

# GABRIEL PENSAMIENTO

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## RESEARCH INTERESTS

- Behavioral Operations Management
- Socially Responsible Operations
- Humanitarian Operations
- Supply Chain Management
- Laboratory Experiments

## 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-June 2025 (Expected)*

*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  
January 2014- February 2019*

## HONORS & AWARDS

### **University of Pittsburgh**

Sheth Fellow (recognition after comprehensive exams)

Rockwell Fellowship (100% tuition scholarship + monthly stipend)

*Pittsburgh, PA  
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)

Academic Scholarship for Undergraduate Studies (75%)

*Guatemala City, GUA  
2014-2018*

## WORKING PAPERS AND WORK IN PROGRESS

1. Pensamiento, G., Valdés, L. [Selection, Payment, and Information Assessment in Social Audits: A Behavioral Experiment.](#)

*Major Revision invited at Manufacturing & Service Operations Management.*

#### **Conference Presentations**

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

#### **University Presentations**

- Universidad Panamericana, IPADE Business School, December 2023
2. Pensamiento, G., Valdés, L., Eftekhari, M. Reference-dependent effects in volunteering: Expected vs. experienced effort (In progress).
  3. Pensamiento, G., Valdés, L. On the joint use of auditing and training to motivate supplier social responsibility (In progress).

## **TEACHING EXPERIENCE**

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

*Pittsburgh, PA*

*Course Instructor (entire course)*

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

*Fall 2023 (4.86/5 Student Eval.)*

*Fall 2022 (4.47/5 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-Summer 2022*

### **Universidad Panamericana - IPADE Business School, Decision Analysis**

*Mexico City and Monterrey, MEX*

*Course Instructor (invited sessions) 1 session = 1 hour 20 minutes*

*Fall 2022 – Present*

- **Machine Learning for Management** (MBA, English)  
*Invited by Alberto Ibarra to co-develop the course with Prof. Ricardo Herrera.*
- **The Art of Negotiation** (IPADE-Emeritus online, Spanish)  
*Invited by Alberto Ibarra and Jorge Llaguno, program founders and directors.*

*10 sessions*

*30+ sessions*

*Teaching Assistant*

*Fall 2019- Summer 2020*

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

### **Universidad del Istmo (UNIS) - School of Engineering**

*Guatemala City, GUA*

*Substitute Instructor*

*Spring 2019*

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

*Teaching Assistant & Reinforcement classes coordinator*

*Spring 2015 – Fall 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 (co-chair with Prof. León Valdés, Sustainable Operations and Behavioral Operations MSOM Track), DSI Annual Meeting 2024 (chair for Humanitarian Operations Track).

## **CONSULTING EXPERIENCE**

### **Estudio 3.14**, Architectural Firm

*Independent Consultant with Prof. Alberto Ibarra, Decision Analysis Department Chair at IPADE Business School, reporting to the CEO.*

*Mexico City, MEX*

*May 2020 – July 2020*

### **Denteco**, Dental equipment distributor.

*Independent Consultant, Reengineering Project: reporting directly to CFO, COO, presented to the Board.*

*Guatemala City, GUA*

*November 2018 – May 2019*

### **Ecofiltro**, Social Entrepreneurship, water filters producer.

*Independent Consultant, Reengineering Project: reporting directly to CFO, presented to CEO.*

*Sacatepéquez, GUA*

*November 2018 – May 2019*

### **Nadalini & Asociados**, Logistics and Operations Consultancy Firm.

*Field Consultant, Process Reengineering with Prof. Jorge Nadalini, Industrial Engineering former dean at Universidad Rafael Landívar*

*Guatemala City, GUA*

*March 2017 – November 2018*

## **NON-PROFIT SERVICE**

### **Journey of Hope at Holy Family Institute (nonprofit organization)**

*Organizer and volunteer: helping unaccompanied immigrant children adapt to the US)*

*Pittsburgh, PA, USA*

*August 2023 - Present*

### **LIVE (Virtuous Leadership), Peñalta (College Residence).**

*Organizer and volunteer: leadership formation for college students*

*Guatemala City, GUA*

*October 2017 – December 2020*

### **“Dejando Huella en San Arturo”, Universidad del Istmo (UNIS).**

*Founder, general coordinator, and volunteer: social and economic development project for San Arturo, Fraijanes, Guatemala.*

*Guatemala City, GUA*

*January 2018 – December 2018*

### **Chess Team, Universidad del Istmo (UNIS)**

*Founder, coordinator, instructor, and team member*

*Guatemala City, GUA*

*January 2015 – July 2017*

## **PROGRAMMING SKILLS AND SPOKEN LANGUAGES**

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

## **REFERENCES**

- **León Valdés**, Assistant Professor of Business Analytics & Operations, Katz Graduate School of Business, University of Pittsburgh. [lvaldes@katz.pitt.edu](mailto:lvaldes@katz.pitt.edu)
- **Mahyar Eftekhari**, Associate Professor of Supply Chain Management at Carey Business School, Arizona State University. [eftekhari@asu.edu](mailto: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](mailto:shang@katz.pitt.edu)