# 2008 Who Went Where? Survey Results

Conducted by the Doctoral Student Special Interest Group (DocSIG) of the American Marketing Association

http://docsig.eci.gsu.edu



Annie Peng Cui Kevin Trainor Jodie Ferguson Maureen Bourassa



# 2008 "Who Went Where" Survey Results

\* Compiled by Annie Peng Cui (pcui@kent.edu) and Kevin Trainor (ktrainor@kent.edu)

#### Name

Andrew Gallan Maura Scott Vladas Griskevicius Luke Kachersky **Ryall Carroll** M. Deniz Dalman Gaia Rubera Daniel Korschun Hilke Plassmann Irfan Butt Lien Lamev Qiang Liu Chris Marchegiani Amy Dalton Mitchell Lovett **Robin Tanner** Brian Murtha Tracey King Jodie L. Ferguson Vincent E. Georgie Arun Lakshmanan Michael Wiles Robert Ridlon Yacheng Sun Zsolt Katona Anissa Negra D. Selcen O. Aykac Annie Peng Cui Erin Cavusgil Joseph Miller Michael A. Stanko Zac Williams Sean Sands Pragya Mathur Federico Rossi **Gonca Pinar Soysal** Jiewen Hong Lei Wang Manish Tripathi Ryan Hamilton Sandeep Rao Chandukala

**Degree-Granting Institution** Arizona State U. Arizona State U. Arizona State U. Baruch College / CUNY Baruch College / CUNY Binghamton U. / SUNY Bocconi U. Boston U. Caltech (Post-Doc) /U. of Muenster (PhD) Carleton U. Catholic U. Leuven Cornell U. Curtin U. Duke U. Duke U. Duke U. Georgia Institute of Technology Georgia Institute of Technology Georgia State U. **HEC Montréal** Indiana U., Bloomington Indiana U., Bloomington Indiana U., Bloomington Indiana U., Bloomington **INSEAD** ISG Tunis (Tunisia) Istanbul Technical U. Kent State U. Michigan State U. Michigan State U. Michigan State U. Mississippi State U. Monash U. New York U. Northwestern U. Northwestern U. Northwestern U. Northwestern U. Northwestern U. Northwestern U. Ohio State U.

**Hiring Institution** Case Western Reserve U. U. of Kentucky U. of Minnesota Fordham U. St. John's U. Ithaca College Michigan State U. Drexel U. **INSEAD** Lahore U. of Management Sciences Lessius Purdue U. Curtin U. Hong Kong U. of Science and Tech. U. of Rochester U. of Wisconsin - Madison U. of Kentucky American U. Virginia Commonwealth U. U. of Windsor U. at Buffalo / SUNY Arizona State U. Sungkyunkwan U. U. of Colorado at Boulder U. of California, Berkeley ISG Sousse (Tunisia) Ozyegin U. West Virginia U. U. of Michigan - Flint Rochester Institute of Technology North Carolina State U. Central Michigan U. Chant Link & Associates Baruch College / CUNY U. of North Carolina U. of Texas at Dallas Hong Kong U. of Science and Tech. **Rutgers** Emory U. Emory U. Indiana U.

DocSIG thanks Georgia State University for hosting the survey online.

Altaf Merchant Amro Maher Theresa A. Kirchner Rui Wang Donglei Qiu Maureen Bourassa **Stephen France** J. Alexander Smith Srdan Zdravkovic Paul Dwyer Sujan Dan Michael Levin Mandy Ortiz Melissa Markley Paul M. Connell Wendy Boland **Brent Williams** Elvria Kemp Kenneth Bates Miranda R. Goode Xiaohua Zeng Rajani Ganesh Pillai **Bruce Pfeiffer** Jennifer (Kat) Bechkoff Rajesh Bagchi Denish Shah J. Andrew Petersen Morris George Dan Rice Juliano Laran Mayukh Dass Michael Merz Yi He **Doug Hughes** Doug Walker Cheryl Luczak Carla Y. Childers Shannon B. Rinaldo Gauri Kulkarni Sampath Ranganathan Susan Myers William Hedgcock Amber M. Epp Aubrey R. Fowler III **Clinton** Lanier

### **Degree-Granting Institution** Old Dominion U. Old Dominion U. Old Dominion U. Pennsylvania State U. Purdue U. Oueen's U. **Rutgers** Saint Louis U. Saint Louis U. Texas A&M U. Texas A&M U. Texas Tech U. U. of Alabama U. of Alabama U. of Arizona U. of Arizona U. of Arkansas U. of Arkansas U. of Arkansas U. of British Columbia U. of British Columbia U. of Central Florida U. of Cincinnati U. of Cincinnati U. of Colorado at Boulder U. of Connecticut U. of Connecticut U. of Connecticut U. of Florida U. of Florida U. of Georgia U. of Hawaii at Manoa U. of Hawaii at Manoa U. of Houston U. of Houston U. of Illinois at Chicago U. of Kentucky U. of Kentucky U. of Maryland U. of Memphis U. of Memphis U. of Minnesota U. of Nebraska - Lincoln U. of Nebraska - Lincoln U. of Nebraska - Lincoln

#### **Hiring Institution**

U. of Washington - Tacoma Indiana State U. Hampton U. Peking U. Michigan State U. U. of Saskatchewan U. of Wisconsin - Milwaukee Oklahoma City U. Bryant U. Willamette U. U. of Tennessee Otterbein College U. of San Francisco DePaul U. Stony Brook / SUNY American U. Texas Christian U. Texas State U. Berry College U. of Western Ontario City U. of Hong Kong North Dakota State U. of New Hampshire San Jose State U. Virginia Tech Georgia State U. U. of North Carolina at Chapel Hill Baylor U. Louisiana State U. U. of Miami Texas Tech U. San Jose State U. California State U., East Bay Michigan State U. Iowa State U. Saint Xavier U. Ohio U. Texas Tech U. Loyola College U. of Wisconsin - Green Bay U. of Central Arkansas U. of Iowa U. of Wisconsin - Madison Valdosta State U. U. of Saint Thomas

#### Name

Julia (Julie) R. Pennington Rod Duclos Preethika Seshasainam **Clinton Amos** Lilly Ye Pete Whalen Kinshuk Jerath S. Sajeesh Sam Hui Christopher Groening Ryan Luchs Syagnik (Sy) Banerjee Tim Ozcan Sangwoo Shin Alexander Krasnikov Cait Poynor Seema Pai Frederick Bonney **Rodney Thomas** Jennifer Lee Young Kim, MinChung Michael Luchs **Dongling Huang** Doan Nguyen Ekaterina Karniouchina Eric Dolansky Gokcen Coskuner-Balli Trent Wachner Sudipt Roy Tina (Tingting) He Oliver Götz

#### **Degree-Granting Institution**

U. of Nebraska - Lincoln U. of North Carolina at Chapel Hill U. of North Carolina at Chapel Hill U. of North Texas U. of North Texas U. of Oregon U. of Pennsylvania U. of Pennsylvania U. of Pennsylvania U. of Pittsburgh U. of Pittsburgh U. of Rhode Island U. of Rhode Island U. of Rochester U. of South Carolina U. of South Carolina U. of Southern California U. of Tennessee at Knoxville U. of Tennessee at Knoxville U. of Texas at Austin U. of Texas at Austin U. of Texas at Austin U. of Texas at Dallas U. of Utah U. of Utah U. of Western Ontario U. of Wisconsin - Madison Washington State U. Washington U. in St. Louis Washington U. in St. Louis WHU – Otto Beisheim School of Management

#### **Hiring Institution**

U. of Wisconsin - Eau Claire Hong Kong U. of Science and Tech. Indiana U. Augusta State U. Frostburg State U. U. of Denver Carnegie Mellon U. Baruch College / CUNY New York U. U. of Missouri Duquesne U. U. of Michigan - Flint Southern Illinois U. - Edwardsville Purdue U. George Washington U. U. of Pittsburgh Boston U. Florida State U. Georgia Southern U. Bradley U. Hong Kong Polytechnic U. The College of William and Mary Rensselaer Polytechnic Institute California State U. Chapman U. Brock U. Chapman U. Creighton U. Indian School of Business U. of Wisconsin - Milwaukee U. of Münster

### **Summary Data**

One hundred and nineteen (119) marketing doctoral students/candidates/newly-minted PhDs took our survey. As in past years' surveys, the data analysis is based on marketing faculty hires in the U.S. (n = 94). The sample size is slightly higher than that of the 2007 sample (Total n = 115; U.S. n=83).

### **Salary Information\***

	Mean	Median	Mode	Minimum	Maximum
9-Month Salary	\$ 114,857	\$ 118,000	\$ 125,000	\$ 65,000	\$ 151,000
Summer	18,000	20,000	0**	0	33,000
<b>Overall Salary</b>	132,857	138,000	125,000	65,000	184,000

\*All salary information reported is rounded to the nearest USD.

\*\* 12 respondents reported \$0 summer funding.

### Mean Salary Information by Type of Hiring Institution

Type of Hiring	Number of	9-Month		
Institution*	Candidates	Salary	Summer Support	Overall Salary
Research-Private	17	\$ 123,588	\$ 23,498	\$ 147,086
Research-Public	50	119,473	20,130	139,603
Balanced-Private	16	101,625	7,063	108,686
Balanced-Public	11	99,636	6,318	105,954

\* As in past years' surveys, a school is classified as a "research" school if it has teaching loads of 4 or fewer courses per year. If a school does not meet these requirements, it is classified as a "balanced" school.

### Mean Salary Information by Whether Hiring Institution Has Ph.D. Program

Ph.D. Program at Hiring Institution	Number of Candidates	9-Month Salary	Summer Support	Overall Salary
Yes	42	\$ 128,093	\$ 25,060	\$ 153,153
No	52	104,168	10,307	114,475

		by Teaching Load		
Academic				
Year Teaching	Number of		Summer	
Load*	Candidates	9-Month Salary	Support**	Overall Salary
2	10	\$ 128,114	\$ 25,112	\$ 153,226
3	38	123,052	21,194	144,246
4	17	109,794	18,022	127,816
5	11	109,000	10,500	119,500
6	13	98,692	4,692	103,384
7	2	87,500	3,000	90,500
8***	1	n/a	n/a	n/a

### Mean Salary Information by Teaching Load

\*Respondents reported teaching loads during the next academic year (i.e., excluding summer).

\*\* Please note that summer financial support is not necessarily for summer teaching.

\*\*\* Salaries are not reported to maintain confidentiality of the respondent/school.

### Mean Salary Information by Different Course Preparations

Academic				
Year				
Different	Number of		Summer	
Preps*	Candidates	9-Month Salary	Support	Overall Salary
1	35	\$ 125,690	\$ 24,010	\$ 149,700
2	43	110,872	14,421	125,293
3	9	99,111	5,500	104,611
4	2	86,500	0	86,500

\*For example, 2 indicates he/she will teach 2 different courses during the next academic year.

### **Other Financial Perks\***

	# Reporting Perk	# Reporting \$ Amount	Mean	Median	Mode	Minimum	Maximum
Moving	87	82	\$6,770	\$5,000	\$5,000	\$1,000	\$15,000
Research stipend	25	10	6,190	5,000	7,500	2,400	10,000

\*Other perks mentioned: conference travel budget, start-up budget, technology budget, access to database, software, house-hunting trip, relocation services, real estate assistance, housing grant, low-interest mortgage, parking, reduced teaching load for first 2 years, graduate assistants, and summer teaching option.

Dissertation Status	Frequency	Valid Percentage	Mean Overall Salary
Proposal not defended	14	14.9%	\$ 119,088
Proposal defended, no data collected	26	27.7%	125,144
Proposal defended, some data collected	51	54.3%	139,400
Dissertation defended	3	3.2%	127,500

## **Dissertation Status and Overall Salary**

### Years in Doctoral Program Completed Before Going on the Market and Overall Salary

Years in Doctoral Program Completed Before Going on the Market	Frequency	Percentage	Overall Salary*
2	1	1.1%	n/a
2.5	1	1.1%	n/a
3	32	34.0%	\$ 118,986
3.5	8	8.5%	128,816
4	36	38.3%	136,619
4.5	5	5.3%	155,756
5	8	8.5%	146,466
5.5	1	1.1%	n/a
6	1	1.1%	n/a
7	1	1.1%	n/a

\* Salaries are not reported individually to maintain confidentiality of these individuals/schools.

# Main Research Area and Overall Salary

Main Research Area	Frequency	Percentage	Me	Overall ean Salary
Consumer Behavior	43	46.2%	\$	126,519
Strategy	20	21.5%		131,154
Modeling	22	23.7%		150,794
Supply Chain/Logistics	3	3.2%		119,250
International	3	3.2%		109,250
Other: 1 Service, 1 Managerial	2	2.2%		118,000

\*\* Other salaries are not reported individually to maintain confidentiality of these individuals/schools.

Requirement	Mean	Median	Mode	Minimum	Maximum
Type/Level of Journal*	3.43	3	3	1	5
# "A" Publications**	1.84	1	0	0	6
# Overall Publications	4.29	5	6	0	10

#### **Tenure Requirement at Hiring Institution**

\* 1 = Conference proceedings, as well as A and B journals, count at my institution; 2 = B journals count and A journals are not expected; 3 = B journals count, but there are some expectations for A journals; 4 = B journals count, but only very little; 5 = Only A journals count

\*\* According to comments from previous surveys, "A-level marketing journals" are changed to only include *JM*, *JMR*, *JCR*, and *MS* (leaving *JR* and *JAMS* out).

#### Means of Tenure Requirements by Type of Hiring Institution

<i>Type of Hiring</i> <i>Institution*</i>	Type/Level of Publication** Needed	# of "A" Publications*** for Tenure	<i>Total # of</i> <i>Publications</i> <i>for Tenure</i>
Research-Private	4.12	2.29	4.00
Research-Public	3.76	2.46	4.22
Balanced-Private	2.50	0.56	4.75
Balanced-Public	2.27	0.18	4.36

\* As in past years' surveys, a school is classified as a "research" school if it has teaching loads of 4 or fewer courses per year. If a school does not meet these requirements, it is classified as a "balanced" school. \*\*1 = Conference proceedings, as well as A and B journals, count at my institution; 2 = B journals count and A journals are not expected; 3 = B journals count, but there are some expectations for A journals; 4 = B journals count, but only very little; 5 = Only A journals count

\*\*\*According to comments from previous surveys, "A-level marketing journals" are changed to only include *JM*, *JMR*, *JCR*, and *MS*.

### **JOB SEARCH INFORMATION**

### The Process: Applications to Offers

	Mean	Median	Mode	Minimum	Maximum
Application letters sent out	71	70	60	1	300
AMA interviews completed	17	19	21	0	34
Campus visit offers	6	5	5	1	15
<i>Campus visits accepted &amp; made</i>	4.5	4	3	1	13
Job offers received	2.7	2	2	1	7

### Means for Job Search Information By Type of Hiring Institution

<i>Type of Hiring</i> <i>Institution*</i>	Application Letters Sent Out	AMA Interviews Completed	Campus Visit Offers	Campus Visits Accepted	Job Offers
Research-Private	58	18.6	5.9	5.0	3.2
Research-Public	81	18.6	6.4	5.0	2.8
Balanced-Private	54	14.9	4.8	3.4	2.0
Balanced-Public	70	12.0	3.9	2.7	2.4

\* A school is classified as a "research" school if it has teaching loads of 4 or fewer courses per year. If a school does not meet these requirements, it is classified as a "balanced" school.

Years in doctoral program completed					
before going on market	3.76	4	4	2	7
Years needed to finish degree	4.68	5	5	3	8
Years of industry experience*	5.18	5	0	0	22

### **Other Information About Respondents**

	Y	es	No		
	Frequency	Percentage	Frequency	Percentage	
Attended AMA Sheth Doctoral Consortium	48	51.1%	46	48.9%	

Publication type/status	Mean	Median	Mode	Minimum	Maximum
Conference presentations/proceeding	4.46	4	4	0	14
A-level marketing journals**					
Under 1 <sup>st</sup> review	0.62	0	0	0	5
Past 1 <sup>st</sup> review	0.35	0	0	0	4
Accepted/published	0.11	0	0	0	2
B-level or lower marketing journals					
Under 1 <sup>st</sup> review	0.49	0	0	0	3
Past 1 <sup>st</sup> review	0.37	0	0	0	3
Accepted/published	0.82	0	0	0	5

## **Publication Record Information\***

\*Publication record at time of AMA interviews.

\*\* According to comments from previous surveys, "A-level marketing journals" are changed to only include *JM*, *JMR*, *JCR*, and *MS*. To make the results more comparable to previous years' surveys, the next table incorporates publications with *JR* and *JAMS* as A-level journals.

# Publication Record Including JR and JAMS as A-Level Journals\*

Publication type/status	Mean	Median	Mode	Minimum	Maximum
A-level marketing journals Accepted/published	0.20	0	0	0	4
B-level or lower marketing journals	0 50	0	0		-
Accepted/published	0.72	0	0	0	5
* Results in this table include JR and JAMS a	s A-level j	ournals.	, , , , , , , , , , , , , , , , , , ,	-	-

	Number of Manuscripts							
Journal type/ Publication status		0		1	,	2	3 o	r more
	Freq.	Perc.	Freq.	Perc.	Freq.	Perc.	Freq.	Perc.
A-level marketing journals**								
Under 1 <sup>st</sup> review	51	54.3%	31	33.3%	9	9.7%	2	2.2%
Past 1 <sup>st</sup> review	71	76.3%	15	16.1%	5	5.4%	2	2.2%
Accepted/published	85	91.4%	6	6.5%	2	2.2%	0	0%
B-level or lower marketing journals								
Under $1^{st}$ review	61	67.8%	20	22.2%	3	3.3%	6	6.7%
Past 1 <sup>st</sup> review	68	74.7%	15	16.5%	5	5.5%	3	3.3%
Accepted/published	50	54.3%	23	25%	9	9.8%	10	10.9%

## Publication Record Frequencies and Percentages of Journal Submissions/Acceptances\*

\*Publication record at time of AMA interviews.

\*\*A-level marketing journals were classified as *JM*, *JMR*, *JCR* and *MS*.

Publication Outlet	Total # of Papers
Academy of Marketing Science Review	1
American Behavioral Scientist	1
Asian Journal of Marketing	1
Budapest Management Review	1
California Management Review	1
College Student Journal	1
Consumption Market and Culture	1
Current Directions in Psychological Science	1
CyberPsychology and Behavior	1
Electronic Journal of E-Government	1
Ergonomics in Design	1
European Business Review	1
Harvard Business Review	1
Industrial Marketing Management	2
International Journal of Advertising	3
International Journal of Interactive Marketing and Advertising	1
International Journal of Management Reviews	1
International Journal of Non-profit and Voluntary Sector Marketing	3
International Journal of Operations and Production Management	1
International Journal of Physical Distribution & Logistics Management	3
International Journal of Research in Marketing	1
International Marketing Review	3
Journal of Advancement for Marketing Education	1
Journal of Advertising	1
Journal of Applied Social Psychology	1
Journal of Business & Industrial Marketing	2
Journal of Business Ethics	1
Journal of Business Logistics	1
Journal of Business Research	2
Journal of Consumer Affairs	1

# New Marketing Faculty Class of 2008: Contributions to Journals\*

Publication Outlet	Total # of Papers
Journal of Consumer Culture	1
Journal of Consumer Marketing	1
Journal of Consumer Research	13
Journal of Contemporary Ethnography	1
Journal of Current Issues & Research in Advertising	3
Journal of Current Issues in Finance, Business and Economics	2
Journal of Experimental Social Psychology	1
Journal of Global Marketing	2
Journal of Industrial Economics	1
Journal of Interactive Marketing	1
Journal of International Marketing	1
Journal of Marketing	5
Journal of Marketing Research	1
Journal of Marketing Studies	1
Journal of Marketing Theory Practice	1
Journal of Neural Imaging	1
Journal of Neuroscience	1
Journal of Personal Selling & Sales Management	3
Journal of Personality & Social Psychology	4
Journal of Pharmaceutical Marketing and Management	1
Journal of Product and Brand Management	1
Journal of Product Innovation Management	2
Journal of Public Policy and Marketing	1
Journal of Retailing	4
Journal of Service Marketing	1
Journal of Service Research	3
Journal of the Academy of Marketing Science	5
Long Range Planning	1
Management Science	1
Marketing Letters	3
Marketing Management Journal	2
Marketing Research Magazine	2

Publication Outlet	Total # of Papers
Marketing Science	1
Psychological Science	2
Psychology and Marketing	1
Qualitative Market Research	1
Research in International Business and Finance	1
Review of Marketing Research	3
Science Magazine	1
Simulation and Gaming	1
Sloan Management Review	2
Thunderbird International Business Review	1

\*Publication record at time of AMA interviews. \*\*A-level marketing journals were classified as *JM*, *JMR*, *JCR* and *MS*.

# Congratulations to the new faculty class of 2008, from DocSIG.