

Daniel Navarro-Martinez

Personal information

Current Positions: **Assistant 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). (September 2012 - present)

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

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

Research fields

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

Publications

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

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

- "Boundedly Rational Expected Utility Theory" (with L. Alaoui, D. Butler, A. Isoni and G. Loomes)
- "Uncertainty Regulation Theory: How the feeling of uncertainty shapes decision making" (with J. Quoidbach)
- "Paying before or paying after? The Role of expectations and reciprocity in a pay-what-you-want environment" (with G. Viglia and M. Maras)
- "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-Rodriguez and J. Quoidbach)
- "The endowment effect in the future" (with S. Yamamoto)

“Language and inter-temporal decision making” (with A. Costa and M. Lluís)

“The behavioral consequences of a basic income” (with M. Garcia-Murillo and I. MacInnes)

“Money, meaning and personal orientation” (with G. Cornelissen and R. Paga-Peris)

Previous positions

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, Castellon, 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:* “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: 2017-2020

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, Gaelle Bustin, Inga Hoever, 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, Castellón, Spain (*January 2009-July 2009*)

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

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

Teaching experience

Experimental Economics (undergraduate)

Pompeu Fabra University, Spain (academic years 2015-2016, 2016-2017)

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

Pompeu Fabra University, Spain (academic years 2014-2015, 2015-2016, 2016-2017)

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, 2014-2015, 2015-2016, 2016-2017)

Decision Making (postgraduate, MSc in Management)
Pompeu Fabra University, Spain (academic years 2012-2013, 2013-2014, 2014-2015, 2015-2016, 2016-2017)

Management (undergraduate)
Pompeu Fabra University, Spain (academic years 2012-2013, 2013-2014, 2014-2015, 2015-2016, 2016-2017)

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)

Conference and seminar presentations

- 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

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, Econometrica, European Economic Review, Journal of Economic Psychology, Journal of Policy Analysis and Management, Journal of Socio-Economics, PLOS ONE, Theory and Decision, SAGE open.

I have participated in consulting work for: Capita Learning & Development, UK Cards Association, UK Department for Education.

I have a wide experience designing and running laboratory, online and field experiments in a variety of fields: Decision making under risk and uncertainty, consumer behavior, pro-social behaviors, game theory, mindfulness meditation, eye-tracking, etc.

Computing skills: HTML, CSS, JavaScript and PHP programming (with a focus on web-based experiments), Latex, Mathematica, R, SPSS, Stata.

References

Professor Graham Loomes

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Warwick Business School (WBS)
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Email: graham.loomes@wbs.ac.uk*

Professor Robin Hogarth

*Pompeu Fabra University
Department of Economics and Business
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Professor Paul Dolan

*London School of Economics and Political
Science (LSE)
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Professor Neil Stewart

*University of Warwick
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Professor Chris Starmer

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Professor Michael Birnbaum

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