

DAVID HAGMANN

Last updated on May 3, 2026

HKUST Business School, LSK 5053 • Hong Kong, SAR • +852 9542-8602 • +1 (646) 912-8602

hagmann@ust.hk • www.dhagmann.com

ACADEMIC POSITIONS

DEPARTMENT OF MANAGEMENT, THE HONG KONG UNIVERSITY OF SCIENCE AND TECHNOLOGY **Hong Kong**
Assistant Professor July 2021 - current

HARVARD KENNEDY SCHOOL OF GOVERNMENT, HARVARD UNIVERSITY **Cambridge, MA**
Postdoctoral Fellow January 2019 - July 2021

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Visiting Scholar, Operations, Information, and Decisions Department July 2017 - June 2018
Doc.Mobility Fellowship, Swiss National Science Foundation

EDUCATION

CARNEGIE MELLON UNIVERSITY **Pittsburgh, PA**
Ph. D., Behavioral Decision Research, Department of Social and Decision Sciences December 2018
Dissertation committee: George Loewenstein (Chair), Russell Golman, and Alex Imas.

CARNEGIE MELLON UNIVERSITY **Pittsburgh, PA**
M. S., Behavioral Decision Research, Department of Social and Decision Sciences May 2015

FORDHAM UNIVERSITY **New York, NY**
B. A., Mathematics and Economics, Minor in Psychology January 2009 - December 2011
Summa cum laude

PUBLICATIONS

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

1. David Hagmann, Gwendolin B. Sajons, and Catherine H. Tinsley. Forthcoming. “[Base Rate Neglect as a Source of Inaccurate Statistical Discrimination](#).” *Management Science*.
2. David Hagmann, Julia A. Minson, and Catherine H. Tinsley. 2024. “[Personal Narratives Build Trust Across Ideological Divides](#).” *Journal of Applied Psychology* 109 (11): 1693-1715.
3. [*] Alycia Chin, David Hagmann, and George Loewenstein. 2022. “[Fear and Promise of the Unknown: How Losses Discourage and Promote Exploration](#).” *Journal of Behavioral Decision Making* 36 (3): e2309.
4. Emily H. Ho, David Hagmann, and George Loewenstein. 2021. “[Measuring Information Preferences](#).” *Management Science* 67 (1): 126-145.
5. David Hagmann, Emily H. Ho, and George Loewenstein. 2019. “[Nudging Out Support For a Carbon Tax](#).” *Nature Climate Change* 9 (1): 484-489.
- Honorable Mention for the Behavioral Science and Policy Association Best Paper Award (2022)

6. George Loewenstein, 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, and Brian J. Zikmund-Fisher. 2017. "[A Behavioral Blueprint For Improving Health Care Policy](#)." *Behavioral Science & Policy* 3 (1): 53-66.
7. [*] Russell Golman, David Hagmann, and George Loewenstein. 2017. "[Information Avoidance](#)." *Journal of Economic Literature* 55 (1): 96-135.
8. [*] Russell Golman, David Hagmann, and John H. Miller. 2015. "[Polya's Bees: A Model of Decentralized Decision-Making](#)." *Science Advances* 1 (8): e1500253.
9. George Loewenstein, Cindy Bryce, David Hagmann, and Sachin Rajpal. 2015. "[Warning: You Are About to be Nudged](#)." *Behavioral Science & Policy* 1 (1): 35-42.
10. David Hagmann and Troy Tassier. 2014. "[Endogenous Movement and Equilibrium Selection in Spatial Coordination Games](#)." *Computational Economics* 44 (3): 379-95.

WORKING PAPERS

11. David Hagmann and Daniel Feiler. 2026. "[Agent Selection and Belief Polarization in Distributive Bargaining](#)." *Revise & Resubmit at Management Science*.
12. Amanda Chen, David Hagmann, Christie Pang, and George Loewenstein. 2026. "[Labeling Deepfake Videos Reduces Exposure But Not Persuasiveness](#)."
13. Mingyu Li, T. Bradford Bitterly, and David Hagmann. 2026. "The Warmth Penalty: Recipient Resistance to Superior Feedback from Human-in-the-Loop Systems."
14. Amanda Chen and David Hagmann. 2026. "Flattering Advice."
15. Felipe A. Araujo, Juliana Dutra, Carlos Fernandez-Loria, David Hagmann, and Nina Mazar. 2025. "[Policy Learning for Payment Compliance: Out-of Time Evidence on the Value—and Limits—of ML Targeting at a Brazilian Water Utility](#)."
16. Tailia Malloy, David Hagmann, and Cleotilde Gonzalez. 2025. "[Hierarchical Instance-Based Learning for Decision Making from Delayed Feedback](#)."
17. Yi-tsen Liao, David Hagmann, and Catherine H. Tinsley. 2024. "Leaky Pipeline: Failing to Promote Women Does Not Harm Perceptions of Diversity Efforts."
18. Min-heng Wang, David Hagmann, Greg Chih-Hsin Sheen, Emily Ho, Po-Yi Chen, and George Loewenstein. 2024. "To Know or Not to Know? Cross-cultural Contrasts in Information Preferences."
19. David Hagmann, Yi-tsen Liao, Nick Chater, and George Loewenstein. 2023. "[Costly Distractions: Focusing on Individual Behavior Undermines Support for Systemic Reforms](#)."
20. Julia A. Minson, David Hagmann, and Kara Luo. 2023. "[Beyond Persuasion: Improving Conversational Quality Around High-Stakes Interpersonal Disagreements](#)."
21. David Hagmann, Jason L. Harman, and Cleotilde Gonzalez. 2023. "Wait, Wait... Don't Tell Me: Learning More with Less Feedback."
22. David Hagmann and George Loewenstein. 2018. "[Persuasion with Motivated Beliefs](#)."

BOOK CHAPTERS

23. David Haggmann and Luxi Shen. Forthcoming. "Conducting Real Effort Experiments." In: Handbook of Experimental Methods in the Social Sciences, edited by Alex Rees-Jones.
24. Barry Schwartz, Peter J. Richerson, Benjamin E. Berkman, Jens Frankenreiter, David Haggmann, Derek M. Isaacowitz, Thorsten Pachur, Lael J. Schooler, and Peter Wehling. 2021. "[The Deep Structure of Deliberate Ignorance: Mapping the Terrain.](#)" In: Deliberate Ignorance: Choosing Not to Know, edited by Ralph Hertwig and Christoph Engel. Strüngmann Forum Reports, vol. 29, J. R. Lupp, series editor. Cambridge, MA.

CONSORTIUM CO-AUTHORSHIP

25. Miloš Fišar, Ben Greiner, Christoph Huber, Elena Katok, Ali I. Ozkes, and the Management Science Reproducibility Collaboration. 2023. "[Reproducibility in Management Science.](#)" *Management Science* 70 (3): 1343-1356.
26. Warren Tierney, Jay H. Hardy III, Charles R. Ebersole, Keith Leavitt, Domenico Viganola, Elena Giulia Clemente, Michael Gordon, Anna Dreber, Magnus Johannesson, Thomas Pfeiffer, Hiring Decisions Forecasting Collaboration, and Eric Luis Uhlmann. 2020. "[Creative Destruction in Science.](#)" *Organizational Behavior and Human Decision Processes* 161: 291-309.

CONFERENCE PRESENTATIONS

- 2025:** Esade Workshop in Behavioral and Experimental Economics, Leicester Workshop on Arbitration, Matterhorn Symposium, Society for Judgment and Decision Making, Subjective Probability, Utility, and Decision Making Meeting, Workshop on Human-AI Complementarity for Decision Making, Workshop on The Future of Decision Research
- 2024:** Asia-Pacific Association for Consumer Research, Behavioral Decision Research in Management, International Association for Conflict Management
- 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:** Hong Kong JDM Day, New England Managerial Decision Making Symposium
- 2020:** Cognitive Economics Society (virtual), International Association for Conflict Management (virtual), Society for Judgment and Decision Making, Symposium on Markets and Sustainability
- 2019:** American Economic Association (ASSA), Cognitive Economics Society (keynote), Workshop on Beliefs about Society and Politics
- 2018:** Behavioral Science and Policy Association, Center for Experimental Social Science, New York University, International PhD Conference in Economics, Leicester University, PolText, Hungarian Academy of Sciences, Potential Innovators in Healthcare, Indiana University Kelley School of Business, Society for Judgment and Decision Making

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

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

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

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

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

TEACHING EXPERIENCE

Leadership for Global Health (<i>Executive Education</i>)	2026 -
Responsible Leadership (<i>MBA</i>)	2024 -
Design for Global Health (<i>Undergraduate</i>)	2024 -
Business Ethics and the Individual (<i>Undergraduate</i>)	2022 -

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

Interdisciplinary: Proceedings of the National Academy of Sciences, Management Science, National Science Foundation, MIT Press, Behavioural Public Policy, Science Advances, Nature Climate Change, Climatic Change

WORKSHOPS

Summer Institute in Computational Social Science (Russel Sage Foundation, Durham, 2018)

Research Transparency and Reproducibility Training (Berkeley Initiative for Transparency in the Social Sciences, Amsterdam, 2018)

briq Workshop (Institute on Behavioral & Inequality, Bonn, 2017)

BIG Ideas Workshop (Harvard University Behavioral Insights Group, Boston, 2015, 2017)

Summer Institute in Behavioral Economics (Russell Sage Foundation, Waterville Valley, 2014)

Spring School in Behavioral Economics (Rady School of Management, San Diego, 2014)

Winter Experimental Social Sciences Institute (NYU Abu Dhabi, Abu Dhabi, 2014)

Advanced Training in Web-Based Research (Fullerton University, Fullerton, 2013)

Workshop on Behavioral Economics and Public Policy (Harvard Kennedy School, Boston, 2013)

AEA Continuing Education: Development Economics (Denver, 2011)

SERVICE

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