

Guidelines – How to apply for the Ph.D. Programme at the Chair for Business Administration and Family Entrepreneurship

Our Ph.D. or graduate programme offers a structured supervision very close to the doctoral students' progress. We offer a doctoral colloquium where doctoral students can exchange ideas and get in contact with other scientists. As the Witten Institute for Family Business is based on an interdisciplinary approach, we constantly promote the collaboration with neighbouring disciplines and the dialogue between experienced scholars and junior scientists.

If you decide to apply for our Ph.D. programme, please get in contact with Prof. Andrea Calabrò (andrea.calabro@uni-wh.de) and submit an elaborate and well-structured research proposal considering the following points:

1. Introduction into your topic

- a) Which is the current debate about the research topic?
- b) Which are the existing gaps?
- c) Why is it relevant to take your perspective(s) and address your research questions?
- d) Which are your contributions to theory and practice?

2. Theoretical debate

- a) Which are the gaps?
- b) Identify the overall research questions
- c) Which hypotheses (propositions) do you have?

3. Methods

- a) Systematic literature review (or narrative review or build a new theoretical model)
- b) Case study analyses (who, how, when)
- c) Quantitative analyses (regressions, MANOVA, PLS, etc.)
- d) Do you have already data or do you need to collect your own data?

4. Expected results (short, you cannot know them now)

5. Contributions to theory and practice

6. References

7. Timetable (of your PhD related to the different steps that you need to achieve)

After submission of your proposal Prof. Calabrò will start the evaluation process. He will invite you for an interview and decide afterwards if you can start the Ph.D. programme (or not). Prof. Calabrò will be your supervisor in this programme.

The Ph.D. Programme – Your activities

Once you have started the Ph.D. programme, you will have to write **THREE** papers. The papers will be written in English and submitted in a journal you and Prof. Calabrò agree on. After the first review process (step) of your articles you will have to write the thesis not exceeding 150 pages about the overall topic in a book form. This will be the final output of your PhD program.