

DAVID HAGMANN

Taubman 362 • Cambridge, MA 02138 • (646) 912-8602
david_hagmann@hks.harvard.edu • www.dhagmann.com

EDUCATION

HARVARD KENNEDY SCHOOL OF GOVERNMENT

Postdoctoral Fellow

Cambridge, MA

January 2019 - current

CARNEGIE MELLON UNIVERSITY

Ph. D., Behavioral Decision Research, Department of Social and Decision Sciences
Dissertation committee: George Loewenstein (Chair), Alex Imas, and Russell Golman

Pittsburgh, PA

December 2018

M. S., Behavioral Decision Research, Department of Social and Decision Sciences

May 2015

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Visiting Scholar, Operations, Information, and Decisions Department
Doc.Mobility Fellowship, Swiss National Science Foundation

Philadelphia, PA

July 2017 – June 2018

FORDHAM UNIVERSITY

B. A., Mathematics and Economics, Minor in Psychology
Summa cum laude

New York, NY

January 2009 – December 2011

PUBLICATIONS

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

1. Ho, Emily, David Hagmann, and George Loewenstein. "[Measuring Information Preferences.](#)" 2020. *Management Science*.
2. Hagmann, David, Emily Ho, and George Loewenstein. "[Nudging Out Support for a Carbon Tax.](#)" 2019. *Nature Climate Change* 9 (1): 484–489.
3. 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.
4. [*] Golman, Russell, David Hagmann, and George Loewenstein. 2017. "[Information Avoidance.](#)" *Journal of Economic Literature* 55 (1): 96–135.
5. [*] Golman, Russell, David Hagmann, and John H. Miller. 2015. "[Polya's Bees: A Model of Decentralized Decision-Making.](#)" *Science Advances* 1 (8): e1500253.
6. Loewenstein, George, Cindy Bryce, David Hagmann, and Sachin Rajpal. 2015. "[Warning: You Are About to Be Nudged.](#)" *Behavioral Science & Policy* 1 (1): 35–42.
7. Hagmann, David, and Troy Tassier. 2014. "[Endogenous Movement and Equilibrium Selection in Spatial Coordination Games.](#)" *Computational Economics* 44 (3): 379–95.

WORKING PAPERS

Drafts available upon request

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

8. Hagmann, David and Daniel Feiler. "[The Agent-Selection Dilemma in Distributive Bargaining.](#)" *(under review at AER: Insights)*
9. Hagmann, David, Julia Minson, and Catherine Tinsley. "[Personal Narratives Build Trust in Ideological Conflict.](#)" *(under review at OBHDP)*
10. Hagmann, David and George Loewenstein. "**Persuasion with Motivated Beliefs.**"
11. Hagmann, David, Jason Harman, and Cleotilde Gonzalez. "**Wait, Wait... Don't Tell Me: Withholding Outcome Feedback in Risky Choice.**"
12. [*] Chin, Alycia, David Hagmann, and George Loewenstein. "**Fear and Promise of the Unknown: Explore-Exploit Decisions in the Presence of Losses.**"
13. [*] Hagmann David, Alex Rees-Jones, and Jeffrey Yang. "**Tax Information Avoidance.**"

INVITED PRESENTATIONS

2019

University of Montreal, Department of Political Science; University of Montreal, Department of Chemical Engineering

2018

London School of Economics; Kennedy School of Government; Indiana University Bloomington

2017

University of Nottingham; University of West Bohemia, Department of Sociology; University of Economics Prague; Tilburg University, Experimental Economics Seminar; Maastricht University, Department of Finance; West Virginia University, Department of Psychiatry, Grand Rounds Seminar

2016

Center for Advanced Hindsight, Duke University

CONFERENCE PRESENTATIONS

2020

Symposium on Markets and Sustainability (Groningen), Cognitive Economics Society (virtual), International Association for Conflict Management (virtual)

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

TEACHING ASSISTANT

Prof. Catherine Tinsley, Negotiations	Summer 2020
Prof. Julia Minson, Negotiations	Fall 2019
- Harvard Kennedy School Distinction in Student Teaching Award (4.81/5)	
Prof. Stephen Broomell, Decision Science & Policy	Spring 2017
Prof. George Loewenstein, Behavioral Economics & Public Policy	Fall 2016
Prof. Serguey Braguinsky, Policy Analysis I	Fall 2014
Prof. Erte Xiao, Organization	Spring 2014
Prof. Erte Xiao, Behavioral Economics	Fall 2013
Prof. Erte Xiao, Organization	Spring 2013

INVITED GUEST LECTURES

Prof. Silvia Saccardo, Behavioral Economics in Organizations	Fall 2016, 2017
Prof. Elif Incekara Hafalir, Freshman Seminar	Spring 2013

REVIEWER ACTIVITY

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: AEJ Micro, Experimental Economics, Journal of Economic Psychology, Journal of Economic Behavior & Organization, Economic Journal

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

WORKSHOPS

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

SERVICE

- 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
- Faculty Search Committee for Behavioral Economics, Department of Social and Decision Sciences, Carnegie Mellon University	2014

PROFESSIONAL ASSOCIATIONS

- 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
- Computational Social Science Society of America	2011 – 2015