology

Background: Appointed—1987; Trefftz Award, 1987

Specialization: Finance

Raymond J. Jessen
Professor Emeritus



Contact: AGSM 6235; 206-2686, 825-2509

Primary Research Interests: Statistical survey techniques;
sampling; business statistics

Teaching Areas: Statistical methods; design and analysis of
surveys; biostatistics

Education: Ph.D. (Statistics/Economics), 1943, Iowa State
University; B.S. (Agricultural Economics), 1937, UC Berkeley

Background: Appointed—1958; fellow, American Statistical
Association; elected member, International Statistical Institute;
consultant to corporations on statistical and marketing problems;
consultant to various U.S. government and U.N. agencies

Specialization: Statistical survey techniques

Barbara E. Kahn
Acting Associate Professor
Marketing



Contact: AGSM 5350B; 825-2504

Primary Research Interests: Mathematical models of
consumer behavior; measurement of variety-seeking and
reinforcement behavior; applications of stochastic processes

Teaching Areas: Marketing; management science

Education: Ph.D. (Marketing), 1984, and M.B.A. (Marketing
Science), 1982, Columbia University; B.A. (English Literature),
1974, University of Rochester

Background: Appointed—1984; public affairs director,
Northern Tier Pipeline Company, 1978–80; account executive,
Stimpson Advertising, 1975–78; research assistant, Pacific
Search/Books, 1974–75; reader, Doubleday, 1974

Harold H. Kassarian
Professor
Marketing



Academic Unit Co-Head: Marketing

Contact: AGSM 5287; 825-4907, 825-2504

Primary Research Interests: Consumer behavior; mass
communications

Teaching Areas: Marketing; consumer behavior; mass
communications; marketing law

Education: Ph.D. (Psychology), 1960, M.A. (Psychology),
1958, and B.A. (Psychology), 1952, UCLA

Background: Appointed—1961

Oliver Kim
Assistant Professor
Accounting



Contact: AGSM 5345; 825-4720, 825-3271

Primary Research Interest: The role of accounting information in financial markets

Teaching Area: Financial accounting

Education: Ph.D. (Accounting), 1990, University of Pennsylvania; Ph.D. (Economics), 1981, SUNY at Stony Brook; B.A. (Business Administration), 1973, Seoul National University

Background: Appointed—1989; assistant professor, Temple University, 1981–86

Larry J. Kimbell
Professor
Business Economics



Contact: 50 Dodd Hall; 825-1623

Primary Research Interests: Macroeconomics; general equilibrium analysis; econometric models; regional economics

Teaching Areas: Business forecasting of U.S., regional, and industry economic activities; econometrics and simulation modeling; macroeconomics

Education: Ph.D. (Economics), 1968, University of Texas; B.A. (Economics), 1961, Yale

Background: Appointed—1973; director, UCLA Business Forecasting Project, 1981–1990; consultant to numerous companies and government agencies on economic modeling

Specialization: Econometrics

Paul Kircher
Professor Emeritus, recalled
Accounting



Contact: AGSM 3353A; 825-4858

Primary Research Interest: Professional development

Teaching Area: Accounting

Education: C.P.A.; Ph.D., 1949, and M.B.A., 1947, University of Michigan; B.B.A., University of New Mexico

Background: Appointed—1952

Specialization: Professional development for managers and accountants

Archie Kleingartner
Professor
Human Resources and
Human Systems Development



Director: Arts Management Program

Contact: AGSM 5383; 825-2527, 825-2505

Primary Research Interests: Professional worker bargaining; employee-management participation; human resources management in high technology firms

Teaching Areas: Systems of employee management participation; human resource management labor relations in arts and entertainment

Education: Ph.D. (Industrial Relations), 1965, University of Wisconsin; M.S. (Sociology), 1962, University of Oregon; B.A. (Sociology), 1959, University of Minnesota

Background: Appointed—1964; panel, American Arbitration Association, Federal Mediation and Conciliation Service; Emergency Disputes Settlement Panel; vice-president, academic and staff personnel relations, UC System, 1975–83; chair and associate dean, AGSM, 1969–71

Specialization: Industrial relations; human resource management

J. Clayburn La Force
Dean; Professor



Contact: AGSM 3284; 825-7982

Primary Research Interest: Spanish economic history

Teaching Areas: Microeconomics; economic history of the United States and Europe

Education: Ph.D. (Economics), 1962, and M.A. (Economics), 1958, UCLA; A.B. (Economics), 1951, San Diego State College

Background: Appointed—1978; trustee and chairman, Foundation for Research in Economics and Education; trustee, Shearson VIP Fund; director, Hoover Institution for War, Revolution and Peace; director, Rockwell International Corporation, Eli Lilly and Company, Industrial Indemnity Co., Lynde and Harry Bradley Foundation, Institute for Contemporary Studies; chairman, G. and R. Loeb Foundation; chairman, President Reagan's Task Force on Food Assistance, 1983–84; chairman, Department of Economics, 1969–78, and assistant professor of Economics, 1962–78, UCLA; honorary Ph.D. (Social Sciences), 1976, Universidad Francisco Marroquin, Guatemala; member and chairman, State of California Workmen's Compensation Advisory Committee, 1974–75; Fulbright Senior Research Grant (Spain), 1965–66; American Philosophical Society Grant, 1965–66; Phi Beta Kappa

Wayne R. Landsman

Associate Professor
Accounting

Contact: AGSM 5249D; 825-3271

Primary Research Interests: Inflation accounting; pension funds; capital market research

Teaching Areas: Financial accounting; financial reporting; managerial accounting

Education: Ph.D. (Accounting), 1984, M.S. (Statistics), 1983, and M.B.A., 1980, Stanford University; A.B. (Economics), 1978, Princeton University

Background: Appointed—1983; corecipient, 1985 Wildman Award Medal presented by the American Accounting Association; Touche Ross Fellowship, 1980–83; research assistant, Graduate School of Business, Stanford University, 1979–83; M.B.A. Arthur H. Carter Fellowship, American Accounting Association, 1979–80

Specialization: Pension funds

Barbara S. Lawrence

Associate Professor
Human Resources and
Human Systems Development;
Policy and Organization



Contact: AGSM 6323; 825-1252, 825-2506

Primary Research Interests: Age grading in work organizations; research philosophy and methods; human resource management

Teaching Areas: Organization and management theory; career development; occupational sociology

Education: Ph.D. (Management), 1983, MIT; M.A. (College Student Personnel), 1973, University of Maryland; B.M. (Performance), 1972, Oberlin College Conservatory of Music

Background: Appointed—1983; principal investigator, grants from National Institutes of Health, Administration on Aging; Ida M. Green Fellow; computer staff, Information Processing Services, MIT; career management workshops, Sloan School of Management, MIT; guidance counselor, Baltimore, MD; adjunct faculty, Department of Music, University of Maryland

Edward E. Leamer

Chauncey J. Medberry Chair in Management;
Professor, Business Economics



Academic Unit Head: Business Economics

Contact: AGSM 6313, 206-1452, 825-2507

Primary Research Interests: Empirical studies of international business and economics problems such as determinants of the international dispersion of production, the effects of trade barriers, and the future trade of Eastern Europe; methodological questions that arise in drawing inferences from nonexperimental data

Teaching Areas: International economics; econometrics; forecasting; microeconomics

Education: Ph.D. (Economics), and M.A. (Mathematics), University of Michigan; B.A. (Mathematics), Princeton University

Background: Appointed—1990; assistant professor and associate professor, Harvard University; professor, Economics, UCLA

Specialization: Econometrics; international economics; statistical analysis; managerial economics

David Lewin

Professor
Human Resources and
Human Systems Development



Director: Institute of Industrial Relations

Contact: 5315 AGSM, 206-7666, 825-2505; 81 Haines Hall, 825-4339

Primary Research Interests: Human resources and business performance; dispute resolution in nonunion firms; employee involvement/participation in organizations

Teaching Areas: Human resource management; industrial relations; research methods; business and society

Education: Ph.D., 1971, and M.B.A., 1967, UCLA; B.S. (Accounting), 1965, California State University, Los Angeles

Background: Appointed—1990; professor and director of Industrial Relations Research Center, Columbia University; member, Executive Board, Industrial Relations Research Association; co-editor, *Advances in Industrial and Labor Relations*

Specializations: Human resource management strategy; employee relations; compensation system design; wage discrimination; labor market analysis; dispute resolution

Marvin B. Lieberman

Associate Professor
Policy and Organization



Contact: AGSM 6347; 206-7665, 825-2506

Primary Research Interests: Industry analysis and competitive strategy; market entry and exit; sources of competitive advantage; productivity comparisons of U.S. and Japanese firms

Teaching Areas: Business policy and corporate strategy; operations management and manufacturing strategy

Education: Ph.D. (Business Economics), 1982, and A.B. (Economics), 1976, Harvard University

Background: Appointed—1990; national fellow, Hoover Institution, 1989–90; assistant professor, Stanford University, 1982–89

Bennet P. Lientz
Professor
Information Systems



Contact: AGSM 5339; 825-1648, 825-2502

Primary Research Interests: Computer networks; data communications; distributed processing; electronic data interchange; data security; expert systems

Teaching Areas: Information systems; micro/mini systems; computer networks; system development; data base management; data security; distributed systems; financial systems

Education: Ph.D. (Statistics-Information Systems), 1968, and M.S. (Statistics), 1966, University of Washington; B.A. (Mathematics-Economics), 1964, Claremont Men's College

Background: Appointed—1974; vice chairman, AGSM, 1980–82; principal investigator, Office of Naval Research contract; director, Office of Administrative Information Services, UCLA, 1978–1980; associate editor, *Computer Networks*; assistant to associate professor, University of Southern California, 1970–74; senior research scientist, System Development Corp., 1968–70

Steven A. Lippman
Professor
Management Science



Contact: AGSM 6226; 825-3649, 825-2509

Primary Research Interests: Dynamic programming; probabilistic microeconomics; sequential decision processes; search theory; competitive R&D

Teaching Areas: Operations research; statistics; economics of information

Education: Ph.D. (Operations Research), 1968, and M.S. (Statistics), 1967, Stanford University; B.A. (Economics and Statistics), 1964, UC Berkeley

Background: Appointed—1967; assistant dean and director, Doctoral Program 1975–78; vice chairman, Department of Management, 1972–73, 1984–88

James B. MacQueen
Professor
Management Science



Contact: AGSM 6224; 825-3926, 825-2509

Teaching Areas: Quantitative methods; statistics; mathematical decision theory; mathematical study of human processes

Education: Ph.D. (Psychology), 1958, and M.S. (Psychology), 1954, University of Oregon; B.S. (Psychology), 1952, Reed College

Background: Appointed—1962; fellow, Institute of Mathematical Statistics; visiting professorship in statistics University of Oslo, 1977–78, UC Berkeley, 1970, and Stanford University, 1966; National Science Foundation Fellowship, 1958–60

John W. Mamer
Associate Professor
Management Science



Academic Unit Head: Management Science

Contact: AGSM 6218; 825-2562, 825-2509

Primary Research Interests: Applications of graph and network techniques to optimization; applied probability; applications of computer science; game theory

Teaching Areas: Management science; economics

Education: Ph.D. (Management Science), 1982, and M.S. (Management Science), 1978, UC Berkeley; B.S. (Mathematics), and B.A. (Economics), 1975, UC Davis

Background: Appointed—1981; associate professor, 1987, assistant professor, 1981–87, UCLA

Specialization: Stochastic models; applications of management science to logistics; economics

M. Lynne Markus
Assistant Professor
Information Systems



Contact: AGSM 5331; 825-8494, 825-2502, 276-8475

Primary Research Interests: Organizational issues in the design, use, and management of information technology, especially office automation and electronic communication media

Teaching Area: Management information systems

Education: Ph.D. (Organizational Behavior), 1979, Case Western Reserve University; B.S. (Industrial Engineering), 1972, University of Pittsburgh

Background: Appointed—1984; consultant, Arthur D. Little Inc., 1981–84; assistant professor, Sloan School of Management, MIT, 1980–82; post-doctoral fellow, MIT, 1979–80; member, editorial boards, *Information Technology and People*, *Information Systems Research*, and *Management Information Systems Quarterly*

Robert Hal Mason
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Economics of technology transfer; role of technology in international competition; theory of multinational firms

Teaching Areas: International trade and finance; international investment; economics of the multinational firm; corporate strategy

Education: Ph.D. (International Business Economics), 1967, Stanford University; M.S. (Economics and Statistics), 1957, and B.S. (Agricultural Economics), 1955, Colorado State University

Background: Appointed—1966; consultant, U.S.A.I.D., U.N. Institute for Training & Research, O.A.S., International Finance Corporation, National Science Foundation; program manager, Economics Division, Stanford Research Institute, 1957–66

Fred Massarik
Professor
Human Resources and
Human Systems Development



Academic Unit Co-Head: Human Resources and Human Systems Development

Contact: AGSM 5377; 825-7797, 825-2505, 469-4976

Primary Research Interests: Behavioral and organizational science; organization development and design; financial institutions, large-systems change; Los Angeles demographic structure and ethnic change; cross-cultural applications in organization development and small group training; study of human experience, phenomenology

Teaching Areas: Organizational behavior and human resources; behavioral science practice and theory; group processes; leadership; integrative theory; participation in decision making; experiential teaching/learning

Education: Ph.D. (Psychology), 1957, M.A. (Anthropology and Sociology), 1948, and B.A. (Psychology), 1945, UCLA

Background: Appointed—1950; president, American Psychological Association (Human Psychology) Division 32, 1991–92; past editor, *Small Group Behavior*; past chairman, international activities; past president, Association for Humanistic Psychology; behavioral research in financial institutions, manufacturing, and social welfare systems in the U.S. and overseas (Japan, West Germany, Austria, and Hungary)

Marvin M. May
Adjunct Associate Professor Emeritus, recalled
Finance



Contact: AGSM 6241; 825-1142, 825-2508

Primary Research Interests: Cost of capital; dividend policy; taxation effects

Teaching Areas: Finance case studies; corporate finance principles; field study projects; small business management; general management case studies

Education: Ph.D. (Business Administration), 1969, and M.A. (Economics), 1965, UCLA; B.S. (Engineering), 1943, U.S. Naval Academy

Background: Appointed—1972; president, Mayco Manufacturing and Affiliated Companies, 1952–present; associate professor, California State University, Northridge, 1969–72

John J. McDonough
Professor
Accounting; Human Resources and
Human Systems Development



Director: Executive MBA Program

Contact: AGSM 5367; 825-1454, 825-3271

Primary Research Interests: Integration of the individual into the work situation; strategic choices for the individual and the organization

Teaching Areas: Managerial communication; management control systems; individual decision making

Education: D.B.A., 1969, and M.B.A., 1965, Harvard; A.B. (Economics), 1959, Dartmouth

Background: Appointed—1968; Best 1980 Business & Management Book, Association of American Publishers (*The Invisible War*, coauthored by Samuel Culbert); chairman, Los Angeles County Mental Health Commission; academic coordinator, UCLA Executive Development Program

Bill McKelvey
Professor
Policy and Organization



Contact: AGSM 6355; 825-7796, 825-2506

Primary Research Interests: Organizational systematics, taxonomy, and classification; organizational ecology and evolution; organization design; sociotechnical systems; philosophy of organizational science

Teaching Areas: Organizational and management theory; organizational behavior; organization design and development; socio-technical systems

Education: Ph.D. (Management), 1967, and S.M. (Management), 1962, MIT; B.A. (Physics), 1960, Monmouth College, Illinois

Background: Appointed—1967; chairman, Department of Management, 1987–88; vice chairman, Department of Management, 1985–87; chairman, AGSM Building Committee, 1985–present; president, Friends of Griffith Park Transportation Exhibit, Inc., 1981–present; member, The Academy of Management, The Classification Society; visiting associate professor, University of British Columbia, 1980; consultant, UCLA Library, 1974–76; consultant, Rand Corporation, 1969–70; assistant professor, MIT, 1965–67

Specializations: Organizational design and change; project management; industry analysis and competitive strategy; organizational and managerial effectiveness

Robert J. Meyer
Associate Professor
Marketing



Contact: AGSM 5350B; 825-2504

Primary Research Interests: Models of individual buyer behavior; product demand forecasting; quantitative methods

Teaching Area: Marketing management

Education: Ph.D. (Geography), 1979, University of Iowa; M.S. (Geography), 1976, and B.S. (Geography/Meteorology), 1974, Florida State University

Background: Appointed—1982; assistant professor, Carnegie-Mellon University, 1980–82

Frederic Meyers
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interest: Comparative labor relations

Teaching Areas: Labor relations; collective bargaining

Education: Ph.D. (Economics), 1941, M.A. (Economics), 1939, and A.B. (Economics), 1938, University of North Carolina

Background: Appointed—1958; director, UCLA Institute of Industrial Relations, 1975–79; director, UC Education Abroad Program, Bordeaux, 1972–74; Joint Committee of Experts, International Labor Organization and UNESCO; former member, governing board, Laboratory for Labor Economics and Industrial Sociology, University of Aix-Marseilles; arbitrator in numerous labor management disputes; former associate dean, AGSM, 1968–69

Bruce L. Miller
Professor
Accounting



Academic Unit Head: Accounting

Contact: AGSM 5234; 825-1814, 825-3271

Primary Research Interests: Financial accounting; management science applications to accounting

Teaching Areas: Managerial accounting; financial accounting

Education: Ph.D. (Operations Research), 1967, and M.S. (Statistics), 1965, Stanford University; University of Chicago Graduate School of Business, 1962–63; B.S. (Physical Science), 1962, Oklahoma State University

Background: Appointed—1984; assistant professor, associate professor, and professor, School of Engineering and Applied Science, UCLA, 1971–84; lecturer, School of Business, UC Berkeley, 1970–71; visiting associate professor, C.O.R.E., Louvain, Belgium, 1969–70; operations analyst, Rand Corporation, 1966–69

Specialization: Accounting theory

Daniel J.B. Mitchell
Professor
Human Resources and
Human Systems Development



Contact: AGSM 5361; 825-1504, 825-2505

Primary Research Interests: Wage determination and wage/price controls; international economic and comparative labor problems

Teaching Areas: Labor economics; human resources; international economics

Education: Ph.D. (Economics), 1968, MIT; A.B. (Economics), 1964, Columbia

Background: Appointed—1968; director, UCLA Institute of Industrial Relations, 1979–90; senior fellow, 1978–79, and research associate, 1973, Brookings Institution; chief economist, U.S. Pay Board, 1972–73

Specializations: Wage determination; economics of human resources; gain sharing

Frank G. Mittelbach
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Housing and mortgage markets and policies; large-scale development and redevelopment; construction industry; urban fiscal problems; comparative and international real estate investments; land utilization

Teaching Areas: Housing; urban land markets; transportation; construction industry; real estate finance; environmental problems

Education: M.A. (Economics), 1954, and B.A. (Economics), 1953, UCLA

Background: Appointed—1965; consultant to city, state, and federal agencies, including HUD, GAO, and FHLBB; past president, Western Regional Science Association; former member, Rent Stabilization Commission, City of Los Angeles; director, AGSM Housing, Real Estate and Urban Land Studies, 1969–88

Donald G. Morrison
William E. Leonhard Chair in Management;
Professor, Marketing



Academic Unit Co-Head: Marketing

Contact: AGSM 5288; 825-7706, 825-2504

Primary Research Interests: Marketing; statistics; probability

Teaching Areas: Marketing; management science

Education: Ph.D. (Operations Research), 1965, Stanford University; B.S. (Mechanical Engineering), 1961, MIT

Background: Appointed—1987; president, The Institute of Management Sciences (TIMS), 1991–92; editor-in-chief, *Management Science*, 1983–90; founding editor, *Marketing Science*, 1980–82; assistant professor, 1966–68, associate professor, 1968–73, professor, 1973–87, Graduate School of Business, Columbia University; visiting professor, Stanford University, 1965 and 1982, UC Berkeley, 1970–71; consultant to a number of companies and government agencies

Specializations: Marketing; management science

Rosser T. Nelson
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Resource-constrained project scheduling; job-shop scheduling; man-machine interactive systems in operations research

Teaching Areas: Introduction to management science; scheduling; simulation

Education: Ph.D. (Engineering), 1965, and M.S. (Engineering), 1959, UCLA; B.I.E. (Industrial Engineering), 1952, Syracuse University

Background: Appointed 1965

Linda F. Newton
Director
Management Field Studies Program;
Lecturer



Contact: AGSM 3357; 825-2525

Primary Research Interests: Problem solving and decision making; communication, negotiations, and team building; organizational effectiveness, marketing, and planning

Teaching Area: Management field studies

Education: M.B.A., 1975, UCLA; B.A. (Social Science), 1969, California State University, San Diego

Background: Appointed—1984; development director, University of Washington (School and Graduate School of Business, College of Arts and Sciences), 1980–84; served as consultant and trainer for planning, goal setting, and development for community organizations; fundraising for major corporations and professional divisions, United Way, Inc. (Los Angeles), 1977–80; internal auditor, Atlantic Richfield, 1975–77; teacher, high school mathematics, 1970–73

Alfred Nicols
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Competition; market structure; industrial organization; theory of property rights

Teaching Areas: Microeconomics; marketing price policy; nonmarket resource associations

Education: Ph.D. (Economics), 1946, and M.A. (Economics), 1944, Harvard; B.A. (Philosophy), 1942, UCLA

Background: Appointed—1947

Frank E. Norton
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Optimal economic policies; structure of U.S. economy; long-range corporate planning

Teaching Areas: Macroeconomics; economic policy; business forecasting; money and capital markets

Education: Ph.D. (Economics), 1952, UC Berkeley; A.B. (Economics), 1942, California State University, San Jose

Background: Appointed—1948; economic consultant, Bureau of Labor Statistics, U.S. Department of Labor, 1960–61

Alfred E. Osborne, Jr.
Associate Professor
Business Economics



Director: Entrepreneurial Studies Center

Contact: AGSM 4284; 825-2985, 825-2508

Primary Research Interests: Applied microeconomics; financial institutions and capital market regulations; small business finance; entrepreneurship

Teaching Areas: Business economics; entrepreneurship

Education: Ph.D. (Business-Economics), 1974, M.B.A. (Finance), 1971, M.A. (Economics), 1971, and B.S. (Electrical Engineering), 1968, Stanford University

Background: Appointed—1972; member, board of directors, The Times Mirror Company, Industrial Bank, Nordstrom, Inc.; economic fellow, Securities and Exchange Commission, 1977–79; associate dean, Program Development, AGSM, 1984–87; assistant dean, 1979–84, director, MBA Program, AGSM, 1979–85; chairman, Municipal Finance Advisory Committee for the City of Los Angeles, 1985–present; member, board of economists, *Black Enterprise Magazine*, 1982–85; president, National Economic Association, 1981

William G. Ouchi
Professor
Policy and Organization



Director: Doctoral Program

Contact: AGSM 6341; 825-5848, 825-8908

Primary Research Interests: Mechanisms of control in large organizations; comparative studies in Asian and Western organizational forms; strategic organization of large firms; business-government relations

Teaching Areas: Organization theory; management, business and government

Education: D.Litt., 1982, Williams College; Ph.D. (Business Administration), 1972, University of Chicago; M.B.A. (Business Administration), 1967, Stanford University; B.A. (Political Economy), 1965, Williams College

Background: Appointed—1979; assistant to associate professor, Stanford University, 1972–79; lecturer, University of Chicago, 1971–72; member, Academy of Management

I.P.L. Png
Associate Professor
Business Economics



Contact: AGSM 6264; 825-2507

Primary Research Interests: Incentives and information; legal institutions; pricing strategy

Teaching Areas: International economics; managerial economics; pricing strategy

Education: Ph.D. (Business), 1985, Stanford University; B.A. with Honors (Economics), 1978, University of Cambridge

Background: Appointed—1984; assistant professor, 1985–90 and acting assistant professor, 1984–85, AGSM; lecturer, School of Management, National University of Singapore, 1987–88; special assistant to managing director, Government of Singapore Investment Corporation, 1982; infantry officer, Singapore Armed Forces, 1978–80; Outstanding Teaching Award, UCLA Fully Employed MBA Program, Class of 1991

Steven R. Postrel
Assistant Professor
Policy and Organization



Contact: AGSM 6353; 825-5292, 825-2506

Primary Research Interests: Applied game theory; model of firm heterogeneity; strategy/structure relationships

Teaching Areas: Business policy and corporate strategy

Education: Ph.D. (Economics), 1988, MIT; A.B. (Economics), 1982, Princeton University

Background: Appointed—1986; teaching assistant, MIT, 1985–86

Anthony P. Raia
Professor Emeritus



Contact: AGSM 6339; 825-4858, 206-8711

Primary Research Interests: Application of management and organization development concepts and techniques; action research in organizational innovation and change processes

Teaching Areas: Organizational change and development; advanced management theory; applied behavioral science; organization design; managerial problem solving

Education: Ph.D. (Management), 1963, and M.B.A. (Business Administration), 1960, UCLA; B.S. (Business Administration), 1956, Columbia University

Background: Appointed—1969; assistant dean, AGSM Office of Executive Education, 1975–77; consultant, TRW Systems Group, 1968–69; associate professor, University of Miami, 1965–68; assistant professor, University of Maryland, 1963–65

Jagmohan S. Raju
Assistant Professor
Marketing



Contact: AGSM 5278; 825-3287, 825-2504

Primary Research Interests: Marketing and marketing strategy; pricing; advertising

Teaching Areas: Marketing management; quantitative models for marketing decisions

Education: Ph.D. (Business), 1988, M.A. (Economics), 1988, and M.S. (Operations Research), 1986, Stanford University; M.B.A., 1982, Indian Institute of Management, Ahmedabad; B.S. (Electrical Engineering), 1977, Indian Institute of Technology, Delhi

Background: Appointed—1987; manager, corporate planning, National Radio and Electronics Company, Bombay, 1982–83; design engineer, Philips (India) Ltd., Bombay, 1976–80

Eric B. Rasmusen
Assistant Professor
Business Economics



Contact: AGSM 6249C; 825-2507

Primary Research Interests: Applied game theory; law and economics

Teaching Area: Microeconomics

Education: Ph.D. (Economics), 1984, MIT; M.A. (Economics), 1980, and B.A. (Economics), 1980, Yale University

Background: Appointed—1984; visiting assistant professor, University of Chicago, 1989–90; intern, National Center for Health Services Research, 1980

George W. Robbins
Dean Emeritus;
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Education: M.B.A. (Marketing), 1928, Harvard University; A.B. (Economics) 1926, UCLA

Background: Appointed—1931; dean, 1968–70; associate dean, 1948–68, and assistant professor, Economics, to professor, Marketing, 1939–70, AGSM; consultant to Department of State (AID), Turkey, 1971, and Bolivia, 1965; Ford Foundation, India, 1959 and 1963 (author of plan to establish Indian Institutes of Management at Ahmadabad and Calcutta); UCLA Alumni Award for Outstanding University Service, 1968; chairman, National Committee on the Emeriti, 1965–80; consultant to European Productivity Agency, Paris, 1958–59

Richard W. Roll
The Allstate Chair in Finance and Insurance;
Professor, Finance



Contact: AGSM 6383; 825-6118, 825-2508, 825-1953

Primary Research Interests: Finance; economic theory; statistics

Teaching Area: Finance

Education: Ph.D. (Economics, Finance, Statistics), 1969, University of Chicago; M.B.A. (Business), 1963, University of Washington; B.A.E. (Aeronautical Engineering), 1961, Auburn University

Background: Appointed—1976; Leo Melamed Prize, 1990; fellow, Econometric Society, 1989; Graham & Dodd Award, 1988; president, American Economic Association, 1987; professeur associe, Centre d'Enseignement Supérieure des Affaires, 1975–76; professeur, Institut Européen de Recherche Supérieure en Management, 1973–75; associate professor, Carnegie-Mellon, 1967–73; Irving Fisher Prize, 1968

Richard P. Rumelt

Associate Professor
Policy and Organization



Contact: AGSM 6333; 825-2592, 825-2506

Primary Research Interests: Strategy/structure relationships; corporate strategy contingencies; general management

Teaching Areas: Business policy; corporate strategy; general management; organization structure, diversification; decision theory; quantitative analysis

Education: D.B.A., 1972, Harvard University; M.S. (Electrical Engineering), 1965, and B.S. (Electrical Engineering), 1963, UC Berkeley

Background: Appointed—1976; 1980 George Robbins Distinguished Teaching Award, AGSM; consultant to Paine, Webber, Jackson and Curtis, and to DuPont and Rank Xerox; assistant professor, Harvard, 1974–76, Harvard Iran Center, 1972–74; systems engineer, Jet Propulsion Laboratory, 1963–66

Rakesh K. Sarin

Paine Chair in Management
Professor; Operations and Technology
Management



Academic Unit Head: Operations and Technology Management

Contact: AGSM 5224; 825-3930, 825-2502

Primary Research Interests: Decision analysis; societal risk analysis; application to operations management

Teaching Areas: Operations management; multicriteria decision making; decision theory

Education: Ph.D. (Operations Management), 1975, UCLA; M.B.A., 1971, Indian Institute of Management, Ahmedabad; B.E. (Mechanical Engineering), 1969, M.R. Engineering College, Jaipur

Background: Appointed—1979; associate editor, *Management Science* and *Large Scale Systems*; assistant professor, Purdue University, 1977–79; assistant professor, Indian Institute of Management, 1975–76

Specializations: Multicriteria decisions; decisions under risk; scheduling theory

Ernest Scalberg

Associate Dean
Program Development;
Adjunct Assistant Professor



Contact: AGSM 4383; 825-2632, 825-2032

Primary Research Interests: Evaluation of institutions of higher education; survey research; leadership assessment

Teaching Areas: Managerial problem solving; action research and policy analysis; policy implementation

Education: Ph.D. (Higher Education Administration/Organizational Behavior), 1978, UCLA; M.A. (Higher Education Administration/Behavioral Science), 1969, University of Denver; B.S. (Social Science/Psychology), 1967, Southern Oregon State College

Background: Appointed—1981; trustee, Executive MBA council; director, St. Vincent's Hospital; adviser, Marathon National Bank; assistant dean, MBA Programs, AGSM, 1983–87; assistant dean, Executive MBA Program, AGSM, 1981–83; consultant, California State College and University System, 1979–82, and Operation PUSH/EXCEL, 1978; coordinator, General Campus Planning, UCLA Chancellor's Office, 1977–80; special assistant to the vice chancellor to director of research and development, UCLA Division of Student and Campus Affairs, 1973–77; National Science Foundation panel review member, 1975 and 1976; consultant, National Teacher Corps, 1973; project director, HEW National Survey of Junior Colleges, UCLA Center for the Study of Evaluation, 1972; research associate, Colorado Commission on Higher Education, 1969–70

Specializations: Organizational measurement; program evaluation

Warren H. Schmidt

Senior Lecturer Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Management of conflict and creativity; use of mass media in education

Teaching Areas: Motivation; organization development; management development; management of conflict; public-private partnerships

Education: Ph.D. (Psychology), 1950, and M.A. (Psychology), 1948, Washington University; A.B. (Journalism), 1945, Wayne State University

Background: Appointed—1957; certified psychologist (California); diplomate, American Board of Professional Psychology; professor, USC School of Public Administration; adviser, CRM- McGraw Hill Management Film Series; chairman, Los Angeles County Economy and Efficiency Commission; president, Foundation for Effective Government; consultant, United Air Lines, Baskin Robbins, TRW, Xicom; Academy Award for Best Animated Film, 1971

Specialization: Organizational development

Hans Schöllhammer
Associate Professor
Policy and Organization



Director: International and Comparative Management Program

Contact: AGSM 6325; 825-3045, 825-2506

Primary Research Interests: Multinational business strategies; comparative management; entrepreneurship; management of innovation

Teaching Areas: International and comparative management; international business economics; business policy; entrepreneurship and venture initiation

Education: D.B.A. (International Business), 1967, and M.B.A. (International Business), 1963, Indiana University; Dipl. Kfm. (Economics), 1958, University of Munich

Background: Appointed—1967; visiting professor, Cranfield School of Management, England, 1975–76; Institute for International Studies, Fujinomiya, Japan, 1973–74 and 1984–85; and Columbia University, 1970–71; lecturer, Indiana University, 1966–67; assistant professor, INSEAD-European Institute of Business Administration, Fontainebleau, 1963–66

Eduardo S. Schwartz
California Chair in Real Estate and
Land Economics;
Professor, Finance



Contact: AGSM 6391; 825-2873, 825-1953

Primary Research Interests: Option pricing; valuation of fixed income securities; evaluation of natural resource investments; valuation of mortgage-backed securities

Teaching Areas: Theory of finance; corporate finance; options

Education: Ph.D. (Finance), 1975, and M.S. (Business Administration), 1973, University of British Columbia; B.Eng. (Industrial Engineering), University of Chile

Background: Appointed—1986; finance faculty, University of British Columbia, 1976–86; visiting professor, UC Berkeley, 1979–80; visiting scholar, London Business School, 1982–83; consultant to various corporations and government agencies

Carol A. Scott
Chair, Department of Management;
Professor, Marketing



Contact: AGSM 3250J/5284; 825-4461, 825-4458

Primary Research Interests: Information processing; communications strategies and consumer choice; evaluation of public policy and its effects on marketer and consumer behavior

Teaching Areas: Marketing management; advertising; consumer behavior

Education: Ph.D. (Marketing), 1975, and M.S. (Management), 1972, Northwestern University; B.S. (Education), 1970, University of Texas, Austin

Background: Appointed—1977; A.M.A. Doctoral Consortium Faculty Fellow, 1980–87; consultant to several profit and not-for-profit organizations; member, editorial board, *Journal of Consumer Research*; active in American Marketing Association, Association for Consumer Research, and American Psychological Association; Phi Kappa Phi, 1970

Specialization: Customer analysis for marketing strategy

John P. Shelton
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interest: Investments

Teaching Area: Finance

Education: Ph.D. (Business Economics), 1956, and M.B.A., 1949, Harvard; A.B. (Economics), 1941, Pomona College

Background: Appointed—1960

Gordon V. Shirley
Assistant Professor
Operations and Technology Management



Contact: AGSM 5218; 825-5611, 825-2502

Primary Research Interests: Models for design, planning, and control of flexible manufacturing and assembly systems; technology policy

Teaching Areas: Production and operations management; management of advanced manufacturing technologies

Education: D.B.A. (Operations Management), 1987, and M.B.A. (Operations Management/Finance), 1984, Harvard University; B.S. (Mechanical Engineering), 1977, University of the West Indies

Background: Appointed—1987; Harvard Business School doctoral fellowship, 1984–87; Alcan Aluminum scholarship, 1982–84; Jamaica government scholarship, 1974–77; research assistant, Harvard Business School, 1984–87; mechanical engineer, senior mechanical engineer, senior financial analyst, Alcan Aluminum Company, 1977–83

Mark S. Silver

Assistant Professor
Information Systems



Contact: AGSM 5325; 825-2182, 825-2502

Primary Research Interests: Decision support systems; information system restrictiveness; applications of artificial intelligence/expert systems techniques; computer-based systems for modeling and planning

Teaching Areas: Management information systems; decision support systems

Education: Ph.D. (Decision Sciences), 1986, The Wharton School, University of Pennsylvania; B.A. (Mathematics), 1977, University of Pennsylvania

Background: Appointed—1986; senior research fellow, Higher Education Finance Research Institute, 1979–86; doctoral fellow, Society for Information Management, 1983; IBM Fellowship in Information Systems, 1983–84; systems analyst, International Database Systems, Inc., 1978–79

Specialization: Decision support systems

Harry Simons

Professor Emeritus

Contact: AGSM 3353A; 825-4858, 206-8711

Teaching Area: Accounting

Education: C.P.A.; M.A. (Economics), 1936, and A.B. (Economics), 1934, UCLA

Background: Appointed—1946

Atanu R. Sinha

Acting Assistant Professor
Marketing



Contact: AGSM 5256; 825-5826, 825-2504

Primary Research Interests: Firm decisions in uncertain new product markets; effect of active learning on decisions in new markets; stability of latent structure models

Teaching Areas: Marketing research; marketing management; research methodology; statistics

Education: Ph.D. (in progress), New York University; M. Stat., 1981 and B. Stat. (Honors), 1980, Indian Statistical Institute

Background: Appointed—1991; marketing instructor, 1990–91, statistics instructor, 1989–90, New York University; market research executive, Tata Engineering and Locomotive Co., Bombay, India, 1982–86

Specializations: Data analysis; stochastic modelling

R. Clay Sprowls

Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Data base management systems; CASE; expert systems; executive information systems; voice systems

Teaching Areas: Data base management systems; CASE; expert systems; computer-integrated organizations

Education: Ph.D. (Statistics and Economics), 1951, and M.B.A., 1947, University of Chicago; B.A., 1942, New York State College for Teachers

Background: Appointed—1951; department chairman, AGSM, 1977–79

George A. Steiner

Harry and Elsa Kunin Professor of
Business and Society;
Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Strategic planning; management policy and strategy; business and society interrelationships

Teaching Areas: Strategic planning; management policy and strategy; business and society interrelationships

Education: Ph.D. (Economics), 1937, University of Illinois; M.A. (Economics), 1934, University of Pennsylvania; B.S. (Economics), 1933, Temple University

Background: Appointed—1956; Distinguished Educator Award, Academy of Management, 1990; Summer Marcus Award, Academy of Management, 1983; Special Diploma, Instituto Panamericano de Alta Direccion de Empresa (Mexico), 1979; president, Academy of Management, 1971–72; fellow, Academy of Management, International Academy of Management, and Planning Executives Institute; Distinguished Service Award, Executive Office of the President of the United States, 1968; Litt.D., 1963, Temple University; General Management Award, Society for Advancement of Management, 1963; co-founder, managing editor, *California Management Review*, 1957–62; senior economist, Lockheed Aircraft Corporation, 1954–56; five years administrative experience in the federal government, including director of Policy in the Defense Production Administration and Office of Defense Mobilization, 1950–53; Lt. USNR, 1943–46; member, numerous boards of directors; author and/or coauthor of 30+ books and pamphlets

Karen A. Stephenson
Assistant Professor
Human Resources and
Human Systems Development



Contact: AGSM 5341; 825-4817, 825-2505, 208-4118

Primary Research Interests: Organizational architecture; inter- and intra-corporate networks, corporate culture, creativity in the workplace

Teaching Areas: Network analysis; organizational architecture; aesthetic theories of technological work; anthropological approaches in the study of management

Education: Ph.D. (Anthropology), 1990, Harvard University; M.A. (Anthropology), 1982, University of Utah; B.A. (Art and Chemistry), 1974, Austin College

Background: Appointed—1990; consultant, Organizational Design and Communication Networks, 1988; pre-doctoral fellow, Department of Social Medicine and Health Policy, Harvard University, 1986

Specializations: Social network theory; organizational behavior; professional knowledge systems; institutional power

Yoon S. Suh
Assistant Professor
Accounting



Contact: AGSM 5232; 206-6903, 825-3271

Primary Research Interests: Information economics; agency theory; managerial accounting; tax

Teaching Areas: Managerial accounting; financial accounting

Education: C.P.A. (State of Texas); Ph.D. (Accounting), 1985, and M.P.A. (Accounting), 1981, University of Texas, Austin; B.A. (Economics), 1977, Seoul National University

Background: Appointed—1985; assistant instructor, University of Texas, Austin, 1981–85; Deloitte, Haskins & Sells Doctoral Fellow, 1983–85; junior economist, Bank of Korea, 1977–79

E. Burton Swanson
Professor
Information Systems



Academic Unit Head: Information Systems

Contact: AGSM 5333; 825-3654, 825-2502

Primary Research Interests: Information systems development, implementation, utilization, and maintenance

Teaching Areas: Information systems and applications

Education: Ph.D. (Business Administration), 1971, UC Berkeley; M.B.A., 1964, University of Michigan; B.S. (Industrial Engineering), 1962, San Jose State College

Background: Appointed—1974; editor, *Information Systems Research*, 1987–present; visiting professor, IBM European Systems Research Institute, La Hulpe, Belgium, 1982; 1980 George Robbins Distinguished Teaching Award, AGSM; visiting scientist, Studiengruppe für Systemforschung, Heidelberg, 1972–74; computer systems analyst, IBM Corporation, 1962–72

Victor C. Tabbush
Associate Dean and Lecturer
Business Economics



Director: Office of Executive Education

Contact: AGSM 2381; 825-2001

Primary Research Interests: Antitrust economics; public policy

Teaching Areas: Managerial microeconomics; public policy

Education: Ph.D., 1973, M.A., and B.A., UCLA

Background: Appointed—1979; lecturer, University of Nairobi (Kenya), 1976–77; assistant professor, University of Arizona, 1973–76

Specializations: Business economics; labor economics

Siu (Christopher) S. Tang

Associate Professor
Management Science



Contact: AGSM 6238; 825-4203, 825-2509

Primary Research Interests: Mathematical models of assembly automation; mathematical programming; production planning and inventory control problems; stochastic decision theory

Teaching Areas: Management science; statistics; production and operations management

Education: Ph.D. (Operations Research), 1985, and M.A. (Statistics), 1983, Yale University; B.S. (Mathematics), 1981, King's College, University of London

Background: Appointed—1985; research consultant, 1984—present, and research fellowship, 1983-84, IBM T.J. Watson Research Center; instructor, Southern Connecticut State University, 1983; lecturing fellow, Yale University, 1982-83

Specialization: Management science

Robert Tannenbaum

Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: People as individuals and as members of groups and organizations; process of individual, group, and organization growth

Teaching Area: Personal development

Education: Ph.D. (Industrial Relations), 1949, M.B.A. (Accounting), 1938, and A.B. (General Business), 1937, University of Chicago

Background: Appointed—1948; licensed psychologist (California); diplomate in industrial and organizational psychology (American Board of Professional Psychology); member, editorial board, *Journal of Humanistic Psychology*; member, National and Bay Area Organizational Development networks, NTL Institute, and Association for Humanistic Psychology; consultant, Dayton-Hudson Corp.

Specializations: Human systems development theory and practice: individual, small group, and organization development; theory of change; training of practitioners; alternate realities; futurism

Siew Hong Teoh

Assistant Professor
Accounting



Contact: AGSM 5224; 825-6500, 825-3271

Primary Research Interest: Regulation of auditing and disclosure

Teaching Area: Financial accounting

Education: Ph.D., 1988, and M.B.A., 1984, University of Chicago; M.S. (Economics), 1981, and B.Sc. (Economics), 1980, London School of Economics (first class honours)

Background: Appointed—1987; KPMG Peat Marwick Research Fellow, 1989-91

Specializations: Economic analysis of accounting decisions; auditing

Sheridan D. Titman

Professor
Finance



Vice Chairman: Department of Management

Contact: AGSM 6296; 825-2218, 825-2508

Primary Research Interests: Corporate finance; financial economic theory; real estate

Teaching Areas: Corporate finance; capital markets

Education: Ph.D. (Economics), 1981, and M.S. (Economics), 1978, Carnegie-Mellon University; B.S. (Management Science), 1975, University of Colorado

Background: Appointed—1980; member, Department of the Treasury, 1988-89; associate editor, *Journal of Finance*, *Review of Financial Studies*, *AREUEA Journal*, and *Journal of Real Estate Finance and Economics*

Walter N. Torous

Associate Professor
Finance



Contact: AGSM 6367; 825-4059, 825-2508

Primary Research Interests: Valuation of contingent claims including mortgage-backed securities; empirical issues in finance

Teaching Areas: Corporate finance; real estate finance; empirical methods in finance

Education: Ph.D. (Economics), 1981, University of Pennsylvania; B. Math., (Statistics and Economics), 1976, University of Waterloo

Background: Appointed—1988

Leonard Weil

Adjunct Assistant Professor
Finance



Contact: AGSM 5313; 825-1922

Primary Research Interests: Money and financial institutions

Teaching Area: Financial institutions

Education: B.A. (Economics), 1943, UCLA

Background: Appointed—1987; president, Mitsui Manufacturers Bank, 1962-86; member, American Economics Association

Ivo I. Welch

Assistant Professor
Finance



Contact: AGSM 6361; 825-2633, 825-2508

Primary Research Interest: Corporate finance

Teaching Area: Corporate finance

Education: Ph.D., 1990, and M.B.A., 1988, University of Chicago; B.A., 1985, Columbia University

Background: Appointed—1990

J. Fred Weston

Warren C. Cordner Chair in Money and
Financial Markets; Professor Emeritus, recalled;
Business Economics; Finance



Director: Research Program in Competition
and Business Policy

Contact: AGSM 6288; 825-2200

Primary Research Interests: Effects of industrial concentration; return of R&D investment; econometric study of industrial organization; mergers and corporate control

Teaching Areas: Managerial finance; business economics; industrial organization

Education: Ph.D. (Finance), 1948, M.B.A. (Business Economics), 1942, and B.A. (Political Science), 1937, University of Chicago

Background: Appointed—1949; consultant, General Accounting Office, Advisory Committee to U.S. Census Bureau, U.S.

Department of Commerce; director, Bunker Hill Bond Fund; president, Financial Management Association, 1979-80; president, Western Economics Association, 1963; president, American Finance Association, 1962

Specializations: Mergers; corporate control; restructuring; valuation; planning and control

Harold M. Williams

Professor
(On Leave - President, CEO, and Trustee,
The J. Paul Getty Trust)



Contact: AGSM 3284; 825-7982

Education: J.D., 1949, Harvard Law School; B.A. (Political Science), 1946, UCLA

Background: Appointed—1970; chairman, Securities and Exchange Commission, 1977-81; dean, AGSM, 1970-77; director, Pan Am. Corp., Times Mirror Company, American Medical International; regent, University of California; former director, Norton Simon, Inc., ARA Services, CNA Financial Corporation, Signal Companies, Montgomery Street Securities; trustee, Aerospace Corporation; member, National Advertising Review Board; energy coordinator, City of Los Angeles; cochairman, Citizens Commission on Los Angeles County Government; director, Los Angeles Area Chamber of Commerce; chairman of the board, Norton Simon, Inc., 1969-70; president, Hunt Foods and Industries, 1968-69; executive vice president, general manager, and president, Hunt-Wesson Foods, 1962-68

Robert M. Williams

Professor Emeritus



Contact: AGSM 3353A; 825-4858, 206-8711

Primary Research Interests: Business forecasting; economic development

Teaching Area: Business economics

Education: Ph.D. (Economics), 1950, Harvard University; M.A. (Economics), 1942, UCLA; B.A. (Physics), 1934, Pomona College

Background: Appointed—1947; UCLA Alumni Association University Service Award, 1981; director emeritus, ICA Imperial Corporation of America (Savings and Loan Holding Co.); founding director, UCLA Business Forecasting Project

Specialization: Regional and national business cycles

James Q. Wilson

James A. Collins Chair in Management;
Professor, Policy and Organization



Contact: AGSM 6315; 825-8908, 825-2840

Primary Research Interests: American government and politics; economic regulation; bureaucracy; crime and criminal justice

Teaching Areas: Political environment of American business; philosophical criticisms and defenses of capitalism

Education: Ph.D. (Political Science), 1959, University of Chicago; A.B. (Political Science), 1952, University of Redlands

Background: Appointed—1984; Henry Lee Shattuck Professor of Government at Harvard University, 1961–1987; author/co-author of twelve books on politics, bureaucracy, urban affairs, marine biology, crime, and criminal justice; fellow, American Academy of Arts and Sciences; member, American Philosophical Society, Council of Academic Advisers, American Enterprise Institute, and publications committee, *The Public Interest*; chairman of the board, Police Foundation; member of the board, New England Electric System; former member, President's Foreign Intelligence Advisory Board, Attorney General's Task Force on Violent Crime, and National Advisory Council on Drug Abuse Prevention; recipient, Charles E. Merriam Award, American Political Science Association, James Madison prize, American Political Science Association, 1990; president, APSA, 1991–92

Background: Appointed—1990; director, MBA Program in Technology Management, 1990–present; visiting professor, 1986–90; AGSM Outstanding Teacher of the Year Award, MBA program, 1988 and 1990, Executive MBA program, 1989; visiting professor, University of Houston, College Park, 1985–86; vice president-general manager, Oilfield Equipment, Services and Supplies Division, UGI Corp., 1981–85; assistant commissioner, U.S. Patent and Trademark Office, 1980–81; president, Zinder Management Services, Inc., 1977–80; chief, Bureau of Natural Gas, Federal Power Commission, 1976–77; deputy assistant administrator, Federal Energy Administration, 1974–76; group vice president, Evans Products Company, 1972–74; vice president-chief operating officer, W.S. Tyler, Inc. 1969–72; associate professor and director of New England Research Applications Center, University of Connecticut, 1966–69; lecturer, Northeastern University, 1964–66, Boston University, 1964; project administrator, North American Rockwell, 1962–63; engineering administrator, Douglas Aircraft Co., 1960–62; exploitation engineer, Shell Oil Co., 1954–60; partner-owner, Exploration Logging Co., 1952–54

Specializations: Production and operations management; entrepreneurship and start-up management

S. William Yost

Adjunct Professor
Operations and Technology Management



Contact: AGSM 5212; 825-6749, 825-2502

Primary Research Interests: Operations strategy; use of advanced operations technology for competitive advantage in entrepreneurial organizations; impact of innovation strategy upon the management of R&D

Teaching Areas: Operations and technology management; operations strategy, managing entrepreneurial operations; managing service operations; project management

Education: D.B.A. (Operations Management), 1968, Harvard University; M.B.A. (Production and Operations Management), 1963, UCLA; B.A. (Geological Sciences), 1953, University of California, Berkeley

VISITING FACULTY (not pictured)

Visiting Professors

Michael Firth
Accounting
5263 AGSM; 825-3271

W. Mark Fruin
Policy and Organization
6339 AGSM; 825-1835, 825-2506

Andrzej K. Kozminski
International and Comparative Management
6336 AGSM; 825-8108, 825-2506

Nicholas S. Majluf
Policy and Organization
6259 AGSM; 206-8628, 825-2506

David F. Midgley
Marketing
5263 AGSM; 206-3739, 825-2504

J. Robin Wensley
Marketing
5263 AGSM; 206-3739, 825-2504

Visiting Associate Professors

Punam Anand
Marketing
5265 AGSM; 825-3765, 825-2504

Alan L. Carsrud
Business Economics
6263 AGSM; 825-1808, 206-8711

Brian S. Mittman
Policy and Organization
6241 AGSM; 825-1142, 825-2506

Daniel W.C. Quan
Finance and Real Estate
6246 AGSM; 825-1931, 825-2508

Jone Rymer
Communication Program
5239 AGSM; 825-1832, 825-2502

Robert S. Spich
Policy and Organization
6336 AGSM; 825-8108, 825-2506

George S. Yip
Policy and Organization
6331 AGSM; 825-7348, 825-2506

Visiting Assistant Professors

Shaghil Ahmed
Business Economics
6266 AGSM; 825-4083, 825-2507

Timothy M. Devinney
Marketing
5268 AGSM; 825-4046, 825-2504

Ariella Herman
Management Science
6232 AGSM; 825-3624, 825-2509

Elliott Mittler
Operations and Technology Management
5218 AGSM; 825-5681, 825-2502

Maria L. Nathan
Policy and Organization
6338 AGSM; 825-2230, 825-2506

David Reitman
Business Economics
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Thomas F. Sternfield
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Thomas Streich
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Hope Tschopik
5356 AGSM; 206-4052

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4284 AGSM; 206-8711

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J. Clayburn La Force
Dean
3284 AGSM, 825-7982



William G. Ouchi
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3379 AGSM, 206-1444



Carol A. Scott
Chair, Department of Management
3250J AGSM, 825-4461



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3284 AGSM, 825-1596



Administrative Officers *(alphabetical)*

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Robert B. Andrews
Associate Dean, Operations
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Linda Baldwin
Acting Director, MBA Admissions;
Director, Riordan Programs
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3371 AGSM, 825-4316



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Associate Dean, Program Development
4383 AGSM, 825-2632



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4250 AGSM, 206-0639



Fran Spears
Associate Dean, External Affairs
4250 AGSM, 206-5245



Mary Daily
Director, Public Relations
4250G AGSM, 206-8197



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1349 AGSM, 825-3325

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3320D AGSM, 825-2402

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3320 AGSM, 825-1869

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3250G AGSM, 825-2931

**Andrea McAleenan**

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3371 AGSM, 825-2525



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3320 AGSM, 825-1381

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3320 AGSM, 825-1383

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