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Ian Larkin
 ASSISTANT PROFESSOR OF BUSINESS ADMINISTRATION

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|------------------|--|
| UNIT | NEGOTIATION, ORGANIZATIONS & MARKETS |
| CONTACT | (617) 495-6884 Send E-Mail |
| INTERESTS | compensation, corporate governance, incentives, sales force management, strategic human resources management, more > |

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Ian Larkin is an Assistant Professor in the Negotiation, Organizations and Markets Unit at Harvard Business School. Ian researches the impact of incentive system design on employee behavior and firm performance; much of his research centers on salespeople. He teaches the elective MBA course "Managing, Negotiating and Organizing for Value" (MONV), and is co-chair of the Executive Education course "Managing Negotiators and the Deal Process."

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