

GABRIEL PENSAMIENTO

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EDUCATION

Katz Graduate School of Business, University of Pittsburgh

Ph.D. Candidate in Business Analytics & Operations

Advisor: Professor Leon Valdes

Ph.D. Coursework (Master Equivalent) GPA: 3.85 / 4 (84 credits)

Pittsburgh, PA

July 2022-Present

August 2020-June 2022

Universidad del Istmo (UNIS), Graduate School of Engineering

B.S in Industrial Engineering, Magna Cum Laude

92 / 100 (3.7 / 4 converted GPA scale)

Guatemala City, GUA

2014-2018

HONORS & AWARDS

University of Pittsburgh

Sheth Fellow (recognition after comprehensive exams)

Rockwell Fellowship (100% tuition scholarship + Monthly Stipend)

Pittsburgh, PA

February 2023

2020-Present

IPADE Business School

G0 Program (PhD studies and teaching formation support)

Mexico City, MEX

2019-Present

Universidad del Istmo (UNIS), School of Engineering

Award for Performance Excellence (best GPA of the class, each year)

Academic Scholarship for Undergraduate Studies (75%)

Guatemala City, GUA

2014-2018

RESEARCH INTERESTS AND WORKING PAPERS

I am interested in applying behavioral and experimental methods to socially responsible operations, seeing them as practically and academically relevant to reach a more responsible way of doing business.

Working Papers:

- i. **Pensamiento, G., Valdés, L. 2023. Selection, Payment, and Information Assessment in Social Audits: A Behavioral Experiment.** Invited for revision at MSOM (February 2024).

Conference Presentations

- o **November 2024, DSI Annual Meeting, Phoenix, AZ (invited).**
- o **October 2024, Informs Annual Meeting, Seattle, WA, (invited).**
- o **June 2024, Behavioral Operations Conference, Boulder, CO, (peer-reviewed).**
- o **April 2024, Midwest Decision Science Institute, Youngstown, OH (contributed).**
- o **February 2024, Early-Career Sust. Operations W., Lincoln NE, (peer-reviewed).**
- o **October 2023, Informs Annual Meeting, Phoenix, AZ (invited).**
- o **June 2023, Behavioral Operations Conference, Baltimore, MD (invited).**
- o **October 2022, Informs Annual Meeting, Indianapolis, IN (invited).**

University Presentation

- o April and December 2023 (IPADE Business School), Universidad Panamericana.
- o April 2022 (Experimental Economics Brownbag) and October 2023 (Katz Business School), University of Pittsburgh.

Work in Progress

- ii. **Pensamiento, G., Valdés, L., Eftekhari, M.** Reference-dependent effects in volunteering: Expected vs. experienced effort.
- iii. **Pensamiento, G., Valdés, L.** On the joint use of auditing and training to motivate supplier social responsibility.

TEACHING EXPERIENCE

University of Pittsburgh - Katz Graduate School of Business, Business Analytics & Operations

Pittsburgh, PA

Course Instructor

- **Data Mining** (MBA & MS group)

Fall 2023 (4.86/5 Student Eval.)

Fall 2022 (4.47 Student Eval.)

Teaching Assistant and Recitation Leader

- **Statistical Analysis** (MBA, Professional MBA, Executive MBA, and Healthcare MBA groups), for Prof. Jennifer Shang and Prakash Mirchandani

Summer 2021, Fall 2021,

Summer 2022

Universidad Panamericana - IPADE Business School, Decision Analysis

Mexico City and Monterrey, MEX

Guest Session instructor

- **Machine Learning for Management** (International MBA, English)
- **The Art of Negotiation** (IPADE-Emeritus online, Spanish)
Cooperation vs Competition
Behavioral Biases in Negotiation

Spring 2024

Spring 2023

Fall 2022 – Present

Teaching Assistant

- **Data Visualization, Decision Analysis, Quantitative Methods for Management** (MBA)

Fall 2019- Summer 2020

Universidad del Istmo (UNIS) - School of Engineering

Guatemala City, GUA

Substitute Instructor

- **Economic Engineering** (Bachelor of Engineering, Spanish)

Spring 2019

Teaching Assistant & Reinforcement classes coordinator

2015 – 2018

- **Economic Engineering, Statistics II, Linear Algebra, Differential Calculus, Analytical Geometry, Financial Accounting and Cost Analysis** (Bachelor of Engineering)

TEACHING PUBLICATIONS

- Ibarra, A., Herrera, R., **Pensamiento, G.**, Rodas E. 2023. **Bon's Conundrum: Too much Sales Data**. Teaching Case AD 23 EC 02. IPADE Publishing, Mexico City, MX.
- 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.
- 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.

RESEARCH SERVICE

- **Conference Reviewer:** EAAMO 2024
- **Session Chair:** Informs Annual Meeting 2024, DSI Annual Meeting 2024

CONSULTING EXPERIENCE

Estudio 3.14 , Architectural Firm <i>Independent Consultant with Prof. Alberto Ibarra, Data Analysis</i>	<i>Mexico City, MEX May 2020 – July 2020</i>
Denteco , Dental equipment distributor. <i>Independent Consultant, Reengineering Project</i>	<i>Guatemala City, GUA November 2018 – May 2019</i>
Ecofiltro , Social Entrepreneurship, water filters producer. <i>Independent Consultant, Reengineering Project</i>	<i>Sacatepéquez, GUA November 2018 – May 2019</i>
Nadalini & Asociados , Logistics and Operations Consultancy Firm. <i>Field Consultant, Process Reengineering</i>	<i>Guatemala City, GUA March 2017 – November 2018</i>

NON-PROFIT SERVICE

Holy Family Institute (nonprofit organization) <i>Volunteer</i>	<i>Pittsburgh, PA, USA August 2023 - Present</i>
LIVE (Virtuous Leadership), Peñalta (College Residence). <i>Organization Committee</i>	<i>Guatemala City, GUA October 2017 – December 2020</i>
“Dejando Huella en San Arturo”, Universidad del Istmo (UNIS). <i>Founder and general coordinator</i>	<i>Guatemala City, GUA January 2018 – December 2018</i>
Chess Team, Universidad del Istmo (UNIS) <i>Founder, coordinator, instructor, and team member</i>	<i>Guatemala City, GUA January 2015 – July 2017</i>

PROGRAMMING SKILLS AND SPOKEN LANGUAGES

- **Software & Programming Languages:** Python, R, Stata, LaTeX, Tableau, Excel.
- **Languages:** Spanish (Native), English (fluent).

REFERENCES

- **Leon Valdes**, Assistant Professor of Business Analytics & Operations, Katz Graduate School of Business, University of Pittsburgh. lvaldes@katz.pitt.edu
- **Mahyar Eftekhari**, Associate Professor of Supply Chain Management at Carey Business School, Arizona State University. eftekhari@asu.edu
- **Jennifer Shang**, Professor and Area Director for Business Analytics & Operations, Katz Graduate School of Business, University of Pittsburgh. shang@katz.pitt.edu