

GABRIEL PENSAMIENTO

gap75@pitt.edu / G: +412 251 9677 / Pittsburgh, US, <https://gpensamiento.github.io/>

EDUCATION

Katz Graduate School of Business, University of Pittsburgh

Ph.D. in Business Analytics & Operations, minor in Behavioral

Academic Advisor: Professor León Valdés

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), School of Engineering

B.S in Industrial Engineering, Magna Cum Laude

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)

Guatemala City, GUA

2014-2018

RESEARCH

Research Interests:

Behavioral Operations, Experiments, Socially Responsible Operations, Supply Chain Management.

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 (* if given by a co-author)

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

University Presentations

- Universidad Panamericana, IPADE Business School, December 2023 (online)

2. Pensamiento, G., Valdés, L., Eftekhar, M. Reference-dependent effects in volunteering: Expected vs. experienced effort (In progress).

Conference Presentations (* if given by a co-author)

- November 2024, DSI Annual Meeting, Phoenix, AZ (invited, future).
- *October 2024, Informa Annual Meeting, Seattle, WA, (invited, future).

3. **Pensamiento, G.,** Valdés, L. On the joint use of auditing and training to motivate supplier social responsibility (In progress).
 - Universidad Panamericana, IPADE Business School, October 2024 (online, future)

TEACHING

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)

10 sessions

Invited by Alberto Ibarra to co-develop the course with Prof. Ricardo Herrera.

- **The Art of Negotiation** (Executive online, Spanish)

30+ sessions

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

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, Spanish)

TEACHING PUBLICATIONS

- 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.
- 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.

ACADEMIC SERVICE

- **Conference Reviewer:** EAAMO 2024.
- **Summer of Science Mentor:** 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).
- **Member:** Informs, MSOM, POMS.
- **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).

CONSULTING EXPERIENCE

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.

*Mexico City, MEX
May 2020 – July 2020*

Denteco, Dental equipment distributor.

Independent Consultant, Reengineering Project: reporting directly to CFO and COO and presenting to the Board.

*Guatemala City, GUA
November 2018 – May 2019*

Ecofiltro, Social Entrepreneurship, water filters producer.

Independent Consultant, Reengineering Project: reporting directly to CFO and presenting to CEO.

*Sacatepéquez, GUA
November 2018 – May 2019*

Nadalini & Asociados, Logistics and Operations Consultancy Firm.

Field Consultant, Process Reengineering with Prof. Jorge Nadalini, IBS Director.

*Guatemala City, GUA
March 2017 – November 2018*

NON-PROFIT SERVICE

Journey of Hope at Holy Family Institute

Organizer and volunteer, helping unaccompanied immigrant children adapt to the United States

*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

Founder, organizer, and volunteer: social and economic development project for San Arturo, Fraijanes, Guatemala.

*Guatemala City, GUA
January 2018 – December 2018*

Chess Team, Universidad del Istmo

Founder, coordinator, instructor, and team member

*Guatemala City, GUA
January 2015 – July 2017*

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**, Assistant Professor of Business Analytics and 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 of Business Administration and Area Director of Business Analytics and Operations, Katz Graduate School of Business, University of Pittsburgh. shang@katz.pitt.edu