

DEBORAH M. KOLB

“MAKE YOUR VALUE VISIBLE IN A CURRENCY THAT HAS VALUE TO THE PERSON YOU ARE DEALING WITH.”

LinkedIn LEARNING

“Negotiating Your Leadership Success” for practical advice and techniques to help leaders manage workplace negotiations.

“Women at Work” with Elizabeth Kolb Robillard offers strategies for how to deal with challenges women face at work.

www.deborahmkolb.com
dcmkolb@gmail.com
Phone: +1 (617) 731-1163
Mobile: +1 (781) 956-8463



NEGOTIATION | LEADERSHIP | GENDER

Dr. Deborah Kolb is Deloitte Ellen Gabriel Professor for Women & Leadership (Emerita) and Co-founder of the Ford Foundation funded Center for Gender in Organizations at the Simmons School of Management. Professor Kolb served as Executive Director of the Program on Negotiation at Harvard Law School where she currently co-directs the Negotiation in the Workplace Project.

In addition to her research and writing, she organizes and leads executive development programs and serves a consultant to organizations interested in retaining and advancing their best women leaders.

EDUCATION

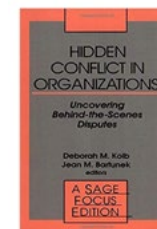
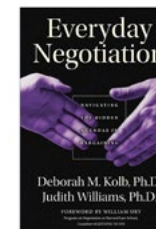
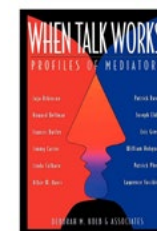
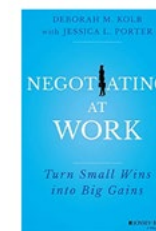
PH.D - MIT's Sloan School of Management
MBA - University of Colorado
BA - Vassar College

AWARDS

- Scholarly Contributions to Educational Practice (Advancing Women in Leadership Award, Academy of Management, 2019)
- Outstanding achievement award for contributions to women's leadership issues by the Equality Commission of the Massachusetts Bar Association, and Boston Bar Association
- “The Shadow Negotiation”: Best Business books of 2000 by HBS
- Zannetos Prize for outstanding doctoral scholarship

BOOKS

Author of books and articles that offers practical advice for initiating and managing workplace negotiations in order to get the jobs you want, to create new opportunities, and to achieve a manageable work and personal life. The skills of advocacy and connection help leaders negotiate in challenging times.



100+ ARTICLES

Negotiation Journal | 2019

“Her place at the table. Gender & Negotiation after Trump.”

Harvard Business Review | 2016 & 2015

“Would the world be different with Merkel, May & Clinton in charge?”

“How to negotiate for yourself when people don't expect you to?”

“Office housework gets in women's way.”

“Be your own best advocate.”

Huffpost Business | Nov 2015

“Please stop blaming women for making less money than men.”

Harvard Business Review | Sept 2013

“Women rising: The unseen barriers.”

Harvard Business Review | Feb 2001

“Breakthrough bargaining.”