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MAILING ADDRESS

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Department of Health Care Management
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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, Education, Public Economics

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:

2019

University of Michigan (*scheduled*), Temple University (*scheduled*)

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; Harvard Business School; Boston University; Southern Economic Association (invited); National Tax Association Annual Conference; University of Maryland

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; ILRReview; 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:** “Dynamics of the Gender Gap in High Math Achievement,” with Glenn Ellison. *Submitted*.
- “Preferred Pharmacy Networks and Drug Costs,” with Amanda Starc. Revisions requested, *American Economic Journal: Economic Policy*.
- “Transparency and Negotiated Prices: The Value of Information in Hospital-Supplier Bargaining,” with Matt Grennan. Accepted, *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: 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:** “Mergers and Hospital Costs: New Evidence on Hospital Buyer Power,” with Stuart Craig and Matthew Grennan.
- “Physician Investment in Hospitals: Specialization, Incentives, and the Quality of Cardiac Care.”
- “Physician-Industry Interactions: Persuasion and Welfare,” with Matthew Grennan, Kyle Myers, and Aaron Chatterji.
- “Diagnosing Price Dispersion,” with Matthew Grennan.
- 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

Faculty Affiliate, Wharton Social Impact Initiative, University of Pennsylvania (2016-present)
Wolpow 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)

SERVICE

Wharton Faculty IT Steering Committee, Member, 2014-present
Leonard Davis Institute (LDI) Executive Committee, Member, 2016-present
LDI Summer Undergraduate Minority Research Scholars program, Speaker and Mentor, 2013-present
Wharton Health Care Management Faculty Recruiting Committee, Member, 2016/2017
Wharton Faculty Council for Undergraduate Research, Member, 2015/2016
Wharton Social Impact Research Experience, Mentor, 2015-2016
Wharton Summer Program for Undergraduate Research, Mentor, 2014-2015
Wharton Business Economics and Public Policy Faculty Recruiting Committee, Member, 2013/2014

DOCTORAL STUDENT ADVISING

Ambar La Forgia, Wharton, advisor
Stuart Craig, Wharton, committee member
Adam Bloomfield, Wharton, committee member
Evan Saltzman, Wharton, committee member, Emory University, Economics
Amelia Bond, Wharton, advisor, Cornell University, Weill Cornell Medicine
Qing Gong, Penn economics, committee member, UNC Chapel Hill, Economics
Vicki Chen, Wharton, committee member, Charles River Associates
Kyle Myers, Wharton, committee member, Harvard Business School, Technology and Operations Management
Julius Chen, Wharton, committee member, Columbia University, Mailman School of Public Health
Elena Prager, Wharton, committee member, Northwestern University, Kellogg School of Management, Strategy

GRANT FUNDING

“Persuasion and Welfare in Physician-Industry Relations: Evidence from the Medical Device Industry.”
Co-PI with Matthew Grennan. National Institute for Health Care Management. \$66,442. (2019-2020)

“Medical Technology Costs and the Cost of Health Care.” Co-PI with Matthew Grennan. Wharton Dean’s Fund. \$15,000. (2018-2020)

“Preferred Pharmacy Networks and Drug Costs.” Co-PI with Amanda Starc. Wharton Dean’s Fund. \$10,000. (2017-2019)

“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. (2016-2018)

“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: ^{[[L]]}_{[[SEP]]} 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)