



## PHD IN DECISION SCIENCES

INSEAD is recruiting candidates to join the PhD in Decision Sciences for the 2024 intake. Applicants keen to pursue a successful career in academia as a professor of management specialising in Decision Sciences are highly encouraged to apply. The online application opens in September 2023.

Decision Sciences is an interdisciplinary field that draws on economics, machine learning, statistical decision theory, forecasting, and cognitive psychology. Broadly, Decision Sciences at INSEAD addresses three fundamental and interrelated questions. First, how should a "rational" person make decisions? This question is at the heart of economics and often serves as a baseline for evaluating human decision-making. Second, how do people make decisions? Recent research has explored how people are "boundedly rational" and utilise rules of thumb and shortcuts to formulate judgments and choose alternatives. These shortcuts often do well, but they lead to systematic biases and serious errors equally often. Finally, given what we know about rational decision-making and actual behaviour, how can we help people, especially managers, improve their decision-making? Decision researchers employ various techniques to improve decision-making, from sharpening statistical intuition to quantitative decision analysis.

The Decision Sciences specialisation at INSEAD includes an intellectually diverse faculty that tackles the above questions from many perspectives. DSC faculty members are committed to the idea that decision-making involves paradoxical tensions between qualitative and quantitative, gut feeling and pure logical reasoning. Consequently, the field aims to provide students with the technical training that serves as a basis for decision modelling and the more qualitative and psychological training required to understand the always present "human" element.

Some of the research undertaken by the faculty in the area are:

### Decision-Making Under Uncertainty

- Ambiguity and Delayed Resolution of Uncertainty
- Regrets for Irreversible Decisions
- Almost Stochastic Dominance
- R&D / Creative Activity
- Aggregating Information, Framing the Decision Problem, and Decentralised Decision Making

### Individual and Group Decision Making; Negotiations

- Question-Asking in Organisations
- Decision-Making and Identity
- Prosocial Behaviour
- Decision-Making Effectiveness
- Negotiation Process (moves in time)
- Negotiation, Emotion and Gender
- Sequential Negotiations
- Multiparty Negotiation

### Machine Learning and AI; Optimisation

- Understanding the New AI Risks
- Approximating Intractable Optimisation Problems

## EXPERIENCE THE INSEAD PHD

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- Making Personalised Decisions in Highly Relevant Contexts Using Randomised Experiments

For more info, please visit [insead.ad/phd/decision-sciences](https://insead.ad/phd/decision-sciences) and [insead.ad/experience-insead-phd-decision-sciences](https://insead.ad/experience-insead-phd-decision-sciences).

## WHAT ARE WE LOOKING FOR IN OUR PROSPECTS?

Our standards are high but extremely broad. We welcome applications from various backgrounds, but what successful applicants have in common is their desire to pursue a career in business academia.

Ideal candidates have strong backgrounds in but are not limited to economics, mathematics, statistics, computer sciences, or related fields, with exceptional degrees in any rigorous disciplines and a desire for theoretical research. Research interests cover decision-making under uncertainty; decision-making and AI; machine learning, statistics, forecasting and optimisation; operations research; negotiation and auction analysis; and behavioural decision-making, among others.

Students come with little or no work experience or as experienced professionals having worked in research, consultancy, manufacturing and related industries. Although not essential when applying, prior research experience is helpful.

## SCHOLARSHIP DETAILS

All admitted candidates receive a full-tuition fee waiver, an annual stipend\* to cover the cost of living and accommodation for five years of full-time study, research and conference budget support, and health insurance coverage. This generous benefit is available to all admitted PhD students in the first five years of PhD studies, and we renew it annually based on satisfactory progress in the programme.

- **Recruitment period:** September 2022 until the first week of January 2023
- **Start of intake:** mid-August 2023
- **Location of studies:** Fontainebleau, France and Singapore
- **Study form:** Full-time
- **Duration:** Five years (two years of course work, followed by three years of dissertation)
- **Funding:** [Full funding](#)\* for the first five years of doctoral studies; grant applies to all admitted students;
- **Campus exchange:** Compulsory between France and Singapore; an option PhD exchange with Wharton through the INSEAD-Wharton Alliance and benefit from the partnership with Sorbonne Université in Paris, France ([dual-degree option](#))

\*Visit <https://insead.ad/phd/financing> for the latest updates.

## MINIMUM ADMISSIONS REQUIREMENTS

- A bachelor's degree or equivalent, with or without a master's; a management background is non-compulsory
- A GMAT or GRE score (less than five years old)
- A TOEFL score (less than two years old); *we automatically waive the TOEFL test if you have studied your degree exclusively in English.* Unfortunately, we do not accept the IELTS test instead of the TOEFL.
- E-copies of official academic transcripts and certificates; if these documents are not in English, we require an official third-party English translation
- Three letters of recommendation, preferably from faculty members

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PhD in Management  
Programme

Explore Exciting Careers in Business Academia  
Call for applications, 2024 intake

- A statement of purpose (1,500 words essay)
- Open one-way recorded interview
- A fee of €50 per application
- A live interview once successfully shortlisted

More details on <https://inse.ad/phd/admissions>

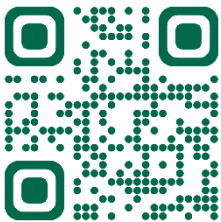
## HOW TO APPLY?

Applicants start an online application at <https://inse.ad/phd-apply-2023> and upload e-copies of supporting documents.

## DEADLINES:

- Preferred deadline: Friday, 15 December 2023
- Last day of submission of the online application: Monday, 08 January 2024, 23:59 CET
- Last day of submission of the open one-way recorded interview: Sunday, 14 January 2024, 23:59 CET

**FAQS:** <https://inse.ad/phd-admissions-FAQs> | **More Questions:** <https://inse.ad/phd-contact-us>



Scan to download the contact details of our Recruitment and Admissions Senior Manager or click this link: <https://inse.ad/phd-ann-julaton-v-card>

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