



## **Alison R. Fragale, PhD**

ASSISTANT PROFESSOR OF ORGANIZATIONAL BEHAVIOR

Alison R. Fragale is an Assistant Professor of Organizational Behavior at the University of North Carolina at Chapel Hill's Kenan-Flagler Business School. Her research and teaching focus on the determinants and consequences of power, status, and influence in organizations, conflict resolution and negotiation, decision-making, and verbal and nonverbal communication.

In addition to being a top-rated faculty member, Alison has led negotiation, influence, and decision-making seminars for both custom clients and public executive programs. Her research has appeared in journals such as *Academy of Management Review*, *Journal of Applied Psychology*, *Journal of Personality and Social Psychology*, and *Personality and Social Psychology Bulletin*.

Prior to pursuing her Ph.D., Alison worked as a management consultant for McKinsey and Company, Inc. Based in Chicago, IL, she has advised numerous companies in the automotive and financial services industries on issues of corporate strategy and change management.

She holds a B.A. in mathematics and economics from Dartmouth College and a Ph.D. in organizational behavior from the Stanford University Graduate School of Business.