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By Name
 By Academic Unit
 By Interest



Francesca Gino

ASSOCIATE PROFESSOR OF BUSINESS ADMINISTRATION

UNIT	NEGOTIATION, ORGANIZATIONS & MARKETS
CONTACT	(617) 495-0875 Send E-Mail
INTERESTS	decision-making, ethics, negotiation, organizational behavior, 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

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

- Overview**
- Biography
- Publications & Course Materials
- Current Research
- Areas of Interest

Francesca Gino is an associate professor of business administration in the Negotiations, Organizations & Markets Unit. She is also formally affiliated with the Program on Negotiation. She teaches Negotiation in the MBA elective curriculum and in Executive Education programs at the School. She also co-teaches a PhD course on Decision Making and Ethics.

[more](#)

FEATURED WORK

- [CAN INTROVERTS LEAD?](#)
HARVARD BUSINESS REVIEW IDEACAST (NOV 2010)
- [FIVE SECRETS OF CHARISMATIC LEADERSHIP](#)
BUSINESS WEEK (NOV 2010)
- [ROSE-COLOURED SPECTACLES?](#)
THE ECONOMIST (JUNE 2010)
- [THE COUNTERFEIT SELF](#)
NEW YORK TIMES MAGAZINE YEAR IN IDEAS (2009)
- [IS FRAUD CONTAGIOUS?](#)
NEWSWEEK (MARCH 2009)

ADDITIONAL INFORMATION

[Max's nonlab](#)