DAVID HAGMANN

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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), Alex Imas, and Russell Golman

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. Hagmann, David, Gwendolin B. Sajons, and Catherine H. Tinsley. Forthcoming. *Management Science*. "Base Rate Neglect as a Source of Inaccurate Statistical Discrimination."
2. Hagmann, David, Julia A. Minson, and Catherine Tinsley. 2024. "Personal Narratives Build Trust Across Ideological Divides." *Journal of Applied Psychology* 109 (11): 1693-1715.
3. [*] Chin, Alycia, 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. Ho, Emily, David Hagmann, and George Loewenstein. 2021. "Measuring Information Preferences." *Management Science* 67 (1): 126–145.
5. Hagmann, David, Emily 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, 2022 Best Paper Award
6. 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. 2017. "A Behavioral Blueprint For Improving Health Care Policy." *Behavioral Science & Policy* 3 (1): 53–66.
7. [*] Golman, Russell, David Hagmann, and George Loewenstein. 2017. "Information Avoidance." *Journal of Economic Literature* 55 (1): 96–135.
8. [*] Golman, Russell, David Hagmann, and John H. Miller. 2015. "Polya's Bees: A Model of Decentralized Decision-Making." *Science Advances* 1 (8): e1500253.

9. Loewenstein, George, Cindy Bryce, David Hagmann, and Sachin Rajpal. 2015. "[Warning: You Are About to Be Nudged](#)." *Behavioral Science & Policy* 1 (1): 35–42.
10. Hagmann, David, and Troy Tassier. 2014. "[Endogenous Movement and Equilibrium Selection in Spatial Coordination Games](#)." *Computational Economics* 44 (3): 379–95.

WORKING PAPERS

11. Minson, Julia A., David Hagmann, and Kara Luo. 2023. "[Beyond Persuasion: Improving Conversational Quality Around High-Stakes Interpersonal Disagreements](#)."
12. Hagmann, David and Daniel Feiler. 2024. "[Agent-Selection and Belief Polarization in Distributive Bargaining](#)."
13. Wang, Min-Heng, David Hagmann, Greg Chih-Hsin, Emily Ho, and George Loewenstein. 2024. "[To Know or Not to Know? Cross-cultural Contrasts in Information Preferences](#)."
14. Malloy, Tailia, David Hagmann, and Cleotilde Gonzalez. 2025. "[Hierarchical Instance-Based Learning for Decision Making from Delayed Feedback](#)."
15. Hagmann, David, Yi-tsen Liao, Nick Chater, and George Loewenstein. 2024. "[Whodunit: Individualistic Remedies Undermine Support for Systemic Reforms](#)."
16. Chen, Amanda and David Hagmann. 2024. "Flattering Advice: Avoiding Disappointment as a Driver of Gender Discrimination."
17. Liao, Yi-tsen, David Hagmann, and Catherine H. Tinsley. 2024. "Leaky Pipeline: Failing to Promote Women Does Not Harm Perceptions of Diversity Efforts."
18. Hagmann, David, Jason L. Harman, and Cleotilde Gonzalez. 2023. "Wait, Wait… Don't Tell Me: Learning More with Less Feedback."
19. Hagmann, David and George Loewenstein. 2018. "[Persuasion with Motivated Beliefs](#)."

BOOK CHAPTERS

20. Hagmann, David and Luxi Shen. Forthcoming. "Conducting 'Real Effort' Experiments." In A. Rees-Jones (Ed), *Handbook of experimental methods in the social sciences*. Edward Elgar Publishing Ltd.
21. Schwartz, Barry, Peter J. Richerson, Benjamin E. Berkman, Jens Frankenreiter, David Hagmann, Derek M. Isaacowitz, Thorsten Pachur, Lael J. Schooler, and Peter Wehling. 2021. "The Deep Structure of Deliberate Ignorance: Mapping the Terrain." In R. Hertwig & C. Engel (Eds), *Deliberate Ignorance: Choosing Not to Know.* MIT Press.

CONSORTIUM CO-AUTHORSHIP

22. Fišar, Miloš, 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.
23. Tierney, Warren, 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

2024: Behavioral Decision Research in Management, International Association for Conflict Management, Asia-Pacific Association for Consumer Research
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

Responsible Leadership and Ethics *(MBA)*	2024 – present
Design for Global Health (Undergraduate)	2024 – present
Business Ethics and the Individual *(Undergraduate)*	2022 – present

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