

Alison Fragale

Associate Professor of Organizational Behavior, UNC Kenan-Flagler Business School at UNC-Chapel Hill

Chapel Hill, NC, US

Alison Fragale studies power, status and influence in organizations and conflict resolution and negotiation.

Alison Fragale studies the determinants and consequences of power, status and influence in organizations, conflict resolution and negotiation, and verbal and nonverbal communication. An award-winning teacher, Dr. Fragale teaches courses on effective leadership and negotiation skills to undergraduates, graduate students and executives. She has taught or consulted on leadership and negotiation for executives in numerous organizations, including ExxonMobil, Bayer CropScience, Eastman, the National Multi-Housing Council, AvalonBay, Post Properties, the U.S. Air Force and U.S. Navy. Her research has appeared in the Academy of Management Review, Journal of Applied Psychology, Journal of Personality and Social Psychology, Organizational Behavior and Human Decision Processes and Personality and Social Psychology Bulletin. Dr. Fragale worked as a management consultant for McKinsey & Company, Inc. Based in Chicago, she advised numerous companies in the automotive and financial services industries on issues of corporate strategy and change management.

Education/Learning, Management Consulting, Program Development, Research, Corporate Training, Corporate Leadership, Talent Management

Business, Leadership, Negotiating, Conflict and Negotiation, Power and Leadership

Academy of Management, Society for Personality and Social Psychology, Social Psychological and Personality Science Editorial Board, Organizational Behavior and Human Decision Processes Editorial Board, Nelson A. Rockefeller Center for Public Policy and the Social Sciences at Dartmouth College Board of Visitors

Stanford University Graduate School of Business

Ph.D. Organizational Behavior

Dartmouth College

B.A. Mathematics and Economics

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