

# DAVID HAGMANN

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## ACADEMIC POSITIONS

<b>DEPARTMENT OF MANAGEMENT, THE HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY</b> <i>Assistant Professor</i>	<b>Hong Kong</b> July 2021 – current
<b>HARVARD KENNEDY SCHOOL OF GOVERNMENT, HARVARD UNIVERSITY</b> <i>Postdoctoral Fellow</i>	<b>Cambridge, MA</b> January 2019 – July 2021
<b>THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA</b> <i>Visiting Scholar, Operations, Information, and Decisions Department</i> <i>Doc.Mobility Fellowship, Swiss National Science Foundation</i>	<b>Philadelphia, PA</b> July 2017 – June 2018

## EDUCATION

<b>CARNEGIE MELLON UNIVERSITY</b> <i>Ph. D., Behavioral Decision Research, Department of Social and Decision Sciences</i> <i>Dissertation committee: George Loewenstein (Chair), Alex Imas, and Russell Golman</i>	<b>Pittsburgh, PA</b> December 2018
<i>M. S., Behavioral Decision Research, Department of Social and Decision Sciences</i>	May 2015
<b>FORDHAM UNIVERSITY</b> <i>B. A., Mathematics and Economics, Minor in Psychology</i> <i>Summa cum laude</i>	<b>New York, NY</b> January 2009 – December 2011

## PUBLICATIONS

[\*] Denotes alphabetical ordering, as is customary in economics

- Hagmann, David, Julia A. Minson, and Catherine Tinsley. Forthcoming. "[Personal Narratives Build Trust Across Ideological Divides](#)." *Journal of Applied Psychology*.
- [\*] Chin, Alycia, David Hagmann, and George Loewenstein. "[Fear and Promise of the Unknown: How Losses Discourage and Promote Exploration](#)." 2022. *Journal of Behavioral Decision Making*.
- Ho, Emily, David Hagmann, and George Loewenstein. "[Measuring Information Preferences](#)." 2021. *Management Science* 67 (1): 126–145.
- Hagmann, David, Emily Ho, and George Loewenstein. "[Nudging Out Support for a Carbon Tax](#)." 2019. *Nature Climate Change* 9 (1): 484–489.  
- Honorable Mention for the Behavioral Science and Policy Association, 2022 Best Paper Award
- Loewenstein, George, David Hagmann, Janet Schwartz, Keith Ericson, Judd B. Kessler, Saurabh Bhargava, Jennifer Blumenthal-Barby, Thomas D'Aunno, Ben Handel, Jonathan Kolstad, David Nussbaum, Victoria Shaffer, Jonathan Skinner, Peter Ubel, & Brian J. Zikmund-Fisher. "[A Behavioral Blueprint For Improving Health Care Policy](#)." 2017. *Behavioral Science & Policy* 3 (1): 53–66.
- [\*] Golman, Russell, David Hagmann, and George Loewenstein. 2017. "[Information Avoidance](#)." *Journal of Economic Literature* 55 (1): 96–135.
- [\*] Golman, Russell, David Hagmann, and John H. Miller. 2015. "[Polya's Bees: A Model of Decentralized Decision-Making](#)." *Science Advances* 1 (8): e1500253.
- Loewenstein, George, Cindy Bryce, David Hagmann, and Sachin Rajpal. 2015. "[Warning: You Are About to Be Nudged](#)." *Behavioral Science & Policy* 1 (1): 35–42.
- Hagmann, David, and Troy Tassier. 2014. "[Endogenous Movement and Equilibrium Selection in Spatial Coordination Games](#)." *Computational Economics* 44 (3): 379–95.

## WORKING PAPERS

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10. Hagmann, David, Gwendolin Sajons, and Catherine H. Tinsley. "[Statistical Discrimination Against Minority Groups.](#)" (*R&R at Management Science*)
11. Minson, Julia A., David Hagmann, and Kara Luo. "[Beyond Persuasion: Improving Conversational Quality Around High-Stakes Interpersonal Disagreements.](#)"
12. Hagmann, David and Daniel Feiler. "[Agent-Selection and Belief Polarization in Distributive Bargaining.](#)"
13. Hagmann, David, Yi-tsen Liao, Nick Chater, and George Loewenstein. "[Costly Distractions: Focusing on Individual Behavior Undermines Support for Systemic Reforms.](#)"
14. Hagmann, David and George Loewenstein. "[Persuasion with Motivated Beliefs.](#)"

## CONFERENCE PRESENTATIONS

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**2023:** Behavioral Science and Policy Association (virtual), Economic Science Association Asia-Pacific, International Association for Conflict Management, Society for Judgment and Decision Making

**2022:** Hong Kong JDM Day

**2021:** New England Managerial Decision Making Symposium, Hong Kong JDM Day

**2020:** Symposium on Markets and Sustainability (Groningen), Cognitive Economics Society (virtual), International Association for Conflict Management (virtual), Society for Judgment and Decision Making

**2019:** Cognitive Economics Society (keynote), Workshop on Beliefs about Society and Politics, American Economic Association (ASSA)

**2018:** Society for Judgment and Decision Making, Behavioral Science and Policy Association; PolText, Hungarian Academy of Sciences; Potential Innovators in Healthcare, Indiana University Kelley School of Business; International PhD Conference in Economics, Leicester University; Center for Experimental Social Science, New York University

**2017:** Society for Judgment and Decision Making; Economic Science Association; Penn Center for Health Incentives and Behavioral Economics; Stanford Institute for Theoretical Economics (SITE), Experimental Economics Session; Opinion Dynamics and Collective Decisions; Early Career Behavioral Economics Conference; Thurgau Experimental Economics Meeting

**2016:** Society for Judgment and Decision Making; Penn Center for Health Incentives and Behavioral Economics; Foundations of Utility and Risk; Exploring Ignorance Symposium; Whitebox Advisors Graduate Student Conference, Yale University; Network for Integrated Behavioural Science

**2015:** International PhD Conference in Economics, Leicester University; Society for Judgment and Decision Making; Economic Science Association; Penn Center for Health Incentives and Behavioral Economics; Subjective Probability, Utility, and Decision Making (SPUDM)

**2014:** Society for Judgment and Decision Making; Penn Center for Health Incentives and Behavioral Economics; Network for Integrated Behavioural Science

**Prior to 2014:** Computational Social Science Society of America Annual Conference (2011, 2012, 2013); Eastern Economic Association Annual Conference (2012)

## TEACHING EXPERIENCE

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**Responsible Leadership and Ethics** (*MBA*)

2024

**Business Ethics and the Individual** (*Undergraduate*)

2022, 2023, 2024

## REVIEWER ACTIVITY

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**Psychology:** Organizational Behavior and Human Decision Processes, JPSP, Journal of Behavioral Decision Making, Journal of Experimental Psychology: Applied, Social Psychological and Personality Science, Social and Personality Psychology Compass, Decision, Cognition

**Economics:** Journal of Public Economics, AEJ Micro, Games and Economic Behavior, Experimental Economics, Journal of Economic Psychology, Journal of Economic Behavior & Organization, Economic Journal

**Interdisciplinary:** Management Science, National Science Foundation, MIT Press, Behavioural Public Policy, Science Advances, Nature Climate Change, Climatic Change

## WORKSHOPS

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<b>RUSSELL SAGE FOUNDATION</b> Summer Institute in Computational Social Science	<b>Durham, NC</b> June 2018
<b>BERKELEY INITIATIVE FOR TRANSPARENCY IN THE SOCIAL SCIENCES</b> Research Transparency and Reproducibility Training (RT2)	<b>Amsterdam, Netherlands</b> April 2018
<b>BRIQ WORKSHOP</b> Institute on Behavior & Inequality	<b>Bonn, Germany</b> July 2017
<b>BEHAVIORAL INSIGHTS GROUP, HARVARD UNIVERSITY</b> BIG Ideas Workshop	<b>Boston, MA</b> June 2017
<b>BEHAVIORAL INSIGHTS GROUP, HARVARD UNIVERSITY</b> BIG Ideas Workshop	<b>Boston, MA</b> August 2015
<b>RUSSELL SAGE FOUNDATION</b> Summer Institute in Behavioral Economics	<b>Waterville Valley, NH</b> June 2014 – July 2014
<b>RADY SCHOOL OF MANAGEMENT, UC SAN DIEGO</b> Spring School in Behavioral Economics	<b>San Diego, CA</b> March 2014
<b>NEW YORK UNIVERSITY, ABU DHABI</b> Winter Experimental Social Sciences Institute	<b>Abu Dhabi, UAE</b> January 2014
<b>MARTINOS CENTER FOR BIOMEDICAL ENGINEERING</b> fMRI Visiting Fellowship	<b>Boston, MA</b> October 2013
<b>FULLERTON UNIVERSITY</b> Advanced Training in Web-Based Research	<b>Fullerton, CA</b> August 2013
<b>KENNEDY SCHOOL OF GOVERNMENT, HARVARD UNIVERSITY</b> Workshop on Behavioral Economics and Public Policy First prize in a group research design competition (\$1,000 research grant)	<b>Boston, MA</b> August 2013
<b>AMERICAN ECONOMIC ASSOCIATION CONTINUING EDUCATION</b> Development Economics, with Anne Case and Angus Deaton	<b>Denver, CO</b> January 2011

## SERVICE

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- Organizer of the Hong Kong Judgment & Decision Making Conference	2021, 2022
- Scientific selection committee, Cognitive Economics Society	2019, 2020
- Co-organizer of the Summer Institute for Computational Social Science, Boston	2019
- Behavioral Science and Policy Association Fellow, Health Working Group	2016-2017

## PROFESSIONAL ASSOCIATIONS

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- International Association for Conflict Management	2020 – present
- Cognitive Economics Society (founding member)	2019 – present
- Behavioral Science & Policy Association	2015 – present
- Society for Judgment and Decision Making	2012 – present
- Economic Science Association	2012 – present
- American Economic Association	2010 – present