

# 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:**

**\*Presented myself.**

- 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**

- **\*DSI Annual Meeting, 2024, November, Phoenix, AZ, (invited)**
- **\*Informs Annual Meeting, 2024, October, Seattle, WA, (invited)**
- **\*Behavioral Operations Conference 2024, June, Boulder, CO, peer-reviewed**
- POMS 2024, April, Minneapolis, MN (invited)
- **\*Midwest Decision Science Institute, 2024, April, contributed session**
- **\*Early-Career Sustainable Operations W. 2024, February, Lincoln NE, peer-reviewed**
- **\*Informs Annual Meeting 2023, October, Phoenix, AZ, invited session**
- **\*Behavioral Operations Conference 2023, June, Baltimore, MD, invited session**
- Early-Career Sustainable Operations W. 2023, February, Amherst, MA, invited session
- **\*Informs Annual Meeting 2022, October, Indianapolis, IN, invited session**

#### **University Presentation**

- **\*IPADE Business School, 2023, April and December (online)**
- **\*University of Pittsburgh Experimental Economics Brownbag, 2022, April**

## Work in Progress

- ii. Eftekhari, M., **Pensamiento, G.**, Valdés, L. 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

*\*1 session= one hour and a half*

### **Katz Business School (University of Pittsburgh), Business Analytics & Operations**

*Pittsburgh, PA*

*Primary Instructor (Fully responsible for the course, 28 sessions)*

- Data Mining (MBA & MS group) 4.86/5 Student Evaluation *Fall 2023*
- Data Mining (MBA group), 4.47/5 Student Evaluation *Fall 2022*

*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*

### **IPADE Business School, Decision Analysis Academic Area**

*Mexico City, MEX*

*Guest Lecturer*

- Machine Learning for Management (International MBA, English) *Spring 2024*  
*Spring 2023*
- The Art of Negotiation (IPADE-Emeritus online, Spanish) *Fall 2022 – Present*  
Cooperation vs Competition (26 sessions)  
Behavioral Biases in Negotiation (2 sessions)

*Teaching Assistant*

*Fall 2019- Summer 2020*

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

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

*Guatemala City, GUA*

*Substitute Lecturer*

- Economic Engineering (undergraduate)

*Teaching Assistant & Reinforcement classes coordinator*

*2015 – 2018*

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

## 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.

## CONSULTING EXPERIENCE

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

## NON-PROFIT SERVICE

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

## RESEARCH SERVICE

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

## 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](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)