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CONTACT INFORMATION

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PROFESSIONAL APPOINTMENTS

2012 – Assistant Professor, The Wharton School, University of Pennsylvania
2014 – Faculty Research Fellow, National Bureau of Economic Research

EDUCATION

Ph.D., Economics, Massachusetts Institute of Technology, June 2012
A.B., Economics, University of Chicago, June 2005, *with Honors*
A.B., Statistics, University of Chicago, June 2005

TEACHING AND RESEARCH FIELDS

Industrial Organization, Health Economics, Public Economics, Education

TEACHING

2017-pres *The Economics of Health Care and Policy* (PhD), Wharton School, University of Pennsylvania

2012-pres *Health Care Strategy and Management: The Business of Health Care* (UG),
The Nonprofit Sector: Economic Challenges and Strategic Responses (UG),
Wharton School, University of Pennsylvania

2013-2015 *Cost-Benefit and Cost-Effectiveness Analysis* (PhD), Wharton School,
University of Pennsylvania

2014-2015 *Economics of Healthcare Service Delivery* (MBA), *Financing and Paying for Health Care* (MBA), *Economics and Management of the Biopharmaceuticals Industry* (MBA), Indian School of Business

2010-2012 *Advanced Topics in Industrial Organization* (TA) (PhD), *Industrial Organization and Competitive Strategy* (TA) (UG), MIT

RESEARCH EXPERIENCE AND OTHER EMPLOYMENT

2008-2009 NBER/MIT, Research Assistant for Professor Glenn Ellison
2008-2009 NBER/MIT, Research Assistant for Professor Jonathan Gruber
2005-2007 Analysis Group (Washington, DC), Senior Analyst

PROFESSIONAL ACTIVITIES

Presentations:

2018

ASSA Annual Meeting; International Industrial Organization Conference; Kellogg Healthcare Markets Conference; Bates White Life Sciences Symposium; ASHEcon Biennial Meeting (Emory);

Bargaining: Experiments, Empirics, and Theory (BEET) Conference (Columbia); NBER Summer Institute – Industrial Organization, UIUC Center for Business and Public Policy; Southern Economic Association (invited); Harvard Business School; National Tax Association Annual Conference
2017

ASSA Annual Meeting; Lehigh University; Drexel University; U.S. Dept. of Justice, Antitrust; Stanford University; FTC Bureau of Economics; International Institute of Public Finance Annual Congress (invited); University of Southern Denmark; Hunter College; Annual Health Economics Conference (USC); Carnegie Mellon University – Tepper; University of California – Berkeley
2016

ASSA Annual Meeting; Columbia University; Royal Economic Society Conference 2016 (invited); Princeton University; Northwestern University Empirical Health Law Conference; Rice University; Bates White Life Sciences Symposium; ASHEcon Biennial Meeting (University of Pennsylvania); Western Economic Association International Annual Conference (Portland); University of Maryland
2015

ASSA Annual Meeting, NBER Health Care Program Meeting, Western Economic Association International Annual Conference (Honolulu), iHEA Congress (Milan), Yale University, Johnson & Johnson/IGEL Healthcare Sustainability Learning Symposium
2014

University of Louisville, Annual Health Economics Conference (Rice University, discussant), iHEA/ECHE Congress (Dublin), ASHEcon Biennial Meeting (University of Southern California), Kellogg School of Management Healthcare Markets Conference, University of California – Berkeley, BU/Harvard/MIT Health Economics Seminar Series, ASSA Annual Meeting
2013

Queen’s School of Business, 8th Annual Conference on Empirical Legal Studies (discussant), Wharton Summer Applied Economics Workshop, NBER Summer Institute Health Care Meeting, iHEA Congress (Sydney), HEC Montreal, ASSA Annual Meeting
2012

ASHEcon Biennial Meeting (University of Minnesota, discussant), Brown University, University of British Columbia, University of Pennsylvania, University of Maryland, University of Southern California, University of California – Los Angeles, Duke University, Northwestern University
2009

NBER Education Program Meeting

Referee: AER: Insights; Health Economics; RAND Journal of Economics; Journal of Health Economics; Marketing Science; Economics Letters; Econometrica; National Science Foundation; Journal of Risk and Insurance; Journal of Political Economy; American Economic Journal: Economic Policy; Quarterly Journal of Economics; American Economic Review; American Journal of Health Economics; Economics of Education Review; Health Care: The Journal of Delivery Science and Innovation; ILRRReview; Journal of Economics & Management Strategy; Journal of the European Economic Association; Journal of Industrial Economics; Journal of Law, Economics, and Organization; Journal of Public Economics

PROFESSIONAL AFFILIATIONS

American Economic Association
 American Society of Health Economists
 International Health Economics Association

- PUBLICATIONS AND PAPERS UNDER REVIEW:** “Mergers and Hospital Costs: New Evidence on Hospital Buyer Power,” with Stuart Craig and Matthew Grennan. *Submitted*.
- “Preferred Pharmacy Networks and Drug Costs,” with Amanda Starc. *Submitted*.
- “Physician-Industry Interactions: Persuasion and Welfare,” with Matthew Grennan, Kyle Myers, and Aaron Chatterji. *Submitted*.
- “Transparency and Negotiated Prices: The Value of Information in Hospital-Supplier Bargaining,” with Matt Grennan. Revised and resubmitted, *Journal of Political Economy*.
- “Prescription Drug Use under Medicare Part D: A Linear Model of Nonlinear Budget Sets,” with Jason Abaluck and Jon Gruber. *Journal of Public Economics* 164: 106-138.
- “Social Impact Bonds in Nonprofit Health Care: New Product or New Package?” with Mark Pauly. *Journal of Law, Economics, and Organization* 33(4): 718–760.
- “Early Medicaid Expansion Reduced Payday Borrowing in California,” with Heidi Allen, Tal Gross, and Jialan Wang. *Health Affairs*, October 2017.
- “Marketplace Plans With Narrow Physician Networks Feature Lower Monthly Premiums Than Plans With Larger Networks,” with Dan Polsky and Zuleyha Cidav. *Health Affairs*, October 2016.
- “Do Schools Matter for High Math Achievement? Evidence from the American Mathematics Competitions,” with Glenn Ellison. *American Economic Review* 106(6): 1244-77, 2016.
- “The Closeness-Communication Bias: Increased Egocentrism among Friends Versus Strangers,” with Kenneth Savitzky, Boaz Keysar, Nick Epley, and Travis Carter. *Journal of Experimental Social Psychology* 47(1): 269-273, 2011.
- “The Gender Gap in Secondary School Mathematics at High Achievement Levels: Evidence from the American Mathematics Competitions,” with Glenn Ellison. *Journal of Economic Perspectives* 24(2): 109-128, 2010.
- WORKING PAPERS:** “Physician Investment in Hospitals: Specialization, Incentives, and the Quality of Cardiac Care.”
- “Diagnosing Price Dispersion,” with Matthew Grennan.
- “Dynamics of the Gender Gap in High Math Achievement,” with Glenn Ellison.

RESEARCH IN PROGRESS: “The Evolution of Returns to New Medical Innovations,” with Andrea Austin, Jonathan Kolstad, Jonathan Skinner, and Robert Town.

FELLOWSHIPS, HONORS, AND AWARDS

Wolpov Family Endowed Faculty Scholar Award (2015-2016)
Faculty Affiliate, Wharton Public Policy Initiative, University of Pennsylvania (2013-present)
Senior Fellow, Leonard Davis Institute of Health Economics, University of Pennsylvania (2012-present)
Massachusetts Institute of Technology Presidential Fellowship (2007-2009)
Ida M. Green Fellowship (2007-2008)
Honorable Mention, *National Science Foundation Graduate Research Fellowship* (2007)

GRANT FUNDING

“Conflicts, Quality, and Innovation: Evidence from Physician-Industry Ties.” Co-PI with Aaron Chatterji, Matthew Grennan, and Kyle Myers. Mack Institute for Innovation Management. \$6,500. (2016-2017)

“Pass-Through in a Highly Regulated Supply Chain – The Who, What, and When of the US Drug Market.” Co-PI with Amanda Starc. Wharton Dean’s Fund. \$25,000. (2016-2017)

“Empirical Analysis of Health System Reimbursement, Business-to-Business Bargaining, and Technology Adoption: Evidence from Hospital Input Markets.” Co-PI with Matthew Grennan. Leonard Davis Institute. \$16,950. (2016-2019)

“Empirical Analysis of Business-to-Business Bargaining: Evidence from Hospital Input Markets.” Co-PI with Matthew Grennan. National Science Foundation. \$398,319. (2016-2019)

“Pass-Through in a Highly Regulated Supply Chain – The Who, What, and When of the US Drug Market.” Co-PI with Amanda Starc. Wharton Boettner Center and Pension Research Council. \$18,000. (2015-2016)

“Pass-Through in a Highly Regulated Supply Chain – The Who, What, and When of the US Drug Market.” Co-PI with Amanda Starc. Wharton Population Aging Research Center. \$3,019. (2015)

“Information Presentation and Medicare Part D Choice.” Co-PI with Amanda Starc. Wharton Social Impact Initiative. \$8,125. (2014-2015)

“Transparency and Negotiated Prices: The Value of Information in Hospital-Supplier Bargaining.” Co-PI with Matthew Grennan. Wharton Dean’s Research Fund. \$10,000. (2014-2016)

“Betting on Your Health: How Uncertainty Affects Physician Choice.” Co-PI with Jonathan Kolstad. Wharton Dean’s Research Fund. \$9,000. (2014-2016)