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Dr. Francesca Gino is an award-winning researcher and teacher in the Organizational Behavior Department at UNC's Kenan-Flagler Business School. She earned her Ph.D. and M.S. in Economics and Management from the University of Sant'Anna School of Advanced Studies (Italy) in collaboration with Harvard Business School. She earned her Bachelor of Arts from the University of Trento magna cum laude with highest honors in business economics.

She has consulted and taught executive education for a variety of clients, including Ducati Corse, Navy, Teradyne, and several pharmaceutical companies. Her research focuses on interpersonal influences in various areas, including decision making and negotiation, teamwork, ethics, and innovation. Dr. Gino publishes widely in top management, organizational behavior, and psychology journals. Her studies have been featured in The New York Times, Newsweek, and Psychology Today, and her work has been discussed on NPR and CBS radio. She has earned major research awards from the National Science Foundation and the Academy of Management. Before coming to UNC, she taught at Carnegie Mellon University and at Harvard Business School.