



## Alison (Ali) Farquhar



Ali Farquhar, Principal of GTL Coaching & Consulting, helps senior executives in the life sciences increase their impact and lead at their best despite the relentless pressure and scrutiny that define their work.

Boston-based and internationally experienced, Ali primarily serves CEOs and other C-suite leaders at early- to mid-stage biotech companies that are navigating the challenges of a tough funding climate, cutting edge science, and high patient stakes.

A trusted thinking partner, Ali combines rigorous analytical thinking with genuine human warmth to work through the strategic, personal, and interpersonal priorities facing her clients. She partners with executives to develop self-awareness, process challenging feedback, close the gaps that matter most, test assumptions, try out new perspectives, and lead with greater confidence and skill. When the stakes are high and uncertainty a given, Ali helps executives do better, be better, and feel better.

Ali also coaches global leaders attending MIT Sloan School of Management's Advanced Management programs, helping participants translate classroom learning into practice in their organizations. Earlier in her career as a management consultant, she co-developed strategic projects in Fortune 50 to mid-sized corporations in a range of industry sectors. At INSEAD, as a Research Associate in Organizational Behavior and then in Strategy, she collaborated on two books and co-authored several case studies for use in MBA and Executive Education programs on the topics of international Human Resource Management and the determinants of success and failure in cross-border M&A.

Before focusing full-time on executive coaching, Ali spent years in board leadership roles in non-profit, community, and educational organizations, often in situations involving multiple competing interests and high emotional stakes. She built a reputation for getting things done without positional authority, and for keeping relationships intact in the process.

Ali holds a BA with 1st Class Honors from Exeter University, an MBA from INSEAD, and several Executive Coaching certifications. Outside of work, she contributes to causes in mental health, special education, and the advancement of women in STEM. She lives near Boston with her husband — together, they love time with their adult children, travel, the arts, bike vacations, and most of all, animated conversation with friends over a glass or two of good red wine.