

Gabriel Pensamiento

Website: gpsamiento.github.io/
Email: gpsamiento@ipade.mx
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ACADEMIC APPOINTMENTS

Mexico City, MEX 08-2025 - Present	IPADE Business School, Universidad Panamericana Assistant Professor of Decision Analysis
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EDUCATION

Pittsburgh, PA 2020-2025 (Expected)	Katz Graduate School of Business, University of Pittsburgh - Ph.D. in Business Analytics & Operations
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Guatemala, GUA 2024-2019	Facultad de Ingeniería, Universidad del Istmo (UNIS) - B.S in Industrial Engineering, Magna Cum Laude
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HONORS, FELLOWSHIPS & AWARDS

Pittsburgh, PA 2025 2024 2020–	University of Pittsburgh Robert N. Perloff Doctoral Student Award Alexander Family Teaching Excellence Award Rockwell Fellowship (100% tuition scholarship + monthly stipend)
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Mexico, MEX 2019–2025	IPADE Business School Go Program (Support to pursue PhD studies; teaching formation)
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Guatemala, GUA 2014-2018	Universidad del Istmo (UNIS) Award for Performance Excellence (best GPA of the class)
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WORKING PAPERS AND WORK IN PROGRESS

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., Eftekhari, M. *Reference-dependent effects in volunteering: Expected vs. experienced effort* (In progress)
3. Eftekhari, 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

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), invited session
 - 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), contributed
 - October 2022, Informs Annual Meeting (Indianapolis, IN), invited session
2. Pensamiento, G., Valdés, L., Eftekhari, M. ***Reference-dependent effects in volunteering: Expected vs. experienced effort***
 - November 2025, DSI Annual Meeting (Orlando FL), future invited session
 - October 2025, Informs Annual Meeting (Atlanta, GA), future invited session
 - *June 2025, Behavioral Operations Conference (Hamburg, Germany), contributed
 - April 2025, POMS (Atlanta, GA), 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

IPADE Business School, Universidad Panamericana. Mexico City and Monterrey City, MEX

Instructor Quantitative Methods for Management (MBA: MEDE, English) - 2025
Machine Learning for Management (MBA: MEDE, English) – 2023-2024
The Art of Negotiation (Executive online: Emeritus, Spanish) – 2022-Present

Teaching Assistant Data Visualization, Decision Analysis, Quantitative Methods for Management
(MBA: MEDE, English) - 2019-2020

Katz Graduate School of Business, University of Pittsburgh. Pittsburgh, PA (USA)

Instructor BQOM2578 Data Mining (MBA & MS group) –
Fall 2023, Fall 2022 2022 and 2023 (4.47 and 4.86 Student Evaluation)

Teaching Assistant & Recitation Leader BQOM 2401 Statistical Analysis (MBA, Executive MBA, and Healthcare MBA groups),
for Prof. Jennifer Shang and Prof. Prakash Mirchandani, 2021-2022

Facultad de Ingeniería, Universidad del Istmo (UNIS). Guatemala City, GUA

Substitute Instructor Economic Engineering (B.S. in Engineering, Spanish) - 2019

Teaching Assistant and
Reinforcement Leader Economic Engineering, Statistics II, Linear Algebra, Differential Calculus, Analytical
Geometry, Financial Accounting and Cost Analysis (B.S. in Engineering) – 2015 - 2018

TEACHING WRITINGS

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

Reviewer POMS, DSJ

Mentor EAAMO Summer of Science 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, M&SOM, POMS, DSI

CONSULTING EXPERIENCE

Mexico, MEX Estudio 3.14, Architectural Firm
May-July 2020 Independent Consultant with Prof. Alberto Ibarra, Decision Analysis Department Chair at IPADE Business School, reporting and presenting to the CEO.

Guatemala, GUA Denteco, Dental equipment distributor.
Nov. 2018 – May. 2019 Independent Consultant, Reengineering Project: reporting directly to the CFO and the COO, and presenting to the Board.

Sacatepéquez, GUA Ecofiltro, Social Entrepreneurship, water filters producer.
Nov. 2018 – May. 2019 Independent Consultant, Reengineering Project: reporting directly to the CFO and presenting to the CEO.

Guatemala, GUA Nadalini & Asociados, Operations Consultancy Firm.
Mar. 2017 – Nov. 2018 Field Consultant, Process Reengineering with Prof. Jorge Nadalini, IBS Director.

NON-PROFIT SERVICE

Pittsburgh, PA Aug. 2023–	Journey of Hope at Holy Family Institute Organizer and volunteer, helping unaccompanied immigrant children adapt to the US
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

Programming Languages & Software	R, Python, oTree, Qualtrics, Stata, Tableau, Excel
Languages	Spanish (Native), English (fluent), German (basic)

REFERENCES

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

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

José Roberto Hernández, Academic Director, Unis Business School, jhernandez@unis.edu.gt, Guatemala.