



## CATHY TINSLEY

**PROFESSOR OF MANAGEMENT** | McDonough School of Business, Georgetown University

Cathy is the Raffini Family Professor of Management at Georgetown University’s McDonough School of Business, Academic Director of Georgetown McDonough’s Executive Master’s in Leadership program, Faculty Director of the Georgetown University Women’s Leadership Institute, and a Senior Policy Scholar at McDonough’s Center for Business and Public Policy. She is an expert on leadership, risk, decision making, negotiations, and gender. She studies how leaders can improve their decision-making and the impact of good decision architecture on organizational performance improvement.

As part of her recent research, Cathy spoke to participants at the World Economic Forum in Davos, Switzerland in 2015, 2016, and 2017 on how companies can enhance workplace performance by changing their narrative around failure. She co-authored the study of a new social enterprise model pioneered by Kate Spade & Co., suggesting that worker well-being and profit are compatible interests for companies. She co-authored research demonstrating that people discount risks embedded in near-miss warnings, with practical advice to leaders about how to structure decision environments to improve judgments and avoid organizational disasters. She also partnered with the U.S. Chamber of Commerce to study a decade of gender in the C-suite—researching how women fared relative to men in publicly traded companies from 2000-2010.

Tinsley has received several grants for her research from organizations such as NASA, the National Science Foundation, and the Department of Homeland Security [for her work on decision making and risk] and from the Department of Defense and Army Research Office [for her work on modeling culture’s influence on negotiation and collaboration].

Tinsley has served on three committees for the National Academy of Sciences— The Committee to Improve Intelligence Analysis for National Security and The Committee on Unifying Social and Cultural Frameworks in the Military, and Committee on The Context of Military Environments, where she served as committee vice-chair. She has won various academic rewards for her research, and has published more than 50 articles and book chapters in peer-reviewed journals.

Tinsley has conducted numerous negotiations, conflict resolution, decision making, and leadership training seminars for various organizations, including: the staff of the U.S. Senate, Merrill Lynch, Morgan Stanley, Rolls Royce N.A., Gucci, Rio Tinto, Sprint-Nextel, Nextel, Verizon, the World Bank, DPT Laboratories, Ferro, Lamson & Sessions, Rhode & Schwarz, and USAID.