

Gautam Gowrisankaran

PERSONAL:

Department of Economics
Eller College of Management
University of Arizona
P.O. Box 210108
Tucson, AZ 85721

Phone: (520) 621-2529, Fax: (520) 621-8450
E-mail: gowrisankaran@eller.arizona.edu
Citizenship: USA and Canada
Languages: English and French, fluent
Date of Birth: March 18, 1971

RESEARCH INTERESTS:

Industrial Organization, Health Economics, Environmental Economics, Applied
Econometrics

EDUCATION:

Ph.D., Economics, Yale University, 1995
M.Phil., Economics, Yale University, 1993
M.A., Economics, Yale University, 1992
B.A., Economics, Swarthmore College, 1991

PROFESSIONAL EXPERIENCE:

Current position:

Professor of Economics (with tenure), Department of Economics, Eller College of
Management, University of Arizona, Aug. 2011 –
Associate Professor of Economics (with tenure), Department of Economics, Eller College
of Management, University of Arizona, 2007 – 2011

Other current affiliations:

Faculty Research Fellow, National Bureau of Economic Research, Productivity Group,
2001 – present, Health Care Group, 2004 – present
Professeur affilié, Institut d'économie appliquée, HEC Montréal, 2007 – present
Senior Fellow, Center for Health Policy, Washington University in St. Louis, 2006 –
present

Past positions:

Visiting Scholar, Center for the Study of Industrial Organization, Department of
Economics, Northwestern University, 2009, 2010
Research Associate Professor, Department of Ophthalmology and Vision Sciences,
Washington University in St. Louis School of Medicine, 2007 – 2009
Visiting Associate Professor, Department of Economics, Eller College of Management,
University of Arizona, Spring 2007
Assistant Professor of Economics, John M. Olin School of Business, Washington
University in St. Louis, 2003 – 2007
Visiting Scholar, Federal Reserve Bank of San Francisco, 2001 – 02, 2005
Consultant, Federal Reserve Bank of New York, 2002 – 04
Visiting Assistant Professor, Department of Economics, Yale University, Spring 2003
Visiting Assistant Professor, Department of Economics, Harvard University, Fall 2002
Assistant Professor, Department of Economics, University of Minnesota, 1995 – 2002

REFEREED PUBLICATIONS:

Published and forthcoming:

- Gowrisankaran, Gautam and John Krainer (2011). “Entry and Pricing in a Differentiated Products Industry: Evidence from the ATM Market.” *RAND Journal of Economics* 42: 1-22.
- Gowrisankaran, Gautam, Claudio Lucarelli, Philipp Schmidt-Dengler and Robert Town (2011). “The Impact of the Medicare Rural Hospital Flexibility Program on Patient Choice.” *International Journal of Industrial Economics* 29: 342-344.
- Gowrisankaran, Gautam, Robert J. Town and Eric Barrette (2011). “Managed Care, Drug Benefits, and Mortality: An Analysis of the Elderly.” (Also NBER Working Paper 10204.) *The B.E. Journal of Economic Analysis and Policy* 11: Issue 2 (*Advances*) Article 3.
- Chernew, Michael, Gautam Gowrisankaran and Dennis Scanlon (2008). “Learning and the Value of Information: Evidence from Health Plan Report Cards.” (Also NBER Working Paper 8589.) *Journal of Econometrics* 144: 156-74.
- Gowrisankaran, Gautam, Matthew F. Mitchell and Andrea Moro (2008). “Electoral Design and Voter Welfare from the U.S. Senate: Evidence from a Dynamic Selection Model.” (Also NBER Working Paper 10748.) *Review of Economic Dynamics* 11: 1–17.
- Ackerberg, Daniel A. and Gautam Gowrisankaran (2006). “Quantifying Equilibrium Network Externalities in the ACH Banking Industry.” *RAND Journal of Economics* 37: 738-61.
- Gowrisankaran, Gautam and Thomas J. Holmes (2004). “Mergers and the Evolution of Industry Concentration: Results from the Dominant Firm Model.” *RAND Journal of Economics* 35: 561–82. (Also NBER Working Paper 9151.)
- Gowrisankaran, Gautam and Joanna Stavins (2004). “Network Externalities and Technology Adoption: Lessons from Electronic Payments.” *RAND Journal of Economics* 35: 260–276. (Also NBER Working Paper 8943.)
- Chernew, Michael, Gautam Gowrisankaran, Catherine McLaughlin and Teresa Gibson (2004). “Quality and Employers' Choice of Health Plan.” *Journal of Health Economics* 23: 471–92. (Also NBER Working Paper 9847.)
- Gowrisankaran, Gautam and Robert J. Town (2003). “Competition, Payers and Hospital Quality.” *Health Services Research* 38: 1403 – 22. (Also NBER Working Paper 9206.)
- Geweke, John, Gautam Gowrisankaran and Robert J. Town (2003). “Bayesian Inference For Hospital Quality in a Selection Model.” *Econometrica* 71: 1215 – 1238. (Also NBER Working Paper 8497.)
- Chernew, Michael, Gautam Gowrisankaran and A. Mark Fendrick (2002). “Payer Type and the Returns to Bypass Surgery: Evidence from Hospital Entry Behavior,” *Journal of Health Economics* 21: 451 – 474. (Also NBER Working Paper 8632.)
- Gowrisankaran, Gautam (1999). “A Dynamic Model of Endogenous Horizontal Mergers,” *RAND Journal of Economics* 30: 56 – 83.
- Gowrisankaran, Gautam (1999). “Efficient Representation of State Spaces for Some Dynamic Models.” *Journal of Economic Dynamics and Control* 23: 1077 – 98.

- Gowrisankaran, Gautam and Robert J. Town (1999). “Estimating the Quality of Care in Hospitals Using Instrumental Variables,” *Journal of Health Economics* 18: 747 – 67.
- Gowrisankaran, Gautam and Robert J. Town (1997). “Dynamic Equilibrium in the Hospital Industry.” *Journal of Economics and Management Strategy* 6: 45 – 74.

Submitted papers:

- Gowrisankaran, Gautam, Karen Norberg, Steven Kymes, Michael Chernen, Dustin Stwalley and Willam Peck (2011). “Insurance-Based Wellness Incentives, Hospitalizations and Medical Care Use.”
- Gowrisankaran, Gautam and Marc Rysman (2011). “Dynamics of Consumer Demand for New Durable Goods.” Also NBER Working Paper 14,737.
- Gowrisankaran, Gautam, Stanley Reynolds and Mario Samano (2011). “Intermittency and the Value of Renewable Energy.” Also NBER Working Paper 17,086.

Working papers:

- Brand, Keith, Chris Garmon, Gautam Gowrisankaran, Aviv Nevo and Robert Town (2011). “Estimating the Price Impact of Hospital Mergers: Inova’s Acquisition of Prince William Hospital.”
- Gowrisankaran, Gautam, Marc Rysman and Minsoo Park (2011). “Measuring Network Effects in a Dynamic Environment.”
- Gowrisankaran, Gautam, Claudio Lucarelli, Philipp Schmidt-Dengler and Robert J. Town (2010). “Policy and the Dynamics of Market Structure: The Critical Access Hospital Program.”
- Gowrisankaran, Gautam, Vivian Ho and Robert J. Town (2006). “Causality and the Volume-Outcome Relationship in Surgery.”

OTHER PUBLICATIONS:

- Gowrisankaran, Gautam (2011). “Evaluating the Impact of a Hospital Merger Using the Difference-in-Difference of Prices.” (Comment on article by Steven Tenn.) *International Journal of the Economics of Business* 18: 83 – 89.
- Gowrisankaran, Gautam (2008). “Competition Among Hospitals and Hospital Quality” (2008), ch. 12 of *Incentives and Choice in Health and Health Care*, F. Sloan and H. Kasper, eds. Cambridge: MIT Press.
- Gowrisankaran, Gautam and John Krainer (2005). “Bank ATMs and ATM Surcharges,” Federal Reserve Bank of San Francisco Economic Letter 2005-36.
- Gowrisankaran, Gautam (2002). “Why Do Americans Still Write Checks?” Federal Reserve Bank of San Francisco Economic Letter 2002-27.
- Gowrisankaran, Gautam (2002). “Productivity in Heart Attack Treatments,” Federal Reserve Bank of San Francisco Economic Letter 2002-20.
- Gowrisankaran, Gautam (2002). “Competition and Regulation in the Airline Industry,” Federal Reserve Bank of San Francisco Economic Letter 2002-01.

EDITORIAL POSITIONS:

- Member of board of editors, *American Economic Review*, 2011–
- Associate editor, *Journal of Business and Economic Statistics*, 2009–
- Associate editor, *Economic Inquiry*, 2008–

AWARDS AND HONORS:

Keynote speech, Center for European Economic Research (ZEW) Symposium, *A Framework for Estimating Demand in Consumer Durable Goods Markets*, Mannheim, Germany, 2011

Participant in Federal Reserve Board of Governors Academic Consultant Meeting, 2011

Delivered lecture series on *Estimation of Durable Goods Models for Differentiated Products* to the Bureau of Economic Analysis, 2010

Faculty Advisor for Graduate Student Dissertation Workshop, Western Economic Association International, Portland, OR, 2010

Grande conférence (keynote speech), Les Journées de CIRPÉE 2009 (Annual Meetings), Québec

2009 Kalt Prize Recipient, for Best Doctoral Student Mentorship at the Eller College of Management

Eller College Fellow, University of Arizona, 2007–present

Distinguished Visitor, Boston University Department of Economics, June 2008

American Economic Association, Excellence in refereeing award, 2007–08

GRANTS:

Agency for Healthcare Research and Quality Grant R01-HS018424-01A1, “Hospital Choice, Hospital Quality and Patient Welfare for Rural Residents,” 2010–12, \$577,514 (Role: PI).

National Science Foundation Grant SES-0922540, “Collaborative Research: Estimation and Computation of Dynamic Oligopoly and Network Effects Model,” 2009–12, \$207,164 (Role: PI)

NET Institute Fellowship, 2009, 2004, 2003

Missouri Foundation for Health contract. “Healthy Outcomes: The Impact of Employee Cost-Sharing on Healthcare Costs and Outcomes,” 2007–08, \$416,714 (Role: PI)

Commonwealth Foundation Grant 20070068. “Healthy Outcomes: The Impact of Employee Cost-Sharing on Healthcare Costs and Outcomes,” 2007, \$121,320 (Role: PI)

National Science Foundation Grant SES-0551360, “Collaborative Research: Dynamic Demand for New Durable Goods: An Empirical Model and Applications to Pricing and Welfare,” 2006 – 09, \$104,897 (Role: PI)

National Science Foundation Grant SES-0318170, “Estimating Models of Firm Entry,” 2003 – 06, \$207,645 (Role: PI)

University of Minnesota, Faculty Summer Research Fellowship, 1999

University of Minnesota, Single Quarter Leave, Winter 1998

University of Minnesota Faculty Summer Research Fellowship, 1996

Alfred P. Sloan Foundation Doctoral Dissertation Fellowship, 1994 – 95

Social Sciences and Humanities Research Council of Canada Doctoral Fellowship, 1993 – 95

Master’s and Doctoral Fellowship (latter declined) from the Government of Quebec, Fonds FCAR, 1991 – 95

Yale University Fellowship, 1991 – 95

PROFESSIONAL ACTIVITIES:

Ph.D. student advising:

Co-Advisor for Dong-Hyuk Kim, Ph.D., University of Arizona 2010, first position:
Center for Social Choice Postdoctoral Fellowship, University of Technology Sydney
Advisor for Joseph Cullen, Ph.D. University of Arizona 2009, first position: Harvard
University Center for the Environment Postdoctoral Fellowship, Assistant Professor,
Olin Business School, Washington University in St. Louis
Advisor for Ivan Maryanchyk, Ph.D. University of Arizona 2009, first position: Senior
analyst, Bates White Economic Consulting
Advisor for Oleksandr Shcherbakov, Ph.D. University of Arizona 2008, first position:
Cowles Postdoctoral Fellowship, Yale University
Co-advisor for Fumiko Hayashi, Ph.D. University of Minnesota 2001, first position:
Federal Reserve Bank of Kansas City

Consultant for:

State of Florida, Office of Attorney General, 2011–
FTI Compass Lexecon, 2010–
U.S. Department of Justice, Antitrust Division, 2008, 2010
Zelle, Hofmann, Voelbel, Mason & Gette, LLP, Minneapolis, MN, 2006
Federal Trade Commission, Washington, DC, 2003 – 04, 2007–08
State of Minnesota, Office of the Attorney General, St. Paul, MN, 2001
Competition Economics, Inc., Washington, DC, 1998
Federal Reserve Bank of Cleveland, Cleveland, OH, 1997 – 98
Microeconomic Consulting & Research Associates (MiCRA), Inc., Washington, DC,
1995–97

Ad-hoc referee for:

American Economic Review
B.E. Journals in Economic Analysis & Policy
Canadian Journal of Economics
Econometrica
Economic Journal
Economic Inquiry
Economica
European Economic Review/Journal of the European Economic Association
Health Economics
Health Economics, Policy and Law
Health Services Research
Journal of Applied Econometrics
Journal of Banking and Finance
Journal of Business and Economics Statistics
Journal of Comparative Economics
Journal of Econometrics
Journal of Economic Theory
Journal of Economics and Business
Journal of Economics and Management Strategy
Journal of Health Economics
Journal of Human Resources
Journal of Industrial Economics
Journal of Law and Economics

Journal of Law, Economics and Organization
Journal of Political Economy
International Economic Review
International Journal of Industrial Organization
Management Science
RAND Journal of Economics
Review of Economic Dynamics
Review of Economic Studies
Review of Economics and Statistics
Review of Network Economics
Southern Economic Journal

Ad-hoc reviewer for:

Hong Kong Research Grants Council
National Science Foundation
W.W. Norton & Company
Trinity College Dublin, Institute for International Integration Studies
University of Venice Doctoral Committee
John Wiley & Sons

Invited seminar presentations since October, 2001:

The Association of Insurance-Based Wellness Incentives with Hospitalizations and Medical Care Use

Duke University, October, 2010
Northwestern University, May, 2009

Bayesian Inference For Hospital Quality in a Selection Model
Agency for Healthcare Quality and Research, October, 2003
University of Montreal, November, 2002
Queen's University, October, 2002
UC Davis, May, 2002
Duke University, January, 2002
Yale University, December, 2001
Federal Reserve Bank of Chicago, November, 2001

Causality and the Volume-Outcome Relationship in Surgery
University of Chicago, Health Economics Seminar, April, 2005
Syracuse University, April, 2005

Dynamics of Consumer Demand for New Durable Goods
École Polytechnique/CREST (Paris), October, 2011
INSEAD Business School, April, 2011
Katholieke Universiteit Leuven, April, 2011
University of Texas, September, 2010
U.S. Bureau of Labor Statistics, December, 2009
U.S. Bureau of Economic Analysis, September, 2009
University of Helsinki, August, 2009
Harvard University, December, 2008

University of Southern California, October, 2008
Bristol University, May, 2008
University of Toronto Rotman School, March, 2008
Federal Trade Commission, December, 2007
University College London, May, 2007
London School of Economics, April, 2007
University of Minnesota Marketing Department, February, 2007
Drexel University, December, 2006
Arizona State University, November, 2006
University of California Los Angeles, May, 2006
Stanford University, May, 2006
Johns Hopkins University, May, 2006
Purdue University, March, 2006
University of Arizona, February, 2006
Duke University, September, 2005
Federal Reserve Bank of San Francisco, June, 2005
University of Missouri, April, 2005
Northwestern University Kellogg School of Management, April, 2005

Estimating the Price Impact of Hospital Mergers: Inova's Acquisition of Prince William Hospital

Columbia University, December, 2011
Johns Hopkins University, October, 2011

Intermittency and the Value of Renewable Energy:

Carnegie Mellon University, November, 2011
Harvard University, September, 2011
University of Gothenburg, May, 2011
University of Mannheim, April, 2011
New York University, March, 2011
Yale University, March, 2011
University of Arizona, March 2011
UC Berkeley, November, 2010

Learning and the Value of Information: The Case of Health Plan Report Cards

Washington State University, April, 2007
University of Toronto, October, 2002
UC San Diego, April, 2002
UC Berkeley, April, 2002
Brown University, April, 2002
Dartmouth College, April, 2002
Stanford University GSB, March, 2002
Columbia University, December, 2001
UC Davis, Agricultural and Resource Economics, November, 2001
UC Berkeley, Agricultural and Resource Economics, October, 2001

Managed Care, Drug Benefits, and Mortality: An Analysis of the Elderly

Medical University of South Carolina, March, 2007
University of Pennsylvania Health Care Management, December, 2006
HEC - Montréal (University of Montreal Business School), March, 2005
University of North Carolina, Department of Health Policy and Administration,
Triangle Health Economics Workshop (long-distance format), September, 2004
Washington University in St. Louis, Work, Family and Public Policy Seminar, April,
2004
Yale University, June, 2003
Boston University (joint with Harvard and MIT), April, 2003

Network Externalities and Technology Adoption: Lessons from Electronic Payments

Federal Reserve Bank of New York, December, 2001
NYU Stern School of Business, October, 2001

Policy and the Dynamics of Market Structure: The Critical Access Hospital Program

University of Minnesota, May, 2010
University of Wisconsin, March, 2010
Bates White Economic Consulting, December, 2009
Princeton University, November, 2009
Boston College, November, 2009
Bank of Canada, June, 2009
University of California, Davis, April, 2009
University of California, Irvine, April, 2009
University of California Los Angeles, October, 2008
Federal Reserve Bank of Kansas City, October, 2008
Boston University, June, 2008
University of Cyprus, May, 2008

Quantifying Equilibrium Network Externalities in the ACH Banking Industry

Yale University, March, 2003
University of Montreal, January, 2003
Washington University in St. Louis, December, 2002
Harvard University, September, 2002

The Welfare Consequences of ATM Surcharges: Evidence From a Structural Entry Model

Federal Reserve Bank of New York, June, 2004
University of Minnesota, May, 2004
Competition Bureau of Canada, May, 2004
University of Pennsylvania, March, 2004
University of Chicago Graduate School of Business, Marketing Seminar, April, 2004
Trinity College Dublin, Dublin (Ireland) Economics Workshop, March, 2004
Board of Governors of the Federal Reserve, November, 2003
University of Maryland, October, 2003
Pennsylvania State University, September, 2003

Columbia University, September, 2003
University of Wisconsin, September, 2003

Why Do Incumbent Senators Win? Evidence from a Dynamic Selection Model
American Enterprise Institute, November, 2005
Washington University in St. Louis, Political Economy Seminar, May, 2004

Invited or refereed conference presentations since October, 2001:

Bayesian Inference For Hospital Quality in a Selection Model
Indiana University Conference on Simulation-Based Econometric Methods, February,
2003

Causality and the Volume-Outcome Relationship in Surgery
Conference on Evaluating Health Policy, Imperial College, London, UK, May, 2008
International Health Economics Association Meetings, Barcelona, Spain, July, 2005
Consumers, Information and the Evolving Healthcare Marketplace Conference,
Cornell University, April, 2005

Dynamics of Consumer Demand for New Durable Goods
Allied Social Sciences Association Winter Meetings, San Francisco, CA, January,
2009
Fifth Annual Bates White Antitrust Conference, Washington, DC, June, 2008
Ninth CEPR Conference on Applied Industrial Organization, Paris, France, May,
2008
Federal Reserve Bank of Minneapolis Applied Microeconomics Conference, October,
2007
Economics of ICT Conference, Paris, France, June, 2007
Econometric Society Summer Meetings, Minneapolis, MN, June, 2006

Estimating the Price Impacts of Hospital Mergers: Inova's Acquisition of Prince William Hospital
Annual Health Economics Conference, Evanston, IL, October, 2011
Allied Social Sciences Association Winter Meetings, Denver, CO, January, 2011

Intermittency and the Value of Renewable Energy
Fifth Annual Cowles Conference on Theory-Based Econometric Modeling, New
Haven, CT, June, 2011
Eighth Annual Bates White Antitrust Conference, Washington, DC, June, 2011
Twelfth CEPR Conference on Applied Industrial Organization, Tel Aviv, Israel, May,
2011

Learning and the Value of Information: The Case of Health Plan Report Cards
Econometric Society Winter Meetings, Chicago, IL, January, 2007
Quantitative Marketing and Economics Conference, Chicago, IL, October, 2003
Society for Economic Dynamics Annual Meetings, New York, NY, July 2002
National Bureau of Economic Research (NBER) Summer Institute, Cambridge, MA,
July, 2002

- Allied Social Sciences Association Winter Meetings, Atlanta, GA, January, 2002
- Managed Care, Drug Benefits, and Mortality: An Analysis of the Elderly*
 National Bureau of Economic Research (NBER) Summer Institute, Cambridge, MA,
 August, 2004
 Annual Health Economics Conference, Birmingham, AL, April, 2004
- Measuring Network Effects in a Dynamic Environment*
 4th Annual Penn State University Conference on Auctions and Procurement, April,
 2011
- Network Externalities and Technology Adoption: Lessons from Electronic Payments*
 Federal Reserve Bank of Philadelphia, Conference on Payment Systems,
 Philadelphia, PA, May, 2002
 Center for Economic Policy and Research Conference on Productivity and
 Technology, Alghero, Italy, March, 2002
- Policy and the Dynamics of Market Structure: The Critical Access Hospital Program*
 Third Annual Cowles Conference on Theory-Based Econometric Modeling, New
 Haven, CT, June, 2009
 Penn State University Conference on Procurement and Regulated Markets, April,
 2008
 HEC Montréal Conference on the I.O. of Health, November, 2007
- Quality and Employers' Choice of Health Plan*
 Allied Social Sciences Association Winter Meetings, Washington, DC, January, 2003
- Quantifying Equilibrium Network Externalities in the ACH Banking Industry*
 NET Institute 2005 Conference, New York, NY, April, 2005
 Kiel – Munich Workshop on the Economics of Information and Network Industries,
 Munich, Germany, August, 2004
 CEPR Conference on Two-Sided Markets, Toulouse, France, January, 2004
 Society for Economic Dynamics Annual Meetings, Paris, France, June, 2003
 University of Iowa Clarence Tow Conference on Industrial Organization, May, 2003
 International Industrial Organization Society Conference, Boston, MA, April, 2003
 Stanford Institute for Theoretical Economics (SITE), July, 2002
- The Welfare Consequences of ATM Surcharges: Evidence From a Structural Entry
 Model*
 Recent Developments in Consumer Credit and Payments, Federal Reserve Bank of
 Philadelphia, Philadelphia, PA, September, 2005
 National Bureau of Economic Research (NBER) Winter Industrial Organization
 Meetings, Menlo Park, CA, February, 2005
 Allied Social Sciences Association Winter Meetings, Philadelphia, PA, January, 2005
 University of British Columbia Summer Industrial Organization Conference, July,
 2003

Conference organization:

Co-organizer, 2005, 2006 and 2007 International Industrial Organization Conference
Co-organizer, 2004 and 2005 CRES Industrial Organization Conference