

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, each year)

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.

10 sessions

- **The Art of Negotiation** (IPADE-Emeritus online, Spanish)

Invited by Alberto Ibarra and Jorge Llaguno, program founders and directors.

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

- **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