

# 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</i> <i>University of Chile</i>	2014 – <i>Present</i>
Research Fellow <i>Wharton Risk Management and Decision Processes Center</i> <i>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. (Forthcoming). *Marketing Science*. (Authorship ordered alphabetically). (Q1; IF: 5.411).<sup>1</sup>

Gramsch, B., Guevara, A., Munizaga, M., Schwartz, D., and Tirachini, A. (Forthcoming). The effect of dynamic lockdowns on public transport demand in times of COVID-19: Evidence from smartcard data. *Transport Policy*. (Authorship ordered alphabetically). (Q1; IF: 6.173).

Arriagada, J., Mena, C., Munizaga, M., and Schwartz, D. (2022). The effect of economic incentives and co-operation messages on user participation in crowdsourced public transport technologies. *Transportation*. (Authorship ordered alphabetically). (Q1; IF: 4.814).

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<sup>1</sup>Quartiles from SCImago Journal Rank 2020 and Impact Factors from Journal Citation Reports WoS 2021.

- Mondschein, S., Olivares, M., Ordoñez, F., Schwartz, D., Weintraub, A. Aguayo, C., Canessa, G., and Torres, I. (2022). Logistics of Voting in Pandemic: Balancing waiting time with infection risk. *Service Science*. (Authorship of faculty members ordered alphabetically). (Q2; IF: 2.704).
- 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*. (Q1; IF: 1.452).
- 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*. (Authorship ordered alphabetically). (Q1; IF: 1.265).
- Schwartz, D., Keenan, E., Imas, A., and Gneezy, A. (2021). Opting-in to Prosocial Incentives. *Organizational Behavior and Human Decision Processes*. (Q1; IF: 5.606).
- Schwartz, D., Loewenstein, G., and Agüero, L. (2020). Encouraging Pro-Environmental Behavior through Green Identity Labeling. *Nature Sustainability*. (Q1; IF: 27.157).
- 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*. (Q1; IF: 6.343).
- 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*. (Q1; IF: 28.660).
- 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*. (Q2; IF: 2.813).
- Schwartz, D., Fischhoff, B., Krishnamurti, T., and Sowell, F. (2013). The Hawthorne effect and energy awareness. *Proceedings of the National Academy of Sciences*. (Q1; IF: 12.779).
- 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*. (Q1; IF: 7.576).
- 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*. (Q3; IF: 0.686).
- 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*. (Q1; IF: 7.582).
- 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).

## Grants

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Principal Investigator, Fondef IDEA.

2022 – 2024

*Project: "Development of a prototype of transparent digital information and responsible credit based on behavioral evidence."*  
*National Research and Development Agency (ANID).*

Co-Investigator, Fondecyt Regular.

2022 – 2026

Project: “Customer Behavior in Mobile Environments.” National Research and Development Agency (ANID).	
Principal Investigator, Fondecyt Regular.	2019 – 2023
Project: “Behavioral nudges as applied to debt payment and prosocial behavior.” National Research and Development Agency (ANID).	
Associate Investigator, Superintendency of Social Security Grant.	2022
Project: “Feasibility of a recommendation system to define prevention activities more effectively in each company using machine learning.”	
Associate Investigator, Superintendency of Social Security Grant.	2021 – 2022
Project: “Design and evaluation of preventive interventions associated with serious accidents and resulting in death in SMEs - 5RV Model.”	
Associate Investigator, Fondo Central de Investigación, Redes.	2018 – 2020
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.	
Principal Investigator, Fondo Central de Investigación, Enlace.	2018 – 2019
Project: “Applying behavioral nudges to credit card payments and prosocial behavior.” University of Chile.	
Principal Investigator, Fondecyt.	2014 – 2017
Project: “The Impact of Contingent and Non-Contingent Monetary Incentives on Prosocial Behavior.” National Commission for Scientific and Technological Research (CONICYT).	
Graduate Fellowship. Smart Grid Investment Grant (SGIG).	2010 – 2013
U.S. Dept. of Energy.	
Graduate Fellowship.	2008 – 2010
Social and Decision Sciences. Carnegie Mellon University.	
Small Research Grant.	2010
Center for Behavioral Decision Research. Carnegie Mellon University.	

## Awards

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Research Award for Top Publication.	2021
University of Chile.	
Career Teaching Award.	2020
Department of Industrial Engineering, University of Chile.	
Best University Teaching Award.	2017
University of Chile.	
Research Award for Top Publication.	2017
University of Chile.	
Best Teaching Award.	2017
Department of Industrial Engineering, University of Chile.	

Best Teaching Award.

2016

*Department of Industrial Engineering, University of Chile.*

Conference funding award. BECC conference

2010 – 2013

*Precourt Energy Efficiency Center.*

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

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July 2022. Presentation at the Society for Consumer Psychology Boutique Conference, Honolulu, United States.

June 2022. Presentation of three different papers (and Session Chair) at the International Association for Research in Economic Psychology (IAREP) conference, Kristiansand, Norway.

May 2022. Presentation at the Facultad de Ciencias Economicas, Universidad Nacional de Cordoba, Argentina. *Invited talk.*

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.

November 2015. Presentation at the Social and Decision Sciences Seminar, Carnegie Mellon University. *Invited talk.*

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) (2015 – *Present*)  
Managerial Decision Making (MBA) (2018 – *Present*)  
Behavioral Economics and Public Policy (Postgraduate course) (2015 – 2017, 2022)  
Research Seminar II (PhD) (2022)  
Behavioral Decision Making and Behavioral Economics (2015, 2016)  
Behavioral Finance (Master in Finance) (2021)  
Behavioral Economics (extension course) (2018, 2019)  
Experimental Methods for Decision Making (extension course) (2020)

## Selected Applied Projects with Private and Public Organizations

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Principal Investigator (Ministry of Energy). <i>Project: “Energy Crisis Communication Study.”</i>	2022
Principal Investigator (Ministry of Economics). <i>Project: “Experimental analysis of alcohol warning labels from a behavioral sciences and information processing perspective.”</i>	2021 – 2022
Principal Investigator (Consumer Protection Bureau and Ministry of Economics). <i>Project: “Experiment to evaluate the communication of the credit card statement in consumers’ financial decisions.”</i>	2020 – 2021
Principal Investigator (ADRetail). <i>Project: “Analysis of valuation changes in the use of credit cards.”</i>	2021
Principal Investigator (ProntoCopec). <i>Project: “Price perception analysis.”</i>	2019
Co-Investigator (DirecTV). <i>Project: “Standardization plan for signal decoding equipment in operation: Sampling plan and statistical analysis.”</i>	2016
Principal Investigator (Consumer Protection Bureau). <i>Project: “Experiment to evaluate the communication of utility bills.”</i>	2014 – 2015

## Additional Information

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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.