

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.

Phone: +34 93 542 1467

E-mail: daniel.navarro@upf.edu

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

Institutional Web Site: <http://www.econ.upf.edu/en/people/onefaculty.php?id=p6053>

Research fields

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

Publications

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 D. Butler, A. Isoni and G. Loomes)

"On the external validity of social preference games: A systematic lab-field study" (with M. Galizzi)

"Uncertainty Regulation Theory: How the feeling of uncertainty shapes decision making" (with J. Quoidbach)

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

"Expectations and reciprocity in 'pay what you want' systems" (with G. Viglia and M. Maras)

"Money, meaning and personal growth" (with G. Cornelissen and R. Paga-Peris)

"Mindfulness and decision making" (with J. Gisbert-Rodriguez and J. Quoidbach)

"Emotions and visual attention in decision making" (with M. Mormann)

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:* “Aprovechando la Sabiduría Colectiva para Mejorar la Toma de Decisiones Individual en Entornos Sociales Complejos.”
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

Beatriu de Pinos 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

Emotions and Decision Making (postgraduate, Master of Research in Economics, Finance and Management)
Pompeu Fabra University, Spain (academic year 2014-2015)

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 year 2013-2014)

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

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

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

- 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 the Wall Street Journal, the Washington Post, Men's Health, BBC Radio 4, Science Daily, and Medical News Today.

Participation in consulting work for: UK Department for Education, Capita Learning & Development.

Wide experience designing and running laboratory and online experiments in a variety of fields: Decision making under risk and uncertainty, consumer behavior, game theory, eye-tracking, etc.

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

External references

Professor Graham Loomes

*University of Warwick
Warwick Business School (WBS)
Coventry CV4 7AL, UK
Email: g.loomes@warwick.ac.uk
Phone: +44 (0)24 7652 3697*

Professor Neil Stewart

*University of Warwick
Department of Psychology
Coventry CV4 7AL, UK
Email: neil.stewart@warwick.ac.uk
Phone: +44 (0)24 765 73127*

Professor Chris Starmer

*University of Nottingham
School of Economics
Nottingham NG7 2RD, UK
Email: chris.starmer@nottingham.ac.uk
Phone: +44 (0)115 846 6067*

Professor Michael Birnbaum

*California State University, Fullerton
Department of Psychology
Fullerton, CA 92834, USA
Email: mbirnbaum@fullerton.edu
Phone: +1 657 278 2102*

Professor Paul Dolan

*London School of Economics and
Political Science (LSE)
Department of Social Policy
London WC2A 2AE, UK
Email: p.h.dolan@lse.ac.uk
Phone: +44 (0)20 7955 7237*

Professor Nikolaos Georgantzis

*University of Granada
Departamento de Teoría e Historia
Económica
18011 Granada, Spain
Email: georgant@eco.uji.es
Phone: +34 964 728590*