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 By Academic Unit
 By Interest



Kathleen L. McGinn

CAHNERS-RABB PROFESSOR OF BUSINESS ADMINISTRATION
 CHAIR, DOCTORAL PROGRAMS

UNIT	NEGOTIATION, ORGANIZATIONS & MARKETS
CONTACT	(617) 495-6901 Send E-Mail
INTERESTS	conflict management, gender, interactive communication, negotiation, relationships, more >

- RELATED LINKS :**
- Christensen Center for Teaching and Learning
 - Faculty Recruiting
 - ▶ Global Research Centers
 - Asia-Pacific Research Center
 - Japan Research Center (English)
 - Europe Research Center
 - Latin America Research Center
 - India Research Center
 - ▶ Initiatives
 - Arthur Rock Center for Entrepreneurship
 - Business History
 - Christensen Center for Teaching and Learning
 - Global Initiative
 - Healthcare Initiative
 - Institute for Strategy and Competitiveness
 - Leadership Initiative
 - Social Enterprise Initiative
 - Research Associate Positions

Overview	Biography	Publications & Course Materials	Current Research	Areas of Interest
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Kathleen L. McGinn is the Cahners-Rabb Professor of Business Administration at Harvard Business School and Chair of Harvard Business School's Doctoral Programs. Professor McGinn studies the role of interpersonal relationships and gender at work and in negotiations using both laboratory and field methodologies. Her current field research investigates these issues in U.S. professional service firms, among self-employed women in India, an in relation to health and welfare outcomes for young women in Zambia.

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FEATURED WORK
[CURRICULUM VITAE](#)

- RESOURCES :**
- Baker Library | Bloomberg Center
 - Business History Review
 - Harvard Business Publishing
 - Harvard Business Review
 - HBS Alumni Bulletin
 - HBS Working Knowledge