

# Daniel Schwartz

## Contact Information

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## Education

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

## Academic Positions

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Associate Professor	2023 – Present
<i>Department of Industrial Engineering</i>	
<i>University of Chile</i>	
Assistant Professor	2014 – 2023
<i>Department of Industrial Engineering</i>	
<i>University of Chile</i>	
Research Fellow	2013 – 2016
<i>Wharton Risk Management and Decision Processes Center</i>	
<i>The Wharton Business School, University of Pennsylvania</i>	

## Publications

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Arriagada, J., Mena, C., Munizaga, M., and Schwartz, D. (2023). The effect of economic incentives and co-operation messages on user participation in crowdsourced public transport technologies. *Transportation*. (Authorship ordered alphabetically).

Araya, S., Elberg, A., Noton, C., and Schwartz, D. Identifying Food Labeling Effects on Consumer Behavior. (2022). *Marketing Science*. (Authorship ordered alphabetically).

Gramsch, B., Guevara, A., Munizaga, M., Schwartz, D., and Tirachini, A. (2022). The effect of dynamic lockdowns on public transport demand in times of COVID-19: Evidence from smartcard data. (2022) *Transport Policy*. (Authorship ordered alphabetically).

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).

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*.

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).

Schwartz, D., Keenan, E., Imas, A., and Gneezy, A. (2021). Opting-in to Prosocial Incentives. *Organizational Behavior and Human Decision Processes*.

Schwartz, D., Loewenstein, G., and Agüero, L. (2020). Encouraging Pro-Environmental Behavior through Green Identity Labeling. *Nature Sustainability*.

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*.

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*.

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*.

Schwartz, D., Fischhoff, B., Krishnamurti, T., and Sowell, F. (2013). The Hawthorne effect and energy awareness. *Proceedings of the National Academy of Sciences*.

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*.

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*.

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*.

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, Fondecyt Regular. 2023 – 2027  
*Project: "The direct, indirect, and unintended effects of behaviorally-informed interventions." National Research and Development Agency (ANID).*

Principal Investigator, Superintendency of Social Security Grant. 2024 – 2025  
*Project: "Evaluation of the Impact of Financial Stress on Occupational Health and Accident Rates among Workers Affiliated with the ACHS."*

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).	
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). U.S. Dept. of Energy.	2010 – 2013
Graduate Fellowship. Social and Decision Sciences. Carnegie Mellon University.	2008 – 2010
Small Research Grant. Center for Behavioral Decision Research. Carnegie Mellon University.	2010

## Awards

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Global MOOC and Online Education Alliance Award. Global Mooc Alliance and Online Education Centre.	2023
Research Award for Top Publication. University of Chile.	2021
Career Teaching Award. Department of Industrial Engineering, University of Chile.	2020
Best University Teaching Award. University of Chile.	2017
Research Award for Top Publication. University of Chile.	2017

Best Teaching Award.	2017
<i>Department of Industrial Engineering, University of Chile.</i>	
Best Teaching Award.	2016
<i>Department of Industrial Engineering, University of Chile.</i>	

## **Selected Applied Projects with Private and Public Organizations**

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

## **Invited Talks**

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2023: University of Basel, University of Zurich, Pompeu Fabra University, ESADE Universitat Ramon Lull, Universidad de los Andes, Pontificia Universidad Católica. 2022: Haas School of Business at UC Berkeley, Rady School Management at UC San Diego, Marshall School of Business and the Sol Price School of Public Policy at USC, UCLA Anderson School of Management, Universidad Nacional de Cordoba. 2021: University of Chicago Booth School of Business, School of Business Administration at the Pontificia Universidad Católica, School of Business and Economics at the University of Chile, Behavioral Sciences Seminar at the Chilean Consumer Protection Bureau. 2020: Marketing Congress ICARE (organized by one of the leading Chilean private organizations). 2019: Center for Behavioral Engineering Research (BEE) at KU Leuven, Economics Department at KU Leuven, Universiteit Hasselt, Institute of Nutrition and Food Technology at the University of Chile. 2018: Pompeu Fabra University, ESADE Universitat Ramon Lull. 2017 & before: Auckland University, Victoria University of Wellington, Center of Neuroeconomics at the School of Business and Economics Diego Portales University, School of Business and Economics at the Alberto Hurtado University, Nucleo Milenio ESUU at Pontificia Universidad Católica, Center of Experimental Social Sciences (Oxford & USACH), Carnegie Mellon University, Leeds University Business School, School of Management at the Boston University.

## **Selected Conference Presentations (last 6 years)**

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November 2023. Presentation at the Judgment and Decision Making (JDM) conference, San Francisco, CA.

October 2023. International Research Symposium “Social Preferences and Inequalities: Updates in Behavioral and Experimental Economics,” Santiago, Chile.

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.

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

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.

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).

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

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.

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

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

## **Ad hoc Reviewing**

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Academic journals: Management Science, Nature Sustainability, Nature Energy, Nature Human Behaviour, Behavioural Public Policy, 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*)  
Thinking with Data (2023)  
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)

## **Academic Administration**

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Director of undergraduate studies, *Department of Industrial Engineering, University of Chile* (2023 – Present)  
Academic committee Master in Business Administration (MBA), *School of Physical and Mathematical Sciences, University of Chile* (2021 – Present)  
Departmental counselor (elected position), *Department of Industrial Engineering, University of Chile* (2021 – 2023)  
Departmental counselor (elected position), *Department of Industrial Engineering, University of Chile* (2019 – 2021)  
Strategic Teaching Commission (Delta Initiative), *School of Physical and Mathematical Sciences, University of Chile* (2018 – 2019)  
Teaching committee, *Department of Industrial Engineering, University of Chile* (2017 – 2019)  
Academic seminar coordinator Management Science Series, *Institute of Engineering Complex Systems and Department of Industrial Engineering, University of Chile* (2017 – 2019)  
Co-chair of the Interdisciplinary Choice Workshop (2018)  
Co-chair of the Management Science Workshop (2016, 2019, and 2023)