



## PHD IN DECISION SCIENCES

INSEAD is looking for candidates to join the PhD in Decision Sciences for the 2025 intake. Applicants keen to pursue a successful career in academia as a professor of management specialising in Decision Sciences are encouraged to apply. Online applications open in September.

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
- Making Personalised Decisions in Highly Relevant Contexts Using Randomised Experiments

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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.

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.

- **Start of intake:** mid-August 2025
- **Location of studies:** Fontainebleau, France and Singapore (choose one campus)
- **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 optional 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 complete and latest information.

## 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; new formats accepted).
- 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; we require an official third-party English translation if these documents are not in English.
- Three letters of recommendation, preferably from faculty members.
- 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://insead.ad/phd/admissions>

**DEADLINES:** preferred deadline – mid-December 2024, last day of submission – first week of January 2025

**FAQS:** <https://insead.ad/phd-admissions-FAQs> | **More Questions:** <https://insead.ad/contact-phd-2024>

Contact our Recruitment and Admissions Representative at <https://insead.ad/phd-ann-julaton-v-card>.

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