

BIOGRAPHY

Professor Alexandra Carter Columbia Law School

Alexandra Carter is the Everett B. Birch Innovative Teaching Clinical Professor of Law and the Director of the Mediation Clinic at Columbia Law School. In 2019, Professor Carter was awarded the Columbia University Presidential Award for Outstanding Teaching, Columbia's highest teaching honor. Her first book, *Ask For More: Ten Questions to Negotiate Anything*, was published by Simon & Schuster in May 2020 and became an instant Wall Street Journal Business bestseller, the first negotiation book solo-authored by a woman to make that list. She is also the CEO of Ask For More Group, which offers best-in-class negotiation, self-advocacy, executive presence, and public speaking training from some of the world's leading experts.

Professor Carter's teaching and research interests lie in the field of alternative dispute resolution, primarily in mediation and negotiation. She is a leading trainer on negotiation and mediation for many from the private and public sectors, including the United Nations, where she has conducted dozens of workshops for more than 80 nations, U.S. courts and federal agencies; private corporations, such as Google, Comcast NBCUniversal, New York Life, Bloomberg and Viacom; and law firms, including Cravath, Swaine & Moore, A&O Shearman, and Morrison & Foerster.

She has served on the New York State Alternative Dispute Resolution Advisory Committee commissioned by Chief Judge Janet DiFiore, the Alternative Dispute Resolution Committee for the New York City Bar Association, and the Mediator Ethics Advisory Committee for the New York State Unified Court System. She is an admitted mediator for the Southern District of New York.

Prior to joining the Columbia faculty, Professor Carter was associated with Cravath, Swaine & Moore LLP, where she defended against a multibillion-dollar securities class action lawsuit related to the Enron collapse, served as the senior antitrust associate on several multibillion-dollar mergers, and handled cases involving copyright law. She also worked as an analyst at Goldman Sachs. She is a former U.S. Fulbright Scholar to Taiwan.

Professor Carter received her Juris Doctor degree in 2003 from Columbia Law School, where she earned James Kent and Harlan Fiske Stone academic honors. She also won the Jane Marks Murphy Prize for clinical advocacy and the Lawrence S. Greenbaum Prize for the best oral argument in the 2002 Harlan Fiske Stone Moot Court Competition. After earning her degree, Professor Carter clerked for the Hon. Mark L. Wolf, U.S. District Court for the District of Massachusetts in Boston.

Professor Carter is a frequent media commentator on negotiation and pay equity for women, with appearances on Good Morning America, MSNBC's Morning Joe and MSNBC Live, Hardball with Chris Matthews, the CBS Early Show, and NPR Marketplace. She is a contributor for NBC News' Know Your Value, a news site devoted to helping women grow in their careers and reach their full potential.

Professor Carter's TEDx talk, entitled "How to ask for more – and get it," was released in July 2024, designated as an Editor's Pick and then promoted to TED.com, where it has been seen by more than a million people worldwide.