

# Daniel Schwartz

## Contact Information

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## Education

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Ph.D. in Behavioral Decision Research <i>Carnegie Mellon University</i>	2013
M.Sc. in Behavioral Decision Research <i>Carnegie Mellon University</i>	2010
Industrial Engineer <i>University of Chile</i>	2004
B.Sc. in Engineering Science <i>University of Chile</i>	2003

## Academic Positions

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Assistant Professor <i>Department of Industrial Engineering University of Chile</i>	2014 – Present
Research Fellow <i>Wharton Risk Management and Decision Processes Center The Wharton Business School, University of Pennsylvania</i>	2013 – 2016

## Publications

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Araya, S., Elberg, A., Noton, C., and Schwartz, D. Identifying Food Labeling Effects on Consumer Behavior. (Accepted). *Marketing Science*. (Authorship ordered alphabetically). (5Y-IF: 5.3).

Arriagada, J., Mena, C., Munizaga, M., and Schwartz, D. The effect of economic incentives and cooperation messages on user participation in crowdsourced public transport technologies. (Accepted). *Transportation* (Authorship ordered alphabetically). (5Y-IF: 6.1).

Mondschein, S., Olivares, M., Ordoñez, F., Schwartz, D., Weintraub, A. Aguayo, C., Canessa, G., and Torres, I. Logistics of Voting in Pandemic: Balancing waiting time with infection risk. (2022). *Service Science*. (Authorship of faculty members ordered alphabetically). (5Y-IF: 2.2).

Collier, B. L., Schwartz, D., Kunreuther, H., and Michel-Kerjan, E. (2022). Insuring Large Stakes: A Normative and Descriptive Analysis of Households' Flood Insurance Coverage. *Journal of Risk and Insurance*, 89, 2, 273-310. (5Y-IF: 2.5).

- Cordova, A., Imas, A., and Schwartz, D. Are Non-Contingent Incentives More Effective for Motivating New Behavior? Evidence from the Field. (2021). *Games and Economic Behavior*, 130, 602-615. (Authorship ordered alphabetically). (5Y-IF: 1.5).
- Schwartz, D., Keenan, E., Imas, A., and Gneezy, A. (2021). Opting-in to Prosocial Incentives. *Organizational Behavior and Human Decision Processes*, 163, 132-141. (5Y-IF: 4.1).
- Schwartz, D., Loewenstein, G., and Agüero, L. (2020). Encouraging Pro-Environmental Behavior through Green Identity Labeling. *Nature Sustainability*, 3, 746-752. (5Y-IF: 19.3).
- Schwartz, D., Milfont, T. L., and Hilton, D. (2019). The interplay between intrinsic motivation, financial incentives and nudges in sustainable consumption. Edward Elgar, Cheltenham, UK. (book chapter).
- Schwartz, D. and Loewenstein, G. (2017). The Chill of the Moment: Emotions and Pro-environmental Behavior. *Journal of Public Policy and Marketing*, 36(2), 255-268. (5Y-IF: 5.5).
- Wong-Parodi, G., Krishnamurti, T., Davis, A., Schwartz, D., and Fischhoff, B. (2016). A decision science approach for integrating social science in climate and energy solutions. *Nature Climate Change*, 6(6), 563-569. (5Y-IF: 25.2).
- Schwartz, D., Bruine de Bruin, W., Fischhoff, B., and Lave, L. (2015). Advertising energy saving programs: The potential environmental cost of emphasizing monetary savings. *Journal of Experimental Psychology: Applied*, 21(2), 158-166. (5Y-IF: 3.2).
- Schwartz, D., Fischhoff, B., Krishnamurti, T., and Sowell, F. (2013). The Hawthorne effect and energy awareness. *Proceedings of the National Academy of Sciences*, 110(38), 15242-15246. (5Y-IF: 10.4).
- Krishnamurti, T., Schwartz, D., Davis, A., Fischhoff, B., de Bruin, W. B., Lave, L., and Wang, J. (2012). Preparing for smart grid technologies: A behavioral decision research approach to understanding consumer expectations about smart meters. *Energy Policy*, 41, 790-797. (5Y-IF: 5.7).
- Loewenstein, G., and Schwartz, D. (2010). Nothing to fear but a lack of fear: Climate change and the fear deficit. *G8 Magazine*, 60-62 (comment).
- Vitriol, V., Cancino, A., Florenzano, R., Ballesteros, S., and Schwartz, D. (2010). Efficacy and associated costs of an outpatient intervention in women with severe depression and early trauma. *Revista Medica de Chile*, 138(4), 428-436. (5Y-IF: 0.4).
- Churilov, L., Bagirov, A., Schwartz, D., Smith, K. A., and Dally, M. (2005). Data mining with combined use of optimization techniques and self-organizing maps for improving risk grouping rules: Application to prostate cancer patients. *Journal of Management Information Systems*, 21 (4), 85-100. (5Y-IF: 3.9).
- Schwartz, D., Smith, K. A., Churilov, L., Dally, M., and Weber, R. (2003). Improving risk grouping rules for prostate cancer patients using self-organizing maps. In A. Abraham, M. Koppen, K. Franke (Eds.). *Design and Application of Hybrid Intelligent Systems* (pp. 126-135). Amsterdam: IOS Press. (book chapter).

## Fellowships, Grants, and Awards

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| Principal Investigator, Fondef IDEA.  | 2022–2024 |
| <i>Project: “Development of a prototype of transparent digital information and responsible credit based on behavioral evidence.” National Research and Development Agency (ANID).</i> |           |
| Co-Investigator, Fondecyt Regular.  | 2022–2026 |
| <i>Project: “Customer Behavior in Mobile Environments.” National Research and Development Agency (ANID).</i>  |           |
| Principal Investigator, Fondecyt Regular.   | 2019–2023 |
| <i>Project: “Behavioral nudges as applied to debt payment and prosocial behavior.” National Research and Development Agency (ANID).</i>   |           |

Associate Investigator, Superintendency of Social Security Grant. <i>Project: "Feasibility of a recommendation system to define prevention activities more effectively in each company using machine learning."</i>	2022
Associate Investigator, Superintendency of Social Security Grant. <i>Project: "Design and evaluation of preventive interventions associated with serious accidents and resulting in death in SMEs - 5RV Model."</i>	2021-2022
Research Award for Top Publication. <i>University of Chile.</i>	2021
Career Teaching Award. <i>Department of Industrial Engineering, University of Chile.</i>	2020
Associate Investigator, Fondo Central de Investigación, Redes. <i>Project: "Interventions for the detection and treatment of common mental disorders with the support of information and communication technologies: Network for the development of mental e-health." University of Chile.</i>	2018-2020
Principal Investigator, Fondo Central de Investigación, Enlace. <i>Project: "Applying behavioral nudges to credit card payments and prosocial behavior." University of Chile.</i>	2018-2019
Best University Teaching Award. <i>University of Chile.</i>	2017
Research Award for Top Publication. <i>University of Chile.</i>	2017
Best Teaching Award. <i>Department of Industrial Engineering, University of Chile.</i>	2017
Best Teaching Award. <i>Department of Industrial Engineering, University of Chile.</i>	2016
Principal Investigator, Fondecyt. <i>Project: "The Impact of Contingent and Non-Contingent Monetary Incentives on Prosocial Behavior." National Commission for Scientific and Technological Research (CONICYT).</i>	2014-2017
Graduate Fellowship. Smart Grid Investment Grant (SGIG). <i>U.S. Dept. of Energy.</i>	2010-2013
Conference funding award. BECC conference <i>Precourt Energy Efficiency Center.</i>	2010-2013
Graduate Fellowship. <i>Social and Decision Sciences. Carnegie Mellon University.</i>	2008-2010
Small Research Grant. <i>Center for Behavioral Decision Research. Carnegie Mellon University.</i>	2010

## **Invited Talks and Conference Presentations (last 9 years)**

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March 2022. Presentation at the Haas School of Business, University of California Berkeley. *Invited talk.*

March 2022. Presentation at the Rady School Management, University of California San Diego. *Invited talk.*

March 2022. Presentation at the Marshall School of Business and the Sol Price School of Public Policy, University of Southern California. *Invited talk.*

March 2022. Presentation at the UCLA Anderson School of Management. *Invited talk.*

October 2021. Presentation at the North American Conference of the Association for Consumer Research (ACR). Competitive paper.

October 2021. Presentation in the Webinar "Behavioral Sciences and Financial Services" at the School of Business and Economics, University of Chile. *Invited speaker.*

August 2021. Presentation at the Subjective Probability, Utility, and Decision Making (SPUDM) conference, Warwick Business School and the University of Warwick's Department of Psychology.

July 2021. Presentation at the Business School Management Science Seminar, Pontificia Universidad Católica. *Invited talk.*

June 2021. Presentation (and Session Chair) at the AMA Marketing and Public Policy Conference.

June 2021. Presentation at the IAREP-SABE conference, organized by the International Association for Research in Economic Psychology (IAREP) and the Society for the Advancement of Behavioral Economics (SABE).

May 2021. Presentation at Annual Meeting of the Society for the Science of Motivation (SSM).

March 2021. Presentation at the Chicago Booth Seminar, University of Chicago. *Invited speaker.*

January 2021. Presentation at the Behavioral Sciences Seminar in Financial Consumer Decision Making (organized by the Chilean Consumer Protection Bureau). *Invited speaker.*

September 2020. Presentation at the Marketing Congress ICARE (organized by one of the leading Chilean private organizations). *Invited speaker.*

November 2019. Presentation (full) at the Judgment and Decision Making (JDM) conference, Montreal, Canada.

August 2019. Presentation at the Behavioral Workshop at the Universidad de Los Andes, Chile.

August 2019. Presentation at the Institute of Nutrition and Food Technology, University of Chile. *Invited Talk.*

February 2019. Presentation at the Center for Behavioral Engineering Research (BEE), KU Leuven, Belgium. *Invited Talk.*

February 2019. Presentation at the Behavioral Health and Labor Workshop, Economics Department, KU Leuven, Belgium. *Invited Talk.*

February 2019. Presentation at the Universiteit Hasselt, Belgium. *Invited Talk.*

December 2018. Presentation at Pompeu Fabra University, Spain. *Invited Talk.*

December 2018. Presentation at ESADE, Universitat Ramon Lull, Spain. *Invited Talk.*

November 2018. Presentation at the Judgment and Decision Making (JDM) conference, New Orleans, LA.

March 2018. Presentation as Keynote at the Big Data Symposium: Ideas in Practice, London, UK. *Invited Talk.*

October 2017. Presentation at the North American Conference of the Association for Consumer Research (ACR). Competitive paper. San Diego, CA.

October 2017. Presentation at the North American Conference of the Association for Consumer Research (ACR). Special Session. San Diego, CA.

July 2017. Presentation at the Society of the Advancement of Behavioral Economics (SABE) conference, Newcastle, Australia.

July 2017. Presentation at Auckland University, New Zealand. *Invited Talk.*

June 2017. Presentation at Victory University of Wellington, New Zealand. *Invited Talk.*

December 2016. Presentation at the Center of Neuroeconomics, School of Business and Economics, Diego Portales University. *Invited Talk.*

November 2016. Presentation at the Judgment and Decision Making (JDM) conference, Boston, MA.

October 2016. Presentation at the Behavior, Energy and Climate Change (BECC) conference, Baltimore, MD.

October 2016. Presentation at the School of Business and Economics, Alberto Hurtado University. *Invited Talk.*

September 2016. Presentation at the Nucleo Milenio ESUU at Pontificia Universidad Católica. *Invited Talk.*

April 2016. Presentation at the Center of Experimental Social Sciences (Oxford & USACH), Santiago, Chile. *Invited Talk.*

January 2016. Presentation at Workshop in Management Science, San Pedro de Atacama, Chile. *Invited Talk.*

November 2015. Presentation at the Association for Public Policy Analysis & Management (APPAM) conference, Miami, FL.

January 2015. Presentation at Leeds University Business School, Leeds, UK. *Invited Talk.*

January 2015. Presentation as Keynote at the International Big Data Symposium, London, UK. *Invited Talk.*

November 2014. Presentation at the Judgment and Decision Making (JDM) conference, Long Beach, CA.

November 2013. Presentation at the Judgment and Decision Making (JDM) conference, Toronto, Canada.

November 2013. Presentation at the Behavior, Energy and Climate Change (BECC) conference, Sacramento, CA.

April 2013. Presentation at the School of Management, Boston University, Boston, MA. *Invited Talk.*

## **Ad hoc Reviewing**

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Academic journals: Management Science, Nature Sustainability, Nature Energy, Marketing Letters, Environmental and Resource Economics, Plos One, Journal of Environmental Psychology, Social Psychological and Personality Science, Journal of Choice Modelling, Energy Policy, Journal of Consumer Psychology, Journal of Behavioral Decision Making, Ecological Economics, Energy Research & Social Science, OneEarth [Cell sister's journal], Global Environmental Change.

Academic conferences: Judgment and Decision Making (JDM) Conference, Behavioral Decision Research and Management (BDRM) Conference, American Consumer Research (ACR) Conference, Behavior Energy and Climate Change (BECC) Conference.

## **Teaching**

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Data Analysis and Causal Inference (previously called Applied Statistics for Management)

Behavioral Decision Making and Behavioral Economics

Behavioral Economics and Public Policy (Postgraduate course)

Managerial Decision Making (MBA)

Behavioral Finance (Master in Finance)

Behavioral Economics (extension course)

Experimental Methods for Decision Making (extension course)

## **Projects with Organizations and Consulting**

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Research Projects and Consulting (2014 – *Present*)

Several projects with public organizations and retailers (e.g., *Ministry of Economics, ADRetail, Pronto*

*Copac, Consumer Protection Bureau, Direct TV).*

Project Manager – Commercial Manager (*Analytics S.A.*) (2004 – 2008) Consulting projects across industries in Latin America (Chile, Peru, Brazil, and Mexico): major retail businesses, including department stores, supermarkets, home improvement stores, and warehouse stores; transportation, and multinational consumer goods companies, among others. Areas: Consumer behavior, organizational process design, loyalty programs, machine learning, trade marketing, and customer segmentation, among others.