

## Matthew R. Grennan

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### Positions

<i>University of Pennsylvania, Wharton School</i> Assistant Professor of Health Care Management	July 2013 – present
<i>National Bureau of Economic Research</i> Faculty Research Fellow (HC, IO)	May 2015 – present
<i>Leonard Davis Institute for Health Economics Research</i> Senior Fellow	July 2013 - present
<i>University of Toronto, Rotman School of Management</i> Assistant Professor of Strategic Management	July 2010 – June 2013

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### Education

Ph.D., Strategy/Economics, *New York University, Stern School of Business*, 2011  
(Committee: Adam Brandenburger, Michael Katz, Bernie Yeung, John Asker, Allan Collard-Wexler)  
M.S., Applied Economics, *University of Minnesota*, 2005  
B.S., Industrial Engineering, *Iowa State University*, 2002

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### Research Areas

**Areas:** empirical industrial organization, health care, innovation, competitive strategy

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### Published and Forthcoming Papers

**[“Price Discrimination and Bargaining: Empirical Evidence from Medical Devices”](#)**

(*American Economic Review*, Volume 103, Number 1, February 2013, pp. 145-177(33))

**[“Bargaining Ability and Competitive Advantage: Empirical Evidence from Medical Devices”](#)**

(*Management Science*, Volume 60, Number 12, December 2014, pp. 3011-3025)

**[“Transparency and Prices: The Value of Information in Hospital-Supplier Bargaining”](#)**

(with Ashley Swanson. Accepted at *Journal of Political Economy*)

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### Working Papers

**[“Regulating Innovation with Uncertain Quality: Information, Risk, and Access in Medical Devices”](#)**

(with Bob Town. Revised and resubmitted (2<sup>nd</sup> R&R) at *American Economic Review*)

- PURC Prize for Best Paper in Regulatory Economics (IIOC 2018)

**[“Mergers and Marginal Costs: New Evidence on Hospital Buyer Power”](#)**

(with Stuart Craig and Ashley Swanson. Submitted)

**[“Firm Scope and Spillovers from New Product Innovation: Evidence from Medical Devices”](#)**

(with Charu Gupta and Mara Lederman. Submitted)

**[“Physician-Industry Interactions: Persuasion and Welfare”](#)**

(with Kyle Myers, Ashley Swanson, and Ronnie Chatterji. Under Revision)

### **“Diagnosing Price Dispersion”**

*(with Ashley Swanson. Under Revision)*

### **Projects in Progress**

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#### **“Do We Need an FDA for That? Public vs. Private Incentives for Product Testing”**

*(with Allan Collard-Wexler, Andrew Steck, and Bob Town)*

#### **“Public and Private Funding of R&D: Evidence at the Scientist Level”**

*(with Maryaline Catillon and Kyle Myers)*

#### **“Vertical Integration and Control: Evidence from Medical Technology”**

*(with Stuart Craig and Ashley Swanson)*

### **Teaching Experience**

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Health Care Data & Analytics (MBA, Wharton 2018)

Health Care Entrepreneurship (UG, Wharton 2013-18) *(mean rating: 4.6/5; Excellence in Teaching Award 2016; Poets and Quants Top 50 Undergraduate Professor 2018)*

Management & Strategy in Medical Devices & Technology (MBA, Wharton 2016-18) *(mean rating: 4.1/5)*

Health Care Marketing (MBA, Wharton 2013-15) *(mean rating: 3.9/5)*

Health Care Economics (MBA, Indian School of Business 2012-14) *(mean rating: 6.5/7)*

Entrepreneurship (UG, Toronto Rotman 2011-13) *(mean rating: 6.6/7; Excellence in Teaching Award 2011-13)*

Models and Methods (PhD, Toronto Rotman 2012-13) *(no ratings collected)*

TA, NYU Stern 2008-10: Implementing Strategy (MBA), Firms and Markets (MBA Micro), IO (PhD)

### **Professional Activities**

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#### **Invited Seminar and Conference Presentations:**

**2019 (including scheduled):** Federal Trade Commission, London School of Economics, Utah Winter Business Economics Conference;

**2018:** ASSA Annual Meetings, Yale IO, Toulouse, IIOC, Bates White Life Sciences Conference (c), IFS Vertical Markets Conference, Kellogg Conference on Healthcare Markets (c), Columbia Bargaining Conference (c), NBER Summer IO (c), NYU IO Day (d), AHEC, FTC Micro Conference, Wharton Corporate Strategy and Innovation Conference (c);

**2017:** Bates White Life Sciences Conference (c), Universidad de Chile, Stanford IO, McGill Economics, AHEC (c);

**2016:** ASSA Annual Meetings (c), Tulane Health Care Conference, UCLA Anderson, Strategy Research Forum (d), Bates White Life Sciences Conference, ASHEcon (d), US Department of Justice, Maryland Economics, Wash U Olin, UNC Kenan-Flagler;

**2015:** ASSA Annual Meetings, Dartmouth Winter IO Conference, Johns Hopkins Economics, Queens, Cornell Economics, NBER Winter Health Care (c), Penn Medicine, Bates White, Queens Innovation Conference, US Food & Drug Administration, HEC Montreal Summer IO Conference (d), NBER Summer IO, Harvard Strategy, Georgia Tech Strategy;

**2014:** Houston/Rice Economics, Minnesota Carlson & Economics, NUS Strategy, Yale Economics, Federal Trade Commission, Kellogg Conference on Healthcare Markets, iHEA, HEC Montreal Summer IO Conference, NBER Summer IO, NBER Summer Health Care, Bureau of Economic Analysis, Triangle Health Economics Workshop, Penn State Economics, Chicago Economics, Berkeley Economics, Indian School of Business;

**2013:** Utah WBEC (d), HEC Health Care IO Conference (d), Strategy Research Forum, NYU Stern Economics of Strategy Conference, CELS (d), UCLA Anderson & Economics;  
**2012:** Strategy Research Forum (d), Queens Innovation Conference (d), FTC Micro Conference (d);  
**2011:** IIOC, CRES Foundations of Strategy Conference (d), Atlanta Competitive Advantage Conference, Northwestern Kellogg, Rochester Simon, FTC Micro Conference, UPenn Wharton Management;  
**2010:** Yale SOM Economics, Analysis Group Boston, Georgia Terry Economics, Toronto Rotman Strategy, Columbia Economics, LSE Economics, Arizona Eller Economics, CRES Foundations of Strategy Conference, Cowles Structural Micro Conference, Harvard Strategy Conference (d), HEC Montreal;  
**2009:** BPS Doctoral Consortium, Consortium for Cooperation and Competition

**Peer Reviewer:** American Economic Review, AEJ: Applied, AEJ: Micro, AEJ: Policy, American Journal of Healthcare Economics, Austrian Science Fund, Econometrica, Economic Journal, Economics Letters, Health Care: The Journal of Delivery Science and Innovation, International Economic Review, International Journal of Health Care Finance and Economics, International Journal of Industrial Organization, Journal of Health Economics, Journal of Industrial Economics, Journal of Political Economy, Management Science, National Science Foundation, RAND Journal of Economics, Review of Economic Studies, Strategic Management Journal, Strategy Science

**Professional Affiliations:** Academy of Management (BPS and TIM), American Economic Association, Econometric Society, International Health Economics Association, Strategy Research Forum

**Professional Service:** IIOC Program Committee 2019; EDEN Doctoral Seminar on Competitive Strategy 2014,16

**University Service:** Wharton MBA Executive Committee 2016-18; Wharton HCMG Recruitment 2015-17; Wharton HCMG PhD Admissions 2013-18; Wharton HCMG Preliminary Exam Writer 2013-18; Toronto Rotman Recruiting Committee 2011-12; Toronto Rotman Strategy Seminar Coordinator 2010-11; Panel Speaker: Mack Institute 2016,17 and M&T Summit 2018

**Doctoral Student Advising:**

Charu Gupta, Wharton 2020 (expected)

Kyle Myers, Wharton 2017 (co-chair) – Asst. Professor, HBS (TOM), following NBER Innovation Post-Doc Octavio Martinez, Toronto 2015 (committee member) – Asst. Professor, INCAE

**MBA Student Advising:** Ani Vemprala, Penn 2014 (HIX); Hee-Won Kang, Penn 2014 (mHealth); Jinyong Lee, Penn 2017 (molecular diagnostics); Animesh Agarwal, Penn 2017 (medtech investing)

**Undergraduate Student Advising:** Aaron Goldstein and William Duckworth, Penn 2016 (*FeverSmart*, President's Innovation Prize 2016); Shriya Mantry, Penn 2017 (senior project); Ikshita Singh, Penn 2017 (senior project); Shawn Srolovitz, Penn 2018 (senior project);

**Honors**

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**Professional:**

*NSF Grant* for “Empirical Analysis of Business-to-Business Bargaining: Evidence from Hospital Input Markets” (2016-19, joint with Ashley Swanson).

*PURC Prize for Best Paper in Regulatory Economics (IIOC 2018)* for “Regulating Innovation with Uncertain Quality: Information, Risk, and Access in Medical Devices” (with Bob Town)

*Excellence in Teaching Award:* Wharton (2016); Toronto Rotman (2011, 2012, 2013)

*Poets & Quants Top Undergraduate Business Professors (2018)*

**Graduate:** C.W. Nichols Foundation Fellowship (2009-10); Willensky Dissertation Fellowship (2009-10)

**UG:** Cardinal Key (Pres. 2001); Order of Omega (Pres. 2001); National Merit Scholar (1997-2001)

### **Grant Funding**

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“Empirical Analysis of Business-to-Business Bargaining: Evidence from Hospital Input Markets” (*Co-PI with Ashley Swanson*), National Science Foundation Grant 30067535 ~\$400,000 (2016-19).

“Physician Industry Ties and Medical Device Usage and Pricing” (*Co-PI with Ashley Swanson*), NIHCM Grant ~\$66,000 (2019).

“Public and Private Funding: Evidence at the Scientist Level” (*PI*), IFS-NBER Valuing Medical Research Grant \$15,000 (2018).

“Technology Adoption and Pass-Through to Medical Device Suppliers” (*Co-PI with Ashley Swanson*), Leonard Davis Institute Pilot Grant \$15,000 (2016). Wharton Dean’s Research Fund \$8,000 (2017)

“Do We Need an FDA for That? Public vs. Private Incentives for Product Testing” (*PI*), Mack Institute for Innovation \$7,000 (2016)

“Physician-Industry Ties: Impacts on Innovation and Treatment Patterns” (*PI*), Wharton Dean’s Research Fund \$10,000 (2015)

“Transparency and Prices: the Value of Information in Hospital-Supplier Bargaining” (*Co-PI with Ashley Swanson*), Wharton Dean’s Research Fund \$10,000 (2014)

“Regulating Innovation with Uncertain Quality: Information, Risk, and Access in Medical Devices” (*PI*), Mack Center for Innovation \$7,000 (2014); Wharton Dean’s Research Fund \$10,000 (2013)

“The Multiproduct Advantage: Evidence from Regulatory Delay in Medical Devices” (*PI*), Mack Center for Innovation \$8,000 (2013)

### **Personal**

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Born: January, 1979. Dixon, IL, United States

Family: Married to Jillian (Popadak) Grennan. Daughter Jorie (b. 2015); son Grant (b. 2017)

Hobbies: basketball, cooking (and eating), football (a.k.a. soccer), reading, travel