

Dr. Ashleigh Shelby Rosette

Dr. Ashleigh Shelby Rosette is an Associate Professor of Management and Center of Leadership and Ethics scholar at the Fuqua School of Business at Duke University. She is also a Fellow at the Center for the Study of Race, Ethnicity and Gender in the Social Sciences and a member of the Duke Corporate Education Global Learning Resource Network.

Dr. Rosette studies diversity and negotiations in organizational settings. In her primary area of research, she explores social and contextual factors that influence diversity-related perceptions. The three streams of her diversity research include: (1) leadership perceptions, (2) workplace discrimination, and (3) unearned privilege. In her secondary area of research, negotiations, she examines various strategies that individuals employ to improve the negotiation process and negotiated outcome. These strategies focus on diversity and affect. Her research has been published or is forthcoming in academic journals and books, such as *Academy of Management Journal*, *Organizational Behavior and Human Decision Processes*; *Journal of Applied Psychology*; *Gender, Ethnicity, and Race in the Workplace*; *Research on Managing Groups and Teams*; *Group Decision & Negotiation* and the *Duke Journal of Gender and Public Policy*.

Her research has been recognized with awards presented by the Academy of Management, State Farm, Kellogg Teams and Groups Center, the Ford Foundation, the International Association of Conflict Management and the Dispute Resolution Research Center. Dr. Rosette has conducted and presented her research in the United States, France, Spain, Portugal, Hong Kong, South Africa, The Netherlands, Austria, and Canada. Her research has been featured in media outlets such as *Time Magazine*, *Business Week*, *the Financial Times*, *the Chicago Tribune*, and *National Public Radio*. In addition, she has provided consulting services on topics such as diversity, decision-making, leadership, and negotiations to an array of clients in varied industries, such as banking, auditing services, automobile manufacturing, medical services, and the social/non-profit sector.

Dr. Rosette's teaching experience is varied and spans across a spectrum of courses that center around two primary areas: (1) Negotiations and (2) Leadership. She currently teaches two courses, *Negotiations* and *Leadership, Ethics, and Organizations* to MBAs and Executives. Her teaching philosophy is to empower and inspire. Empower students with the knowledge and learning that transforms classroom concepts into real world application. Inspire them to become better leaders, managers, professionals, and colleagues. She has received the Excellence in Teaching Award of the Year in the Cross-Continent Executive MBA program and the Duke Goethe Executive MBA program at Fuqua and the Outstanding Faculty Teaching Award at the Kellogg School.

She received her Bachelor in Business Administration degree and Master in Professional Accounting degree from the University of Texas at Austin. She received her Ph.D. in Management and Organizations from the Kellogg School of Management at Northwestern University. Prior to entering academia, she worked for Arthur Andersen LLP as a Certified Public Accountant.