

# Daniel Navarro-Martinez

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## Personal information

*Current Positions:* **Associate Professor, Department of Economics and Business, Pompeu Fabra University.** Affiliated Professor at the Barcelona Graduate School of Economics (Barcelona GSE). Affiliated Professor at the Barcelona School of Management (BSM). (October 2018 - present)

*Postal Address:* Departament d'Economia i Empresa, Universitat Pompeu Fabra, Ramon Trias Fargas 25-27, 08005 Barcelona, España.

*Phone:* +34 93 542 1467

*E-mail:* [daniel.navarro@upf.edu](mailto:daniel.navarro@upf.edu)

*Google Scholar:* [https://scholar.google.com/citations?user=Q\\_TKep4AAAAJ&hl=en](https://scholar.google.com/citations?user=Q_TKep4AAAAJ&hl=en)

*Personal Web Site:* <http://www.danielnavarromartinez.net>

*Institutional Web Site:* <https://www.upf.edu/es/web/econ/entry/-/-/90697/403/daniel-navarro-martinez>

## Research fields

Behavioral economics, judgment and decision making, consumer behavior, decision theory.

## Publications

Viglia, G., Schumann, J.H., Maras, M. and Navarro-Martinez, D. (2019). "Paying before or paying after? The role of timing and uncertainty in pay-what-you-want pricing". *Journal of Service Research*, 22, 272-284.

Galizzi, M. and Navarro-Martinez, D. (2019). "On the external validity of social preference games: A systematic lab-field study". *Management Science*, 65, 976-1002. (Authors listed in alphabetical order)

Navarro-Martinez, D., Loomes, G., Isoni, A., Butler, D. and Alaoui, L. (2018). "Boundedly Rational Expected Utility Theory". *Journal of Risk and Uncertainty*, 57, 199-223.

- Bouwmeester, S. et al. (multiple authors) (2017). “Registered replication report: Rand, Greene, and Nowak (2012)”. *Perspectives on Psychological Science*, 12, 527-542.
- Birnbaum, M.H., Navarro-Martinez, D., Ungemach, C., Stewart, N. and Quispe-Torreblanca, E.G. (2016). “Risky decision making: Testing for violations of transitivity predicted by an editing mechanism”. *Judgment and Decision Making*, 11, 75-91.
- Dolan, P., Galizzi, M. and Navarro-Martinez, D. (2015). “Paying people to eat or not to eat? Carryover effects of monetary incentives on eating behaviour”. *Social Science & Medicine*, 133, 153-158. (Authors listed in alphabetical order)
- Cubitt, R., Navarro-Martinez, D. and Starmer, C. (2015). “On preference imprecision”. *Journal of Risk and Uncertainty*, 50, 1-34. (Authors listed in alphabetical order)
- Barreda-Tarrazona, I., Jaramillo-Gutierrez, A., Navarro-Martinez, D. and Sabater-Grande, G. (2014). “The role of forgone opportunities in decision making under risk”. *Journal of Risk and Uncertainty*, 49, 167-188. (Authors listed in alphabetical order)
- Butler, D., Isoni, A., Loomes, G. and Navarro-Martinez, D. (2014). “On the measurement of strength of preference in units of money”. *Economic Record*, 90, 1-15. (Authors listed in alphabetical order)
- Navarro-Martinez, D., Salisbury, L.C., Lemon, K.N., Stewart, N., Matthews, W.J. and Harris, A.J.L. (2011). “Minimum required payment and supplemental information disclosure effects on consumer debt repayment decisions.” *Journal of Marketing Research*, 48, 60-77.
- Garcia-Gallego, A., Georgantzis, N., Navarro-Martinez, D. and Sabater-Grande, G. (2011). “The stochastic component in choice and regression to the mean.” *Theory and Decision*, 71, 251-267. (Authors listed in alphabetical order)
- Barreda-Tarrazona, I., Jaramillo-Gutierrez, A., Navarro-Martinez, D. and Sabater-Grande, G. (2011). “Risk attitude elicitation using a multi-lottery choice task: Real vs. hypothetical incentives.” *Spanish Journal of Finance and Accounting*, 40, 609-624. (Authors listed in alphabetical order)
- Georgantzis, N., and Navarro-Martinez, D. (2010). “Understanding the WTA-WTP gap: Attitudes, feelings, uncertainty and personality.” *Journal of Economic Psychology*, 31, 895-907. (Authors listed in alphabetical order)

## **Working papers and work in progress (selected)**

- “The endowment effect in the future: How time shapes buying and selling prices” (with S. Yamamoto).
- “Bridging the gap between the lab and the field: Dictator games and donations” (with X. Wang).

“Uncertainty regulation theory: How the feeling of uncertainty shapes decision making”  
(with J. Quoidbach).

“Money is *dinero* but health is not *salud*: The foreign language effect on intertemporal choices” (with A. Costa, M. Lluís and S. Yamamoto).

“Preference and belief imprecision in games” (with D. Butler, A. Isoni and G. Loomes).

“Being mindful makes me careful: The effects of mindfulness meditation on risk aversion” (with J. Gisbert-Rodríguez and J. Quoidbach).

“Comparing pro-social behavior in the lab and the field over time: A day-reconstruction study” (with X. Wang).

“Social preference games go to work: Testing for external validity in the workplace” (with X. Wang).

“Emotions and the effectiveness of nudges” (with J. Quoidbach and S. Yamamoto).

“Virtual reality, emotions and economic decisions” (with S. Pirla-Lopez and J. Quoidbach).

“Boredom and decision making” (with S. Pirla-Lopez).

## **Previous positions**

Assistant Professor, Pompeu Fabra University, Department of Economics and Business  
(*September 2012 – October 2018*)

Postdoctoral Researcher, London School of Economics and Political Science (LSE),  
Department of Social Policy (*October 2011 – September 2012*)

Postdoctoral Research Fellow, University of Warwick (UK), Department of Economics  
(*October 2010 – October 2011*)

Postdoctoral Research Fellow, University of Warwick (UK), Department of Psychology  
(*October 2009 – October 2010*)

## **Education**

*December 2009*    *Ph.D. in Economics (Cum Laude)*

University Jaume I, Castellón, Spain

Academic year 2007/2008: *Visiting PhD student*, Centre for  
Decision Research and Experimental Economics (CeDEX),  
University of Nottingham, UK

January 2009-July 2009: *Visiting PhD student*, Decision Research Center, California State University, Fullerton, USA

June 2006 *Master's Degree in Economics* (Grade: 10/10)  
University Jaume I, Castellon, Spain

January 2005 *Postgraduate Certificate in Education*  
University Jaume I, Castellon, Spain

April 2004 *Bachelor's Degree in Management*  
University Jaume I, Castellon, Spain

### **Support from research grants**

- *Title:* "Understanding how social media feedback affects belief and attitude change at the individual and collective levels."

*Funding institution:* Ministerio de Ciencia e Innovación (Ministry of Science and Innovation, Spain)

*Award dates:* 2020-2023

*Amount awarded:* €84,700

*Other holders:* Gael Le Mens, Mikhail Spektor, Anna Torres

- *Title:* "Social-Media Feedback, Attitude Formation and Nudging in Online Settings."

*Funding institution:* BBVA Foundation

*Award dates:* 2020-2022

*Amount awarded:* €73,988

*Other holders:* Gael Le Mens, Jordi Quoidbach, Mikhail Spektor

- *Title:* "Improving the Effectiveness of Nudging: The Role of Emotions and the Self."

*Funding institution:* Ramón Areces Foundation

*Award dates:* 25/10/2019-25/12/2022

*Amount awarded:* €36,000

*Other holders:* Jordi Quoidbach

- *Title:* "Bridging the Gap Between the Lab and the Field: The Case of the Dictator Game."

*Funding institution:* Barcelona Graduate School of Economics

*Award dates:* 20/12/2018-31/12/2019

*Amount awarded:* €8,500

*Other holders:* None

- *Title:* “Using Information Provided by the Social Environment to Make Better Predictions.”  
*Funding institution:* Ministerio de Economía y Competitividad (Ministry of Economy and Competitiveness, Spain)  
*Award dates:* 30/12/2016-29/12/2019  
*Amount awarded:* €91,000  
*Other holders:* Gael Le-Mens, Jordi Quoidbach
  
- *Title:* “Uncertainty Regulation in Decision Making.”  
*Funding institution:* Barcelona Graduate School of Economics  
*Award dates:* 11/07/2014-31/12/2015  
*Amount awarded:* €4,800  
*Other holders:* None
  
- *Title:* “Harnessing Collective Wisdom to Improve Individual Decision-Making in Complex Social Environments.”  
*Funding institution:* Ministerio de Economía y Competitividad (Ministry of Economy and Competitiveness, Spain)  
*Award dates:* 01/07/2014-31/06/2017  
*Amount awarded:* €84,700  
*Other holders:* Manel Baucells, Gaele Bustin, Gael Le-Mens, Jordi Quoidbach, Anna Torres
  
- *Title:* “‘Deal or No Deal’: Efectos Estratégicos, Experienciales y de Incentivos en un Experimento en Laboratorio.”  
*Funding institution:* Generalitat Valenciana (Autonomous Government of Valencia, Spain)  
*Award dates:* 01/01/2008-31/12/2008  
*Amount awarded:* €13,600  
*Other holders:* Iván Barreda-Tarrazona, Ainhoa Jaramillo-Gutiérrez, Gerardo Sabater-Grande
  
- *Title:* “Actitud Frente al Riesgo y Comparación Social: un Estudio Experimental.”  
*Funding institution:* University Jaume I-Bancaja Foundation  
*Award dates:* 15/12/2007-14/12/2010  
*Amount awarded:* €23,500  
*Other holders:* Gerardo Sabater-Grande

## **Participation in other funded research projects**

“Modelling Imprecise Preferences and Identifying the Implications for Theory and Policy”, *reference:* RES-051-27-0248, *amount:* £431,443.46, *award dates:* September

2009 - August 2012, *principal researcher*: Professor Graham Loomes, *funding institution*: ESRC, *role*: postdoctoral research fellow

“The Psychology of Credit Card Repayments”, *reference*: RES-000-22-3339, *amount*: £74,813.01, *award dates*: April 2009 - August 2010, *principal researcher*: Professor Neil Stewart, *funding institution*: ESRC, *role*: postdoctoral research fellow

## **Personal fellowships**

Postdoctoral Fellowship; Spanish Ministry of Science and Innovation, Spain (*December 2014-December 2016*)

Beatriu de Pinós Fellowship; Generalitat de Catalunya, Spain (*December 2012-December 2014*)

Fellowship for visiting the Decision Research Center at California State University, Fullerton; University Jaume I, Castellon, Spain (*January 2009-July 2009*)

“FPI” Pre-doctoral Fellowship; University Jaume I, Castellon, Spain (*June 2006-October 2009*)

Postgraduate Research Fellowship; University Jaume I, Castellon, Spain (*April 2005-April 2006*)

## **Teaching experience**

*Behavioral Decision Making* (postgraduate, Master of Research in Economics, Finance and Management)

Barcelona Graduate School of Economics, Spain (academic years 2018/2019, 2019/2020)

*Decision Making* (in-company training)

Construcciones y Auxiliar de Ferrocarriles (CAF), Spain (academic year 2018/2019)

*Experimental Economics* (undergraduate)

Pompeu Fabra University, Spain (academic years 2015/2016 to 2019/2020)

*Emotions and Decision Making* (postgraduate, Master of Research in Economics, Finance and Management)

Barcelona Graduate School of Economics, Spain (academic years 2014/2015 to 2017/2018)

*Organizational Behavior* (undergraduate)

Pompeu Fabra University, Spain (academic year 2014/2015)

*Applied Psychology* (postgraduate, Executive Master in Diplomacy and Foreign Affairs)  
School of Public Administration of Catalonia, Spain (academic years 2013/2014 to 2016/2017)

*Decision Making* (postgraduate, MSc in Management)  
Pompeu Fabra University, Spain (academic years 2012/2013 to 2019/2020)

*Management* (undergraduate)  
Pompeu Fabra University, Spain (academic years 2012/2013 to 2019/2020)

*Behavioral Game Theory* (postgraduate, MSc in Cognitive and Decision Sciences)  
University College of London, UK (academic year 2011/2012)

*Microeconomics* (undergraduate)  
University Jaume I, Castellon, Spain (academic year 2008/2009)

## **Student theses supervision**

*Daniel Banki* (PhD thesis, current advisor)  
*Subject:* Choice architecture

*Sergio Pirla-Lopez* (PhD thesis, current advisor)  
*Subject:* Emotions and decision making

*Shohei Yamamoto* (PhD thesis, finished in 2020)  
*Subject:* Time preferences, endowment effects and nudging

*Xinghua Wang* (PhD thesis, finished in 2020)  
*Subject:* Pro-social behaviors in the lab and in the field

*Giampaolo Viglia* (PhD thesis, finished in 2013)  
*Subject:* Consumer decision making

*Marvin Muhl* (Master thesis, finished in 2018)  
*Subject:* Emotions and the compromise effect

*Miquel Simon* (Master thesis, finished in 2018)  
*Subject:* Emotions and moral decision making

*Dimitrii Subbotin* (Master thesis, finished in 2018)  
*Subject:* Emotions and movie choice

*Hazal Sezer* (Master thesis, finished in 2013)  
*Subject:* Endowment effects in negatively valued items

*Isaac Farradellas-Homs and Alejandro Medina-Sandin* (undergraduate thesis, finished in 2020)  
*Subject:* Trust and religious beliefs

*Marina de Fazio-More and Emma Vico-Iruela* (undergraduate thesis, finished in 2017)  
*Subject: Anchoring on positive vs. negative information*

*Ignasi Massalle-Morera* (undergraduate thesis, finished in 2017)  
*Subject: Emotions and pro-social behavior*

*Eduard Taltavull-Cazcarra and Manel Vera-Bou* (undergraduate thesis, finished in 2016)  
*Subject: Advertising and consumer behavior*

*Lluc Ferrer-Ferragut and Robert Vilalta-Garcia* (undergraduate thesis, finished in 2015)  
*Subject: Music marketing and consumer behavior*

### **Conference/workshop/seminar series organization**

- Co-organizer (with multiple other researchers at ESADE, IESE and UPF) of the 2020 Behavioral Decision Research in Management (BDRM) conference, Barcelona, Spain (*cancelled due to the COVID-19 pandemic*).
- Co-organizer (with Matteo M. Galizzi, LSE) of the Barcelona GSE Summer Forum on External Validity, Generalizability and Replicability of Economic Experiments (*June 2018, June 2019*)
- Co-organizer (with Gert Cornelissen, UPF) of the second Meeting of the Society for the Advancement of Judgment and Decision Making Studies (SEJyD), Barcelona, Spain (*November 2018*)
- Coordinator (with Timo Sohl, UPF) of the Management seminar series at the Department of Economics and Business, UPF, Barcelona, Spain (*academic years 2017/2018, 2018/2019, 2019/2020*)

### **Conference and seminar presentations**

- Invited online seminar, LESSAC, Burgundy School of Business (*November 2020*)
- Economic Science Association (ESA) Global Online Conference (*September 2020*)
- Invited seminar, University of Navarra, Pamplona, Spain (*October 2019*)
- Advances with Field Experiments Conference, Chicago, USA (*September 2019*)
- 26th Subjective Probability, Utility and Decision Making (SPUDM) Conference, Amsterdam, Netherlands (*August 2019*)
- SABE/IAREP Conference 2018, London, UK (*July 2018*)
- 18th Foundations of Utility and Risk (FUR) Conference, York, UK (*June 2018*)
- First Meeting of the Society for the Advancement of Judgment and Decision Making Studies (SEJyD), Mallorca, Spain (*July 2016*)
- 17th Foundations of Utility and Risk (FUR) Conference, Coventry, UK (*June 2016*)



- 25th Subjective Probability, Utility and Decision Making (SPUDM) Conference, Budapest, Hungary (*August 2015*)
- Network for Interated Behavioural Science (NIBS) workshop, Nottingham, UK (*April 2015*)
- Invited presentation, PsychoEconomics Workshop, Konstanz, Germany (*November 2014*)
- Invited seminar, University of Warwick, UK (*October 2014*)
- Behavioral Decision Research in Management (BDRM) Conference, London, UK (*July 2014*)
- 16th Foundations of Utility and Risk (FUR) Conference, Rotterdam, Netherlands (*June 2014*).
- 24th Subjective Probability, Utility and Decision Making (SPUDM) Conference, Barcelona, Spain (*August 2013*)
- Invited Seminar, London Judgment and Decision Making Group, University College of London, UK (*June 2012*)
- Workshop on Noise and Imprecision in Individual and Interactive Decision making, University of Warwick, UK (*April 2012*)
- Invited seminar, Department of Economics, Pablo de Olavide University, Seville, Spain (*February 2012*)
- Invited seminar, Department of Economics and Business, Pompeu Fabra University, Barcelona, Spain (*December 2011*)
- 23rd Subjective Probability, Utility and Decision Making (SPUDM) Conference, Kingston upon Thames, UK (*August 2011*)
- 25th Annual Congress of the European Economic Association (EEA), Glasgow, UK (*September 2010*)
- 14th Foundations of Utility and Risk (FUR) Conference, Newcastle, UK (*June 2010*).
- Invited seminar, Department of Economics, University of Granada, Spain (*May 2010*).
- 4th Alhambra Experimental Workshop, Granada, Spain (*October 2009*)
- Economic Science Association (ESA) European Meeting, Innsbruck, Austria (*September 2009*)
- 22nd Subjective Probability, Utility and Decision Making (SPUDM) Conference, Rovereto, Italy (*August 2009*)
- Invited seminar, School of Economics, University of East Anglia, UK (*December 2008*)
- Economic Science Association (ESA) European Regional Meeting, Lyon, France (*September 2008*)
- 13th Foundations of Utility and Risk (FUR) Conference, Barcelona, Spain (*July 2008*)
- CREED-UEA-CeDEx Meeting, Amsterdam, Netherlands (*June 2008*)
- 4th International Meeting on Experimental and Behavioural Economics (IMEBE), Alicante, Spain (*March 2008*)

- Centre for Decision Research and Experimental Economics (CeDEx) Workshop, University of Nottingham, UK (*October 2007, January 2008*)
- International Association for Research in Economic Psychology (IAREP) Conference, Ljubljana, Slovenia (*September 2007*)
- Economic Science Association (ESA) World Meeting, Rome, Italy (*June 2007*)

## **Additional information**

*Associate editor at the Journal of Economic Psychology.*

*My research has been covered by international media, such as: The Wall Street Journal, The Washington Post, Men's Health, BBC Radio 4, Science Daily, Medical News Today.*

*I have been a reviewer for international journals, such as: Behavior Research Methods, Cognitive Psychology, Decision, Econometrica, European Economic Review, European Journal of Personality, Experimental Economics, Journal of Behavioral and Experimental Economics, Journal of Economic Psychology, Journal of Policy Analysis and Management, Journal of Research in Personality, Journal of Socio-Economics, PLOS ONE, Psychology & Marketing, Quantitative Economics, SAGE open, Scientific Reports, Southern Economic Journal, Theory and Decision.*

*I have participated in consulting work for: Capita Learning & Development, UK Cards Association, UK Department for Education, UNHCR (the UN refugee agency).*