

# Gabriel Pensamiento

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## EDUCATION

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Pittsburgh, PA 2020-2025 (Expected)	<b>University of Pittsburgh</b> Katz Graduate School of Business - Ph.D. in Business Analytics & Operations
Guatemala, GUA 2024-2019	<b>Universidad del Istmo (UNIS)</b> School of Engineering - B.S in Industrial Engineering, Magna Cum Laude

## HONORS, FELLOWSHIPS & AWARDS

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Pittsburgh, PA 2025	<b>University of Pittsburgh</b> Robert N. Perloff Doctoral Student Award
Pittsburgh, PA 2024	<b>University of Pittsburgh</b> Alexander Family Teaching Excellence Award
Pittsburgh, PA 2023 2020–	<b>University of Pittsburgh</b> Sheth Fellow (recognition after comprehensive exams) Rockwell Fellowship (100% tuition scholarship + monthly stipend)
Mexico, MEX 2019–	<b>IPADE Business School</b> Go Program (Support to pursue PhD studies; teaching formation)
Guatemala, GUA 2014-2018	<b>Universidad del Istmo (UNIS)</b> Award for Performance Excellence (best GPA of the class)

## WORKING PAPERS AND WORK IN PROGRESS

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Research Interests: Behavioral Operations, Experiments, Socially Responsible Operations, Nonprofit Operations, Supply Chain Management

1. Pensamiento, G., Valdés, L. [\*Selection, Payment, and Information Assessment in Social Audits: A Behavioral Experiment\*](#)  
- Major Revision invited at **Manufacturing & Service Operations Management**.
2. Pensamiento, G., Valdés, L., Eftekhar, M. *Reference-dependent effects in volunteering: Expected vs. experienced effort* (In progress)
3. Eftekhar, M. Pensamiento, G., Valdés, L. *Increasing Teacher Engagement in an Educational App in Rwanda* (In progress)

4. Pensamiento, G., Valdés, L. *On the joint use of auditing and training to motivate supplier social responsibility* (In progress)

## PRESENTATIONS

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Notes: (\*) symbol indicates the talk was given by a coauthor

1. Pensamiento, G., Valdés, L. ***Selection, Payment, and Information Assessment in Social Audits: A Behavioral Experiment***
  - April 2025, POMS (Atlanta, GA), future invited session
  - January 2025, University of Saint Thomas (Minneapolis, MN), university talk
  - November 2024, DSI Annual Meeting (Phoenix, AZ), invited session
  - October 2024, Informs Annual Meeting (Seattle, WA), invited session
  - October 2024, Rensselaer Polytechnic Institute (online), invited talk
  - September 2024, Philadelphia Operations Day (Bethlehem, P), invited session
  - June 2024, Behavioral Operations Conference (Boulder, CO), peer-reviewed.
  - April 2024, Midwest Decision Science Institute (Youngstown, OH), contributed
  - \*April 2024, POMS, (Minneapolis, MN), invited session
  - February 2024, Early-Career Sust. Operations W (Lincoln NE), peer-reviewed
  - December 2023, IPADE Business School (online), university talk
  - October 2023, Informs Annual Meeting (Phoenix, AZ), invited session
  - June 2023, Behavioral Operations Conference (Baltimore, MD), invited session
  - October 2022, Informs Annual Meeting (Indianapolis, IN), invited session
2. Pensamiento, G., Valdés, L., Eftekhar, M. ***Reference-dependent effects in volunteering: Expected vs. experienced effort***
  - April 2025, POMS (Atlanta, GA), future invited session
  - November 2024, DSI Annual Meeting (Phoenix, AZ), invited session
  - \*October 2024, Informs Annual Meeting (Seattle, WA), invited session
3. Pensamiento, G., Valdés, L., ***On the joint use of auditing and training to motivate supplier social responsibility***
  - October 2024, IPADE Business School (online), university talk

## TEACHING

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### University of Pittsburgh

Katz Graduate School of Business

Pittsburgh, PA Fall 2023, Fall 2022	Instructor BQOM2578 Data Mining (MBA & MS group) <ul style="list-style-type: none"><li>- 4.86/5 Student Evaluation</li><li>- 4.47/5 Student Evaluation</li></ul>
Pittsburgh, PA Summer 2021, 2022	Teaching Assistant and Recitation Leader BQOM 2401 Statistical Analysis (MBA, Professional MBA, Executive MBA, and Healthcare MBA groups), for Prof. Jennifer Shang and Prof. Prakash Mirchandani

### IPADE Business School

Mexico City, MEX Monterey, MEX Fall 2022 -	Guest Lectures Machine Learning for Management (MBA, English) – 10 lectures The Art of Negotiation (Executive online, Spanish) – 30+ lectures
Mexico City, MEX Fall 2019 - Summer 2020	Teaching Assistant Data Visualization, Decision Analysis, Quantitative Methods for Management (MBA, English)

### Universidad del Istmo (UNIS)

School of Engineering

Fraijanes, GUA Spring 2019	Substitute Instructor Economic Engineering (B.S. in Engineering, Spanish)
Fraijanes, GUA Spring 2015 – Fall 2018	Teaching Assistant & Reinforcement classes coordinator Economic Engineering, Statistics II, Linear Algebra, Differential Calculus, Analytical Geometry, Financial Accounting and Cost Analysis (B.S. in Engineering)

## TEACHING WRITINGS

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Teaching writing interests: Business Analytics, Socially Responsible Decision Making

1. Ibarra, A., Herrera, R., Pensamiento, G., Rodas E. 2023. *Bob's Conundrum: Too much Sales Data, Unexpected expectation: Why do drivers churn in a transportation platform?, Exploring Sales Data at Walmart*. Teaching Case AD 23 EC 01-03. IPADE Publishing, Mexico City, MX.
2. Ibarra, A., D'Kuba, F., Pensamiento, G. 2020. *Doopla 2020: ¿Promesa o Realidad? (Doopla 2020, promise or reality?)* Teaching Case. F 16 C 02. IPADE Publishing, Mexico City, MX.
3. Ibarra, A., Pensamiento, G. 2020. *DataViz: Titanic Survival Prediction, DataViz: Burger King, DataViz: National Parks, DataViz: Gapminder, a fact-based view of life-expectancy, DataViz: Spotify*. Teaching Cases. AD 20 EC 02-06, IPADE Publishing, Mexico City, MX.

## ACADEMIC SERVICE

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Conference Reviewer	EAAMO 2024
Summer of Science Mentor	EAAMO 2024
Session Chair	Informs Annual Meeting 2024 (co-chaired with Prof. León Valdés, Behavioral Operations Management session), DSI Annual Meeting 2024 (chair, Humanitarian Operations session).
Talks	April 2024, PhD Journey and Beyond – Reflections about doing a PhD in the US for Mexican scholars – during and before applying, IPADE Business School (online).
Member	Informs, MSOM, POMS

## CONSULTING EXPERIENCE

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Mexico, MEX May-July 2020	Estudio 3.14, Architectural Firm Independent Consultant with Prof. Alberto Ibarra, Decision Analysis Department Chair at IPADE Business School, reporting and presenting to the CEO.
Guatemala, GUA Nov. 2018 – May. 2019	Denteco, Dental equipment distributor. Independent Consultant, Reengineering Project: reporting directly to the CFO and the COO, and presenting to the Board.
Sacatepéquez, GUA Nov. 2018 – May. 2019	Ecofiltro, Social Entrepreneurship, water filters producer. Independent Consultant, Reengineering Project: reporting directly to the CFO and presenting to the CEO.
Guatemala, GUA Mar. 2017 – Nov. 2018	Nadalini & Asociados, Operations Consultancy Firm. Field Consultant, Process Reengineering with Prof. Jorge Nadalini, IBS Director.

## NON-PROFIT SERVICE

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Pittsburgh, PA Aug. 2023–	Journey of Hope at Holy Family Institute Organizer and volunteer, helping unaccompanied immigrant children adapt to the United States
Guatemala, GUA Oct. 2017 – Dec. 2020	LIVE (Virtuous Leadership), Peñalta (College Residence) Organizer and volunteer, leadership formation for college students
Guatemala, GUA Jan. 2018 – Dec. 2018	“Dejando Huella en San Arturo”, Universidad del Istmo (UNIS) Founder, organizer, and volunteer: social and economic development project for San Arturo, Fraijanes, Guatemala.
Guatemala, GUA Jan. 2015 – Jul. 2017	Chess Team, Universidad del Istmo (UNIS) Founder, coordinator, instructor, and team member

## PROGRAMMING SKILLS AND SPOKEN LANGUAGES

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Programming Languages & Software            R, Python, oTree, Qualtrics, Stata, Tableau, Excel

Languages    Spanish (Native), English (fluent), German (basic)

## REFERENCES

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León Valdés, Associate Professor of Business Analytics and Operations, Katz Graduate School of Business, University of Pittsburgh. lvaldes@pitt.edu

Alberto Ibarra, Professor of Decision Analysis, Department Chair, IPADE Business School, Universidad Panamericana. al.ibarra@ipade.mx

Mahyar Eftekhari, Associate Professor of Supply Chain Management at Carey Business School, Arizona State University. eftekhari@asu.edu