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Cahners-Rabb Professor of Business Administration
Harvard Business School
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ACADEMIC & ADMINISTRATIVE APPOINTMENTS

2004 - Cahners-Rabb Professor of Business Administration,
Harvard Business School

2020 – 2023 Unit Head, Negotiations, Organizations & Markets Unit, Harvard Business
School

2018 - 2022 Senior Associate Dean, Faculty Strategy & Recruiting, Harvard Business
School

2011 - 2015 Chair, Doctoral Programs, Harvard Business School

2010 - 2011 Chair, Ph.D. Program in Organizational Behavior, Harvard University

2006 - 2010 Senior Associate Dean, Director of Faculty Development,
Harvard Business School

2002 - 2005 Director of Research, Harvard Business School

2002 - 2004 Professor of Business Administration, Harvard Business School

1996 - 2002 Associate Professor, Harvard Business School

1994 - 1996 Assistant Professor, Harvard Business School

1992 - 1994 Assistant Professor, Johnson Graduate School of Management, Cornell
University

1990 - 1992 Instructor, Kellogg Graduate School of Management, Northwestern
University

EDUCATION

Ph.D. Organizational Behavior, Kellogg Graduate School of Management,
Northwestern University

MBA Seattle University

BA, Psychology Seattle University (Gonzaga University)

PUBLICATIONS

Ruiz-Castro, M., Grau Grau, M., Lupu, I., Daskalaki, M., and **McGinn, K. L.** (In press).
Social Reproduction: Households, Public Policies, and Alternative Organizing
(Introduction to Special Issue on Social Reproduction). *Work, Gender &
Organization*.

Chilazi, S., Kolb, D. M., **McGinn, K. L.**, and Porter, J. L. (2022). Who Pays Tolls at
Work and Who Cruises on an Open Highway? *Harvard Business Review*, Web
Article #H06SXN.

- Ashraf, N., Bau, N., Low, C., and **McGinn, K. L.** (2020). Negotiating a Better Future: How Interpersonal Skills Facilitate Intergenerational Investment. *The Quarterly Journal of Economics*, 135(2), 1095-1151.
- Lingo, E. L., and **McGinn, K. L.** (2020) A New Prescription for Power. *Harvard Business Review*, July 2020. Reprint #R2004D.
- McGinn, K. L.**, Ruiz-Castro, M. and Lingo, E. L. (2019). Learning from mum: Cross-national evidence linking maternal employment and adult children's outcomes. *Work, Employment & Society*, 33(3): 374-400.
- McGinn, K. L.** and Oh, E. (2017). Gender, social class, and women's employment. *Current Opinion in Psychology*, 18: 84-88.
- Lingo, E. L., Fisher, C. and **McGinn, K. L.** (2014). Negotiation processes as sources of (and solutions to) interorganizational conflict. In *Handbook of Conflict Management Research*, O. B. Ayoko, N. M. Ashkanasy & K. A. Jehn (Eds.). Cheltenham, UK: Edward Elgar Publishing. 308-327.
- McGinn, K. L.** and Milkman, K. L. (2013). Looking up and looking out: Career mobility effects of demographic similarity among professionals. *Organization Science*, 24(4): 1041-1090.
- McGinn, K. L.** and Nöth, M. (2012). Communicating frames in negotiations. In G. Bolton and R. T. A. Croson (Eds.) *The Oxford Handbook of Economic Conflict Resolution*. Oxford, UK: Oxford University Press. 61-75.
- McGinn, K. L.**, Milkman, K. L. and Nöth, M. (2012). Walking the talk in multiparty bargaining: An experimental investigation. *Journal of Economic Psychology*, 33(1): 278-291.
- McGinn, K. L.** and Polzer, J. T. (2011). Changing identity, changing language. In S. R. Thye and E. Lawler (Eds.) *Advances in Group Processes*, 28: 125-145.
- Bendersky, C. and **McGinn, K. L.** (2010). Open to Negotiation: Phenomenological Assumptions and Knowledge Dissemination. *Organization Science*, 21(3): 781-797.
- Also published in *Academy of Management Best Paper Proceedings 2008*, Organization and Management Theory Division, under title: Incompatible Assumptions: Barriers to Producing Multidisciplinary Knowledge.
- Kolb, D. and **McGinn, K. L.** (2009). Beyond Gender and Negotiation to Gendered Negotiations. *Negotiation and Conflict Management Research*, 2(1): 1-16.

- Bowles, H. R. and **McGinn, K. L.** (2008). Untapped potential in the study of negotiation and gender inequality in organizations. In J. Walsh and A. Brief (Eds.) *Academy of Management Annals*, 2(1): 99-132.
- Bowles, H. R. and **McGinn, K. L.** (2008). Gender in Job Negotiations: A Two-Level Game. *Negotiation Journal*, 24(4): 393-410.
- McGinn, K. L.** (2007). History, structure, and practices: San Pedro Longshoreman in the face of change. In J. Dutton and B. Ragins (Eds.) *Exploring Positive Relationships at Work: Building a Theoretical and Research Foundation*. Mahwah, NJ: Erlbaum. 265-275.
- McGinn, K. L.** (2006). Relationships and negotiations in context. In L. Thompson (Ed.) *Frontiers of Social Psychology: Negotiation Theory and Research*. New York: Psychological Press. 129-144.
- Bowles, H. R., Babcock, L. and **McGinn, K. L.** (2005). Constraints and Triggers: Situational mechanics of gender in negotiation. *Journal of Personality and Social Psychology*, 89(6): 951-965.
- Pradel, D. W., Bowles, H. R. and **McGinn, K. L.** (2005) When does gender matter in negotiation? *Negotiation*. November: 9-11.
- Wolfe, R. and **McGinn, K. L.** (2005). Perceived, relative power and its influence on negotiations. *Group Decisions and Negotiation*, 14(1): 3-20.
- Bowles, H. R. and **McGinn, K. L.** (2004). Claiming authority: Negotiating challenges for women leaders. In D. M. Messick and R. Kramer (Eds.), *The Psychology of leadership: New Perspectives and Research*. Mahwah, NJ: LEA. 191-208.
- McGinn, K. L.**, and Croson, R. (2004). What do communication media mean for negotiations? A question of social awareness. In M. Gelfand and J. Brett (Eds.), *The Handbook of Negotiation and Culture*. Palo Alto, CA: Stanford University Press. 334-349.
- McGinn, K. L.** (2004) For better or worse: How relationships affect negotiations. *Negotiation*, November: 1-3.
- McGinn, K. L.**, Long Lingo, E. and Ciano, K. (2004). Transitions through out-of-keeping acts. *Negotiation Journal*, 20(2): 171-184.
- McGinn, K. L.** and Wilson, E. J. (2004). How to negotiate successfully online. *Negotiation*, March: 7-9.
- Croson, R., Gomes, A., **McGinn, K. L.** and Nöth, M. (2004). Mergers and acquisitions: An experimental analysis of synergies, externalities and dynamics. *Review of Finance*, 8(4): 481-514.

- McGinn, K. L.** (2003) Planning to play it by ear. *Negotiation*, November: 4-6.
- Bolton, G. E., Chatterjee, K., and **McGinn, K. L.** (2003). How communication links influence coalition bargaining: A laboratory investigation. *Management Science*, 49(5): 583-598.
- McGinn, K. L.**, Thompson, L. and Bazerman, M. H. (2003). Dyadic processes of disclosure and reciprocity in bargaining with communication. *Journal of Behavioral Decision Making*, 16(1): 17-34.
- McGinn, K. L.** and Keros, A. (2002). Improvisation and the logic of exchange in embedded negotiations. *Administrative Science Quarterly*, 47(3): 442-473.
- Valley, K. L.**, Thompson, L., Gibbons, R. and Bazerman, M. H. (2002). How communication improves efficiency in bargaining games. *Games and Economic Behavior*, 38(1): 127-155.
- Reprinted in M.H. Bazerman (Ed.), *Negotiation, Decision Making and Conflict Management*, Volume 3, Edward Elgar Publishing, 2005.
- Bazerman, M. H., Curhan, J. R., Moore, D. A. and **Valley, K. L.** (2000). Negotiation. *Annual Review of Psychology*, 51(1): 279-314.
- Valley, K.** (1999). The Electronic Negotiator: Negotiations over email. *Harvard Business Review*. Reprint F00103.
- Kurtzberg, T., Moore, D. A., **Valley, K. L.** and Bazerman, M. H. (1999). Agents in negotiation: Toward testable propositions. In R. Mnookin and L. Susskind (Eds.), *Negotiating on behalf of others: Advice to lawyers, business executives, sports agents, diplomats, politicians, and everybody else*. Thousand Oaks, CA: Sage Publications. 283-298.
- Valley, K. L.** (1999). Agency in the context of labor management. In R. Mnookin and L. Susskind (Eds.), *Negotiating on behalf of others: Advice to lawyers, business executives, sports agents, diplomats, politicians, and everybody else*. Thousand Oaks, CA: Sage Publications. 196-202.
- Thompson, T. and **Valley, K. L.** (1998). Changing formal and informal structure to enhance organizational knowledge. In G. Hamel, C. K. Prahalad, H. Thomas and D. O'Neal (Eds.), *Strategic flexibility: Managing in a turbulent economy*. Chichester, England: John Wiley and Sons Ltd. 137-154.
- Valley, K. L.** and Thompson, T. (1998). Sticky ties and bad attitudes: Relational and individual bases of resistance to change in organizational structure. In R. M. Kramer and M. A. Neale (Eds.), *Power and influence in organizations*. Thousand Oaks, CA: Sage. 39-66.

Bazerman, M. H., Gibbons, R., Thompson, L. and **Valley, K. L.** (1998). Can negotiators outperform game theory? In R. N. Stern and J. Halpern (Eds.), *Debating rationality: Nonrational elements of organizational decision making*. Ithaca, NY: ILR Press. 78-98.

Reprinted in A. Rau, E. Sherman, & S. Peppet (Eds.), *Processes of Dispute Resolution*, Foundation Press, 2002.

Valley, K. L., Moag, J. and Bazerman, M. H. (1998). ‘A Matter of trust’: Effects of communication on the efficiency and distribution of outcomes. *Journal of Economic Behavior and Organization*, 34(2): 211-238.

Valley, K. L., Neale, M. A. and Mannix, E. A. (1995). Friends, lovers, colleagues, strangers: The effects of relationships on the process and outcome of dyadic negotiations. In R. J. Bies, R. J. Lewicki, and B. H. Sheppard (Eds.), *Research on Negotiation in Organizations, Vol. 5*. Greenwich, CT: JAI Press. 65-93.

Thompson, L., **Valley, K. L.** and Kramer, R. M. (1995). The bittersweet feeling of success: An examination of social perception in negotiation. *Journal of Experimental Social Psychology*, 31(6): 467-492.

Blount White, S., **Valley, K. L.**, Neale, M. A. and Bazerman, M. H. (1994). Alternative models of price behavior in dyadic negotiations: Market prices, reservation prices and negotiator goals. *Organizational Behavior and Human Decision Processes*, 57(3): 430-447.

Barr, L. L., Shaffer, K., **Valley, K. L.**, and Hillman, B. J. (1993). Mentoring: Application for the practice of radiology. *Investigative Radiology*, 28(1): 71-75.

Bazerman, M. H., Neale, M. A., **Valley, K. L.**, Zajac, E. J. and Kim, Y. M. (1992). The Effects of agents and mediators on negotiation outcomes. *Organizational Behavior and Human Decision Processes*, 53(1): 55-73.

Reprinted in T. Connolly, H. R. Arkes and K. R. Hammond (Eds.), *Judgment and Decision Making: An Interdisciplinary Reader*, Cambridge University Press, 2nd edition, 1996, 3rd edition, 2000.

Valley, K. L., Blount White, S. and Iacobucci, D. (1992). The process of assisted negotiations: A network analysis. *Group Decision and Negotiation*, 1(2): 117-135.

Valley, K. L., Blount White, S., Neale, M. A. and Bazerman, M. H. (1992). Agents as information brokers: The effects of information disclosure on negotiated outcomes. *Organizational Behavior and Human Decision Processes*, 51(2): 220-236.

Work in Progress

Love and work in the time of COVID, with Alexandra Feldberg and Allison Daminger.
(Manuscripts in process)

Breaking from tradition: Men's and women's employment and human capital investments in females, with Alexandra Feldberg. (Revising, R & R, *American Journal of Sociology*)

Class Matters: Social Class and Gender Barriers, with Judith Clair, Rachel Arnett and Beth Humberd. (Working paper)

The problem of women at work: Shifting beliefs and practices regarding sexual harassment in the workplace, with Corinne Bendersky and Katherine Chen. (Manuscript in process)

Course Materials

Not everyone's cup of coffee: Organizing the café industry. With Jillian Jordan. (In process).

Francoise Brouger (A) & (B). HBS Case #922016 – 922017. With Edward H. Chang & Nour Kteily. (HBS Teaching Note #5-922-023)

Acelero Learning. HBS Case #921-0239. With Mario Small, Amy Klopfenstein & Katherine Chen.

Juno: Leveraging Student Power (A),(B) & (C). HBS Case #921-032, 921-033, 921-034. With Joshua R Schwartzstein & Amy Klopfenstein. (HBS Teaching Note #921-032)

Río Curicó Role Materials: Cayal Role Material. HBS Case #920-056; *Río Curicó: DDI Role Material*. HBS Case #920-057; *Río Curicó: GARC Role Material*. HBS Case #920-058; *Río Curicó: IFC Role Material*. HBS Case #920-059; *Río Curicó: ONE Role Material*. HBS Case #920-060; *Río Curicó: Wentéche Role Material*. HBS Case #920-06; *Río Curicó: Wentéche Role Material*. HBS Case #920-06. With Julian Zlatev, Katherine Chen, & Shaaref Shah.

Teaching Note for Endesa Chile: Raising the Ralco Dam & Rio Curico: A Six-party Negotiation. HBS Teaching Note #5-923-030. With Julian Zlatev, Katherine Chen & Rachel Drapper.

Chief Role Materials: Role for Lindsay Kaplan. HBS Case #920-020; *Chief: Role for Carolyn Childers*. HBS Case #920-019. With Katherine Coffman, Jeffrey J. Bussgang, Julia Kelley, and Katherine Chen. (HBS Teaching Note #920-033)

The Boss Has the Wrong Idea Role Materials: Confidential Role Material for Julia Smith. HBS Case #920-023; *The Boss Has the Wrong Idea: Confidential Role Material for Lee Clancy*. HBS Case #920-024. (HBS Teaching Note #920-053. With Katherine Coffman, Alison Wood Brooks, Judith A. Clair, Katherine Chen, Manuela Collis)

How to Encourage Others to Give and When to Pass the Torch? Insights from The Philanthropy Connection. HBS Case # 920-018. (HBS Teaching Note # 820-046)

Girls Arise! Working Together for a Better Future: Negotiation Curriculum. With Corinne Low and Nava Ashraf. <https://hbsp.harvard.edu/girls-arise>

Decision Analysis. With George Wu. HBS Note #9-917-018.

Carolina for Kibera. HBS Case # 910-017. HBS Video Case # 913-701. With Beth-Ann Kutchman and Cailin B. Hammer. (Teaching Note # 913-001)

The Indego Africa Project. With Rachel Gordon. HBS Case # 911-011.

SEWA Trade Facilitation Center: Changing the Spool. HBS Case # 810-044. With Mukti Khaire. (Teaching Note # 810-100)

Traversing a Career Path: Pat Fili-Krushel (A & B). With Deborah M. Kolb and Cailin B. Hammer. HBS Cases # 909-009 and 909-010. (Teaching Note #922-031)

Cathy Benko: WINning at Deloitte (A & B). With Deborah M. Kolb and Cailin B. Hammer. HBS Case # 907-026.

Endesa Chile: Raising the Ralco Dam (A & B). With Paula Laschober and Dina Pradel. HBS Cases # 905-062 and 905-063. (Teaching Note #5-923-030).

Endesa Chile: Raising the Ralco Dam (Synopsis). With Paula Laschober and Dina Pradel. HBS Cases # 921-058. (Teaching Note #5-923-030).

RetailSoft. With Hannah Riley Bowles and Dina R. Pradel. HBS Cases # 905-003, 905-004 and 905-005. (Teaching Note # 908-026).

RetailMax. With Dina Witter. HBS Cases # 904-024 and 904-025. (Teaching Note # 908-026).

Showdown on the Waterfront: The 2002 West Coast Port Dispute (A & B). With Dina Witter. HBS Cases # 904-045 and 904-067. (Teaching Note # 908-063).

The Pacific Sentinel. With Dina Witter. HBS Cases # 903-136 and 903-133. (Teaching Note # 908-027).

Yahoo!: Becoming a Competitor in the Career Listings Space. With Nicole Nasser. HBS Cases # 903-071 and 903-072. (Teaching Note # 909-011).

Travelexis.com. With Nicole Nasser. HBS Cases # 903-059, 903-060 and 903-061. (Teaching Note # 909-011).

Women and Power: Stories from Around the Globe. With Alexis Lefort and Nicole Nasser. HBS Case # 902-203.

Abelli and Saviotti at Banca Commerciale Italiana. With Belingheri, M. and Casciaro, T. HBS Case # 801-356. (Teaching Note # 403-170).

Katharine Graham. HBS Case # 801-276. (Teaching Note # 801-281).

Course Note - Power and Influence: Achieving Your Objectives in Organizations. With Elizabeth Long Lingo. HBS Course note, # 801-475.

The Range (A & B). HBS Cases # 801-330 and 801-331.

Reverend Jeffrey Brown: Cops, Kids and Ministers. HBS Case # 800-284. (Teaching Note # 801-285).

Iggy's Bread of the World. HBS Case # 800-282. (Teaching Note # 801-283).

Robert Moses. HBS Case # 800-271. (Teaching Note # 801-279).

Heidi Roizen. HBS Case # 800-228. (Teaching Note # 801-278). (Video supplement # 919701)

Basil "Buzz" Hargrove and de Havilland, Inc. (A & B). HBS Cases # 899-138 and # 899-176. (Teaching Note # 801-277).

Adam Baxter Company v Local 190. With Victoria H. Medvec. HBS Cases # 396-318, 396-319, 396-321, 396-322, 396-324, 396-325, 396-326. (Teaching Note # 898-192).

Starlite Corporation. HBS Cases # 396-351 - 396-356. (Teaching Note # 898-191).

Expectations and Stereotypes: How do they affect the deal? HBS Note # 9-396-167.

Luna Pen (A-D). With Michael Wheeler. HBS Cases # 396-156, 396-157, 898-233 and 396-395. (Teaching Note #801-057).

PRESENTATIONS

Invited Speaker, selected talks and podcasts

After Hours podcast, 2023

Women at work podcast, 2021, 2022

University of Southern California, Marshall School of Business, 2019

Boston Work-Life Roundtable, 2019

IESE, Keynote. International Women's Leadership Conference, 2019

Stanford Conference on Negotiation, Teams & Diversity, 2019

MIT, Sloan School of Management, 2018, 2011, 2002, 1997, 1995

Harvard Kennedy School, 2017, 2014, 2013, 2011, 2010, 2008

IESE, Keynote. International Conference on Women in Business, 2016

Cornell ILR, Keynote, 2015

Forté Foundation, Georgetown University, 2015

University of Maryland, Smith School of Business, 2015

Work & Family Research Network, New York, 2014

INSEAD, 2014

London Business School, 2014
Work and Family Researchers Network, New York, 2014
Duke University, Fuqua School of Business, 2013
Northwestern University, Kellogg Graduate School of Management, 2013
University of Texas, Austin, McCombs School of Business, 2011
Cornell, ILR, and Johnson School of Business, 2010
INSEAD, 2008
London Business School, 2008
Washington University in St. Louis, 2012, 2006
University of California, Los Angeles, 2005
University of Michigan, 2006, 2004
Western Kentucky University-University Distinguished Speaker, 2002
New York University, School of Law, 2002, 2000
Hewlett Conferences, Northwestern University and Harvard University, 2000, 1999, 1998
University of British Columbia, School of Commerce, 1998
University of Utah, 2010, 1998
Boston College, 1998
Yale University, School of Management, 1997
Conference, New Ideas in Decision Making, Northwestern University 1997
Conference, Power, Politics and Influence, Stanford University, 1996
University of Pennsylvania, Wharton School, 2001, 1997, 1995
Northwestern University, Kellogg Graduate School of Management, 1995
Pennsylvania State University, School of Management, 1995

Refereed Conference Presentations

Academy of Management Annual Meetings, 2023, 2022, 2021, 2020, 2018, 2016, 2015, 2014, 2013, 2012, 2010, 2005, 2003, 2002, 2001, 2000, 1998, 1997, 1994, 1993, 1990
Work Family Research Network, 2020
VI International Conference on Work and Family, IESE, Barcelona, 2015
WORK2015, New Meanings of Work Conference, Finland, 2015
People and Organizations Conference, Wharton School, University of Pennsylvania, 2014, 2013, 2012, 2011
International Association of Conflict Management Annual Meetings, 2011, 2002, 1992, 1991, 1990
Gender, Work and Organization International Interdisciplinary Conference, 2010
Co-sponsor (with Deborah Kolb), Conference on Gender and Negotiation: Research from the Field, Harvard University, 2007
Conference on Women and Leadership, Center for Public Leadership, Kennedy School of Government, Harvard University (With Hannah Riley Bowles), 2006
The Annual Meeting of the Society for Industrial and Organizational Psychology, 1998, 1996
CORS/INFORMS, 1998
Strategic Management Society Annual Meeting, *Best Paper Proceedings*, 1996
Society for Judgment and Decision Making Annual Meetings, 1995, 1990
Economic Science Association Meeting, 1995

TEACHING

Doctoral Advisees

- Alexandra Feldberg (Chair). 2019. *Butchers, Bakers, and Barcharts: Gender and knowledge in a grocery chain*. Harvard Business School.
- Paul Green. 2018. *The ties that drive us: The motivational potential of close relationships at work*. McCombs School of Business, The University of Texas at Austin.
- Rachel Arnett (Advisor). 2017. *High status identity disclosure: Managing high status in cross-status interactions*. The Wharton School, University of Pennsylvania.
- Ryann Manning (Co-Chair). 2017. *All hands are needed: Emotion and resilient organizing by West African diaspora communities*. Rotman School of Management, University of Toronto.
- Pinar Fletcher (Co-chair). 2016. *The ironic effects of motivational tools on attention and decision making*. NorthWoodBay LLC.
- Katherine L. Milkman. 2009. *Studies of intrapersonal conflict and its implications*. The Wharton School, University of Pennsylvania.
- Marya Hill-Popper Besharov. 2007. *Mission goes corporate: Understanding employee behavior in a mission-driven business*. The ILR School, Cornell University. Saïd Business School, Oxford University.
- Špela Trefalt (Co-chair). 2007. *Between you and me: A relational perspective on managing work-life boundaries*. Simmons College.
- Elizabeth Long Lingo (Chair). 2005. *Negotiations and love songs: Negotiating the social order in the country music industry*. Vanderbilt University; Worcester Polytechnic Institute.
- Linda Eling Lee. 2005. *Conspicuous Production*. MSCI.
- Pacey Foster (Boston College). 2006. *The impact of social factors on negotiations in embedded markets*. University of Massachusetts.
- Allan Filipowicz. 2002. *The influence of humor on task-based interactions and performance*. INSEAD.
- Rebecca Wolfe (Chair). 2002. *Perceived power and relationship orientation in negotiation*. Princeton, Department of Psychology, post-doctoral; Mercy Corps; Harris School for Public Policy, University of Chicago.
- Shelley Brickson (Chair). 2002. *Organizational identity orientation, its manifestations in stakeholder relationships, and its alignment with individual identity orientation*. London Business School; University of Illinois, Chicago.
- Hannah Riley Bowles (Chair). 2001. *Gender as a social phenomenon in negotiation*. Harvard Kennedy School, Harvard University.
- Alan Durrell. 1999. *Essays in applied behavioral economics*. Dartmouth University, Department of Economics.
- Andrew Molinsky. 1999. *Cross cultural code switching*. University of Southern California; Brandeis University.

Jürgen Weiss (Chair). 1998. *Behavioral issues in the restructuring of the electricity industry: An experimental investigation*. The Brattle Group.
Nancy Katz. 1998. *Group and individual incentives in team-based tasks*. Harvard University, Kennedy School of Government.

MBA Courses

Negotiations (Course Head)
Power and Influence
Designing People Plans: Systems for managing human capital
Organizational Behavior (Johnson School, Cornell)
Individual and Interpersonal Decisions (Johnson School, Cornell)

Executive Courses

Negotiations
Decision Making
Group Processes and Decisions
Power and Influence
Leading Organizations

Doctoral Courses

Multiple Perspectives on Gender in Organizations
Business Education for Scholars and Teachers (Course head)
Perspectives on Research in Organizations
Micro Topics in Organizational Behavior
Human Behavior in Management and Markets
Social Processes in Organizations
Behavioral Game Theory (with Richard Thaler and Robert Gibbons, Cornell University)

PROFESSIONAL AND SERVICE ACTIVITIES

Journal Editing and Reviewing

Co-Editor, Special Issue on Social Reproduction, *Work, Gender & Organization*. (2022-2024)
Associate Editor, *Administrative Science Quarterly* (2005 – 2008)
Ad hoc reviewer: *Academy of Management Journal*, *Administrative Science Quarterly*, *American Economic Review*, *International Journal of Conflict Management*, *Journal of Applied Psychology*, *Journal of Behavioral Decision Making*, *Negotiation Journal*, *Organizational Behavior and Human Decision Processes*, *Organization Science*

Memberships and Awards

PI and Co-chair: Harvard University, 2019 AAU Survey on Sexual Assault and Misconduct, 2019 – 2020, 2024
Member: Provost's Advisory Committee, Harvard University, 2016 –

Member: Graduate School of Arts and Sciences Administrative Board, Harvard University, 2017 –

Board Member: CFK, Inc. Chair, 2017 – 2020; Member, 2013 – 2020

Board Member: WAVE Chair, 2014 – 2017; Member, 2014 – 2020

Recipient: Charles M. Williams Award for outstanding teaching, Harvard Business School, 2015

Recipient: Wyss Award for Excellence in Mentoring, Harvard Business School, 2013

Recipient (2x): Robert F. Greenhill Award for outstanding contribution to Harvard Business School Community, 2009 – 2010; 2014 – 2015

Recipient: Apgar Innovation in Teaching Award for curricular innovations, 2013

Recipient: Excellence in Mentoring Award, Harvard University Graduate School of Arts and Sciences, Graduate Student Council, 2000

Member: Academy of Management; International Association for Conflict Management; American Sociological Association; American Psychological Association

Summer Scholar: Center for Advanced Study of the Behavioral Sciences, Stanford University, 1992.

Recipient: State Farm Foundation Doctoral Dissertation Award in Business, 1991

Recipient: Dissertation Grant, Media Management Center, Medill School of Journalism, Northwestern University, 1991

External Research Grants

Exxon Mobile	\$75,000 (With Nava Ashraf & Corinne Low) (2014)
International Growth Center	\$45,000 (With Nava Ashraf) (2013; 2014)
Grand Challenges Canada	\$US113,000 (With Nava Ashraf, Corinne Low and Remmy Mukonka) (2012; 2013)
USAID	\$452,000 (With Nava Ashraf, Corinne Low and Remmy Mukonka) (2013)
Harvard Kennedy School, Women in Public Policy Program	\$60,000 (2012)

SELECTED PRESS COVERAGE

New York Times, Washington Post, Financial Times, Boston Globe, USA Today, Huffington Post, Money Magazine, Atlantic, TIME, Guardian, Forbes, New York Daily News, New Republic, CNN Money, Business Insider, La Nación, Folha de S. Paulo, Morning Edition (NPR), The Takeaway (NPR), Quartz, Market Watch, Boston.com, Slate