Biography

Gráinne M. Fitzsimons is an associate professor of Management at Duke University’s Fuqua School of Business and an associate professor of Psychology and Neuroscience at Duke University. Professor Fitzsimons received her Ph.D. in Psychology from New York University in 2004, and was on the faculty in the Marketing area at the Stanford Graduate School of Business and the Psychology faculty of the University of Waterloo in Canada, where she held a Canada Research Chair, before joining Fuqua in 2010.

Her research expertise is in the psychology of human social behavior, especially in self-regulation and interpersonal relationships. Her work has been published in numerous top academic journals such as the Journal of Personality and Social Psychology and Psychological Science. Her research has also been discussed in many popular press outlets such as NPR, CNN, MSNBC, the New York Times, and Wall Street Journal.

Professor Fitzsimons received two early career awards: The Caryl E. Rusbult Young Investigator Award, from the Relationship Researchers Interest Group, for her early contribution to the field of interpersonal relationships, and the SAGE Young Scholar Award, from the Foundation for Personality and Social Psychology, for her early contribution to the broader field of social psychology.

At Fuqua, Dr. Fitzsimons teaches the core Daytime MBA course in Leadership, Ethics, and Organizations, and an advanced elective course in Negotiations.