

## 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, French, fluent, Spanish, moderate  
Date of Birth: March 18, 1971

### **RESEARCH INTERESTS:**

Industrial Organization, Health Economics, Environmental Economics, Applied  
Econometrics

### **EDUCATION:**

Doctorate *Honoris Causa*, University of Oulu, 2017  
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:**

Arizona Public Service Professor of Economics (with tenure), Department of Economics,  
Eller College of Management, University of Arizona, 2011 –

#### **Other current affiliations:**

Research Associate, National Bureau of Economic Research, 2012 – present  
Professor (by courtesy), Department of Marketing, Eller College of Management,  
University of Arizona, Aug. 2011 –  
Professeur affilié, Institut d'économie appliquée, HEC Montréal, 2007 – present

#### **Past positions:**

Visiting Scholar, Becker-Friedman Institute, Department of Economics, University of  
Chicago, Spring 2016  
Visiting Professor, Department of Economics, Northwestern University, Winter, Spring  
2014  
Visiting Professor, Universidad de los Andes, Santiago, Chile, Fall 2013  
Director of Graduate Studies, Department of Economics, University of Arizona, 2009–13  
Faculty Research Fellow, National Bureau of Economic Research, 2001 – 12  
Associate Professor of Economics (with tenure), Department of Economics, Eller College  
of Management, University of Arizona, 2007 – 2011  
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  
Visiting Assistant Professor, Department of Economics, University of Michigan, 1997 –  
98

## **REFEREED PUBLICATIONS:**

### **Published and forthcoming:**

- Gowrisankaran, Gautam, Christina Marsh and Robert Town (2019). “Myopia and Complex Dynamic Incentives: Evidence from Medicare Part D.” (Also NBER Working Paper 21,104.) Conditionally accepted at *The Review of Economic Studies*.
- Easterbrook, Kathleen, Gautam Gowrisankaran, Dina Older Aguilar and Yufei Wu (2019). “Accounting for Complementarities in Hospital Mergers: Is a Substitute Needed for Current Approaches?” Forthcoming, *Antitrust Law Journal* 82.
- Collard-Wexler, Allan, Gautam Gowrisankaran and Robin Lee (2019). “‘Nash-in-Nash’ Bargaining: A Microfoundation for Empirical Work.” *Journal of Political Economy* 127: 163-95. (Also NBER Working Paper 20,640.)
- Gowrisankaran, Gautam, Claudio Lucarelli, Philipp Schmidt-Dengler and Robert J. Town (2018). “Can Amputation Save the Hospital? The Impact of the Medicare Rural Flexibility Program on Demand and Welfare.” *Journal of Health Economics* 58: 110-122. (Also NBER Working Paper 18,894.)
- Griffin, Stephanie, David Bui, Gautam Gowrisankaran, Eric A. Lutz, Charles He, Chengcheng Hu and Jefferey L. Burgess (2018). “Risk Management Interventions to Reduce Injuries and Maximize Economic Benefits in U.S. Mining.” *Journal of Occupational and Environmental Medicine* 60(3): 226-233.
- Gowrisankaran, Gautam, Stanley Reynolds and Mario Samano (2016). “Intermittency and the Value of Renewable Energy.” (Also NBER Working Paper 17,086.) *Journal of Political Economy* 124(4): 1187-1234.
- Gautam Gowrisankaran, Aviv Nevo and Robert Town (2015). “Mergers When Prices Are Negotiated: Evidence from the Hospital Industry.” (Also NBER Working Paper 18,875.) *American Economic Review* 175(1): 172-203.
- Gowrisankaran, Gautam, Karen Norberg, Steven Kymes, Michael Chernew, Dustin Stwalley, Leah Kemper and William Peck (2013). “A Hospital System’s Wellness Program Linked To Health Plan Enrollment Cut Hospitalizations But Not Overall Costs.” *Health Affairs* 32(3): 477–85.
- Gowrisankaran, Gautam and Marc Rysman (2012). “Dynamics of Consumer Demand for New Durable Goods.” *Journal of Political Economy* 120(6): 1173-1219.
- 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.” *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.
- Akerberg, 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:**

- Blundell, Wesley, Gautam Gowrisankaran, and Ashley Langer (2018). “Escalation of Scrutiny: The Gains from Dynamic Enforcement of Environmental Regulations. (Also NBER Working Paper 24,810.) Revise and resubmit at *American Economic Review*.
- Fleitas, Sebastian, Gautam Gowrisankaran, and Anthony Lo Sasso (2018). “Reclassification Risk in the Small Group Health Insurance Market.” (Also NBER Working Paper

24,663.)

Gowrisankaran, Gautam, Charles He, Eric Lutz and Charles Burgess (2018). “Productivity, Safety, and Regulation in Underground Coal Mining: Evidence from Disasters and Fatalities.” (Also NBER Working Paper 21,129.)

Gowrisankaran, Gautam, Keith Joiner, and Pierre-Thomas Léger (2018). “Physician Practice Style and Healthcare Costs: Evidence from Emergency Departments.” (Also NBER Working Paper 21,155.)

Gowrisankaran, Gautam, Keith Joiner, and Jianjing Lin (2018). “Does Health IT Lead to Better Information or Worse Incentives?” (Also NBER Working Paper 22,873.)

### **Working papers:**

Gowrisankaran, Gautam, Marc Rysman and Minsoo Park (2012). “Measuring Network Effects in a Dynamic Environment.”

Gowrisankaran, Gautam, and Marc Rysman (2015). “A Framework for Empirical Models of Dynamic Demand.”

Gowrisankaran, Gautam, Marc Rysman and Grace Yu (2016). “Computing Price-Cost Margins in a Durable Goods Environment.”

### **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:**

Associate editor, *RAND Journal of Economics*, 2015–

Associate editor, *International Economic Review*, 2014–

Associate editor, *Journal of Business and Economic Statistics*, 2009–

Member of board of editors, *American Economic Review*, 2011–2016

Associate editor, *Economic Inquiry*, 2008–13

### **AWARDS AND HONORS:**

Keynote speech, North Carolina Health Economics Colloquium, Wake Forest University, October, 2018

Invited speaker, 2018 Latin American Workshop in Econometrics, August, 2018, Lima, Peru  
Doctorate *Honoris Causa*, University of Oulu, May, 2017

Grossman Lecture, Colby College, March, 2017

Winner, 2016 Best Paper Award from the Workshop in Health IT and Economics (WHITE), for “Does Health IT Lead to Better Information or Worse Incentives?” (under former title), joint with Keith Joiner and Jianjing Lin

Invited lecture, Shanghai University of Finance and Economics Industrial Organization Summer School, Shanghai, China, June, 2016

Keynote speech, International Conference on Innovation and Industrial Economics, Nanjing University, Nanjing, China, June, 2016

Winner, 2016 Antitrust Writing Award (<http://awards.concurrences.com>) for best academic paper on mergers, for “Mergers When Prices Are Negotiated: Evidence from the Hospital Industry,” joint with Aviv Nevo and Robert Town

Invited lecture, Martti Ahtisaari Institute, Oulu Finland, August, 2015

Invited speaker, Colombian Health Economics Association, Cali, Colombia, 2015

Invited speaker, Latin American Meetings of the Econometric Society, Sao Paulo, Brazil, 2014

Invited speaker, European Association for Research in Industrial Economics, Evora, Portugal, 2013

Keynote speech, Zhejiang University Conference on Industrial Economics, Hangzhou, China, 2013

Canadian Economic Association State of the Art Lecture, Montreal, Canada, 2013

Keynote speech, Network of Industrial Economists Conference, London, United Kingdom, 2012

Keynote speech, Copenhagen Business School Conference, *Common Ground: Recent Work in Empirical Labour and Industrial Organization*, Copenhagen, Denmark, 2012

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, Canada

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

Eller College Fellow, University of Arizona, 2007–11

Distinguished Visitor, Boston University Department of Economics, June 2008

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

## **GRANTS:**

National Science Foundation Grant SES-1824348, “Collaborative Research: Pollution Mitigation and Productivity in Developing Countries,” 2018-21, \$202,831 (Role: PI).

Eller College Small Research Grant and Center for Management Innovations in Healthcare Grant, “Preferred Pharmacy Networks,” 2017, \$12,000 (Role: PI).

Agency for Healthcare Quality and Research 1R01HS024850-01, “Narrow Network Health Plans: Effects on Access, Cost, Quality, and Selection,” 2016-19, \$383,180 for

University of Arizona subcontract only (Role: co-PI; PI of University of Arizona subcontract).

National Science Foundation Grant SES-1425063, “Bargaining in Bilateral Oligopolies with Application to the Health Sector,” 2014-17, \$256,999 (Role: PI).

Alpha Foundation for the Improvement of Mine Safety and Health Grant, “Implementation of Risk Management Programs: Identification of Best Practices to Reduce Injuries and Maximize Economic Benefits,” 2013-15, \$668,518 (Role: co-PI).

University of Arizona Renewable Energy Network Policy Research Initiative Grant, “Intermittency and Multiple Sources in Renewable Energy,” 2012-13, \$11,998 (Role: PI)

University of Arizona, Center for Management Innovations in Health Care Summer Grants, 2011, 2012, 2013, 2015 (Role: PI)

Agency for Healthcare Research and Quality Grant R01-HS018424-01A1, “Hospital Choice, Hospital Quality and Patient Welfare for Rural Residents,” 2010–13, \$577,514 (Role: PI)

National Science Foundation Grant SES-0922540, “Collaborative Research: Estimation and Computation of Dynamic Oligopoly and Network Effects Model,” 2009–13, \$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, 1996

University of Minnesota, Single Quarter Leave, Winter 1998

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 pour la formation des chercheurs et l’aide à la recherche (FCAR), 1991 – 95

Yale University Fellowship, 1991 – 95

**PROFESSIONAL ACTIVITIES:**

**Ph.D. student advising:**

Advisor for Sebastian Fleitas, Ph.D., University of Arizona, 2017, first position, University of Leuven

Advisor for Anatolii Kokoza, Ph.D., University of Arizona, 2017, first position, USAA.

Co-advisor for Nedko Yordanov, Ph.D., University of Arizona, 2016, first position, EconOne Consulting.

Advisor for Jianjing Lin, Ph.D., University of Arizona, 2015, first position, Postdoctoral Fellow, Tulane University

Advisor for Chuan (Charles) He, Ph.D., University of Arizona, 2015, first position, Senior Economist, Amazon.com

Advisor for Leila Asgari, Ph.D., University of Arizona, 2014, first position, Associate Vice President, J.P. Morgan Chase  
Advisor for T.N. (Subra) Subramaniam, Ph.D., University of Arizona, 2014, first position, Senior Associate in Modeling, Discover Card  
Advisor for Chrystie Burr, Ph.D., University of Arizona 2013, first position, Assistant Professor, Department of Economics, University of Colorado – Boulder  
Advisor for Kathleen Nosal, Ph.D., University of Arizona 2012, first position: Assistant Professor, Department of Economics, University of Mannheim  
Advisor for Mario Samano, Ph.D., University of Arizona 2012, first position: Assistant Professor, Institute of Applied Economics, HEC Montreal Business School  
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

**Expert reports, declarations, amici curiae briefs, and testimony:**

UFCW & Employers Benefit Trust v. Sutter Health and People of the State of California v. Sutter Health, Superior Court of the State of California for the City and County of San Francisco, Declaration (October 29, 2018) and Deposition (December 17 and 18, 2018) in support of defendants.  
Djeneba Sidibe v. Sutter Health, United States District Court for the Northern District of California, Declaration (October 5, 2017) and Deposition (February 6, 2018) in support of defendants.  
In the Matter of Tribune Media Company and Sinclair Broadcast Group, Inc. Consolidated Applications for Consent to Transfer Control, FCC MB Docket No. 17-179, Applicants' Consolidated Opposition to Petitions to Deny, Declaration (August 22, 2017) in support of Sinclair Broadcast Group, Inc.  
Grasso v. Electrolux Home Products, Inc., United States District Court for the Middle District of Florida, Initial Expert Report (October 3, 2016), Supplemental Expert Report (November 4, 2016), and Deposition (December 9, 2016) in support of defendant.  
USA v. Cabell Huntington Hospital Inc. and St. Mary's Medical Center Inc., Expert Report (March 2, 2016) in support of defendants.  
Federal Trade Commission v. Phoebe Putney Health System, joint with others, United States Supreme Court, Amici Curiae Brief (August 20, 2012) in support of plaintiff.  
Efficient Pricing of ADSL Wholesale Services, joint with Jeffrey MacKie Mason, Australian Competition and Consumer Commission, Expert Report (August 23, 2012) in support of Telstra Corporation Limited.  
In Re: TFT-LCD (Flat Panel) MDL1827 (State of Missouri et al. v. AU Optronics et al. and State of Florida et al. v. AU Optronics et al.), United States District Court for the

Northern District of California, Expert Report (January 17, 2012) and Deposition (March 7, 2012) in support of plaintiffs.  
Comes v. Microsoft CL82311, Iowa District Court, Expert Report (June 2, 2006), Supplemental Expert Report (June 19, 2006), and Deposition (July 26, 2006) in support of plaintiffs.

**Selected other consulting experience:**

U.S. Department of Justice, Antitrust Division, 2008, 2010, 2013, consultant on cases involving airline and hospital mergers  
Federal Trade Commission, 2007–08, consultant on hospital merger case  
State of Minnesota, Office of the Attorney General, St. Paul, MN, 2001, consultant on airline merger case  
Competition Economics, Inc., Washington, DC, 1998, consultant on airline competition issue  
Microeconomic Consulting & Research Associates (MiCRA), Inc., Washington, DC, 1995–97, consultant on a number of merger cases

**Ad-hoc referee for:**

*American Economic Review*  
*American Journal of Preventive Medicine*  
*B.E. Journals in Economic Analysis & Policy*  
*Canadian Journal of Economics*  
*Energy Journal*  
*Econometrica*  
*Economic Journal*  
*Economic Inquiry*  
*Economica*  
*European Economic Review/Journal of the European Economic Association*  
*Health Affairs*  
*Health Economics*  
*Health Economics, Policy and Law*  
*Health Services Research*  
*International Economic Review*  
*International Journal of Disaster Risk Reduction*  
*International Journal of Industrial Organization*  
*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*  
*Management Science*  
*Marketing Science*  
*Quarterly Journal of Economics*  
*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:**

*Chilean National Science Foundation*  
*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 (with most recent paper title):**

*A Computable Dynamic Oligopoly Model of Capacity Investment*  
University of Chile, September, 2013  
Bank of Canada, July, 2013

*A Hospital System's Wellness Program Linked To Health Plan Enrollment Cut Hospitalizations But Not Overall Costs*  
University of California, Riverside, February, 2012  
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

*Computing Price-Cost Margins in a Durable Goods Environment*  
Cornell University, November, 2015

*Does Health IT Adoption to Better Information or Worse Incentives?*  
UCLA Anderson School, May 2017  
University of Chicago, May, 2016  
Emory University, March, 2016

*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

*Escalation of Scrutiny: The Gains from Dynamic Enforcement of Environmental Regulations*  
University of Michigan, November, 2019  
Universidad Carlos III de Madrid, April, 2018  
École Polytechnique/CREST (Paris), April, 2018  
University of Rochester, Simon School of Business, April, 2018

*Information Feedback and Long-Term Electricity Conservation: Evidence from the Tapestry Building*  
HEC Montreal, July, 2013

*Intermittency and the Value of Renewable Energy:*

Imperial College, London, June, 2015  
Universidad de los Andes, Santiago, Chile, May, 2015  
University of Michigan, October, 2014  
Texas A&M University, April, 2012  
University of Texas at Austin, February, 2012  
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

*Mergers When Prices Are Negotiated: Evidence from the Hospital Industry*

University of Alabama – Birmingham, April, 2014  
University of Colorado, Boulder, February, 2014  
Vanderbilt University, February, 2014  
U.S. Department of Justice, November, 2013  
Charles River Associates, June, 2013  
Stanford University GSB Marketing, May, 2013

University of Tilburg, May, 2013  
Toulouse School of Economics, May, 2013  
Universidad de los Andes, Santiago, Chile, April, 2013  
University of East Anglia, December, 2012  
Vanderbilt University, December, 2012  
Indiana University, September, 2012  
Clemson University, April, 2012  
Ohio State University, April, 2012  
Columbia University, December, 2011  
Johns Hopkins University, October, 2011

*“Nash-in-Nash” Bargaining: A Microfoundation for Empirical Work*  
Nanjing University, May, 2015

*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

*Productivity, Safety, and Regulation in Coal Mining: Evidence from Disasters and Fatalities*  
Hong Kong University, March, 2017

*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

*Reclassification Risk in the Small Group Health Insurance Market*  
University of Nevada, Reno, February, 2019  
University of Toronto, Rotman School, January, 2019  
University of Kansas, November, 2018

University of North Carolina (joint with Duke University), November, 2018  
University of South Florida, November, 2018  
University of Illinois Gies School of Business, April, 2018  
Toulouse School of Economics, March, 2018  
University at Albany, October, 2017  
University of British Columbia, Sauder School of Business, October, 2016  
Princeton University, September, 2016  
Ohio State University, September, 2016  
Singapore Management University, August, 2016

*Salience, Myopia and Complex Dynamic Incentives: Evidence from Medicare Part D*

Boston University, November, 2017  
UC Irvine, May, 2017  
Chinese University of Hong Kong, March, 2017  
Universitat Autònoma de Barcelona, November, 2016  
National University of Singapore, August, 2016  
Peking University, National School of Development, June, 2016  
Federal Trade Commission, December, 2015  
Miami University of Ohio, September, 2015  
University of Helsinki, August, 2015  
Shanghai University of Finance and Economics, May, 2015  
University of Chile, May, 2015  
University of Southern California, May, 2015  
University of California, Los Angeles, April, 2015  
University of Toronto, December, 2014  
University of North Carolina at Chapel Hill, November, 2014  
Johns Hopkins University, April, 2014  
Northwestern University, April, 2014  
University of Iowa, April, 2014

*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 of paper since October, 2001 (listed under most recent title):**

*Countervailing Market Power and Hospital Competition*

Allied Social Sciences Association Winter Meetings, Chicago, IL, January, 2017

*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, UK, May, 2008

International Health Economics Association Meetings, Barcelona, Spain, July, 2005

Consumers, Information and the Evolving Healthcare Marketplace Conference, Cornell University, April, 2005

*Computing Price-Cost Margins in a Durable Goods Environment*

Empirical Models of Differentiated Products Conference, University College London, June, 2015

Ninth Annual Cowles Conference on Theory-Based Econometric Modeling, Yale University, June, 2015

*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

*Escalation of Scrutiny: The Gains from Dynamic Enforcement of Environmental Regulations*

2018 Econometric Society Latin American Workshop in Econometrics, Lima, Peru, August, 2018

Second International Conference on Innovation and Industrial Economics, Nanjing, China, June, 2018

*Intermittency and the Value of Renewable Energy*

Marti Ahtisaari Institute Lecture, Oulu, Finland, August, 2015

Center for European Economic Research (ZEW) Energy Conference, Mannheim, Germany, June, 2012

Pressing Issues in World Energy Policy Conference, University of Florida, March, 2012

- POWER Conference, University of California, Berkeley, April, 2012  
 Fifth Annual Cowles Conference on Theory-Based Econometric Modeling, Yale University, June, 2011  
 Eighth Annual Bates White Antitrust Conference, Washington, DC, June, 2011  
 Twelfth CEPR Conference on Applied Industrial Organization, Tel Aviv University, 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
- Mergers When Prices Are Negotiated: Evidence from the Hospital Industry*  
 First CREST Conference on Advances in the Economics of Antitrust and Consumer Protection, Paris, France, September, 2014  
 Penn State/Cornell Conference on Econometrics and Industrial Organization, State College, PA, September, 2014  
 European Association for Research in Industrial Economics Conference, Evora, Portugal, August, 2013  
 Zhejiang University Conference on Industrial Economics, Hangzhou, China, June, 2013  
 Canadian Economic Association, Montreal, Canada, May, 2013  
 Quantitative Marketing and Economics Conference, Durham, NC, October, 2012  
 National Bureau of Economic Research (NBER) Summer Institute, Cambridge, MA, July, 2012  
 Common Ground Conference, Copenhagen Business School, May, 2012  
 Annual Health Economics Conference, Northwestern University, October, 2011  
 Allied Social Sciences Association Winter Meetings, Denver, CO, January, 2011
- “Nash-in-Nash” Bargaining: A Microfoundation for Empirical Work*  
 Institute for Fiscal Studies Vertical Contracting Conference, London, June, 2018
- 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
- Physician Practice Style and Healthcare Costs: Evidence from Emergency Departments*  
Society for Institutional & Organizational Economics Conference, Montreal, July,  
2018
- Policy and the Dynamics of Market Structure: The Critical Access Hospital Program*  
Third Annual Cowles Conference on Theory-Based Econometric Modeling, Yale  
University, June, 2009
- Penn State University Conference on Procurement and Regulated Markets, April,  
2008
- HEC Montréal Conference on the I.O. of Health, November, 2007
- Pollution Mitigation and Productivity: Evidence from Chinese Manufacturing Firms*  
Javeriana University Structural I.O. Conference, Bogotá, Colombia, October, 2017
- Productivity, Safety, and Regulation in Underground Coal Mining: Evidence from  
Disasters and Fatalities*  
New Directions in Commodities Research Conference, University of Colorado,  
Denver, August, 2017
- Third Annual IZA Conference on Labor Market Effects of Environmental Policies,  
Berlin, Germany, August, 2015
- 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
- Reclassification Risk in the Small Group Health Insurance Market*  
National Bureau of Economic Research (NBER) Winter Health Care Meetings,  
Cambridge, MA, November, 2018
- Bates White Life Sciences Symposium, June, 2018
- Eleventh Annual Cowles Conference on Theory-Based Econometric Modeling, Yale  
University, June, 2017



*Marketing Science* Conference on Marketing and Health, St. Louis, MO, November, 2016

Lancaster University Management School Conference on Auctions, Competition, Regulation, and Public Policy, May, 2016

*Saliency, Myopia and Complex Dynamic Incentives: Evidence from Medicare Part D*

Tel Aviv University / IDC Summer Conference, Herzliya, Israel, July, 2017

Colombian Association of Health Economics, Cali, Colombia, February, 2015

National Bureau of Economic Research (NBER) Winter Industrial Organization Meetings, Stanford, CA, February, 2015

Latin American Meetings of the Econometric Society, Sao Paulo, Brazil, November, 2014

Penn State/Cornell Economics on Economics and Industrial Organization, University Park, PA, September, 2014

Eleventh Annual Bates White Antitrust Conference, Washington, DC, June, 2014

Northwestern/Toulouse Industrial Organization Conference, Evanston, IL, May, 2014

*Selection, Subsidies, and Welfare in Health Insurance: Employer Sponsored Health Insurance Versus the ACA Marketplaces*

Interdisciplinary Choice Workshop, Santiago, Chile, August, 2018

*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

#### **Invited panel presentations at conferences:**

Panel presentation, *Preparing Undergraduates for Application to Graduate School*, 2019

Allied Social Sciences Association Winter Meetings, Atlanta, GA, January, 2019

*Narrow Networks and State Level Policies*, State Policy Mini-Conference, Berkeley, March, 2018

*New Models of Healthcare Delivery*, How Is Healthcare Changing? How is the Government Responding? Cornerstone Research and Stanford Institute for Economic and Policy Research, Stanford, January, 2017

*The Ghosts of Small Group Health Insurance: Past, Present, and Future*, Caribbean Health Economics Symposium, Tortola, BVI, December, 2016

*The Economics of Accountable Care Organizations*, Accountable Care Organizations and Antitrust Conference, University of California, Berkeley, November, 2011

#### **Conference organization:**

Program chair for competition in health care markets area, 2019 American Society of Health Economists Conference (ASHEcon)  
Co-organizer, Annual HEC Montreal/CIRPÉE Conference on Industrial Organization, 2012–19  
Co-organizer, Annual Center for European Economic Research (ZEW) Energy Conference, Mannheim, Germany, 2012–19  
Co-organizer, Workshop on Healthcare and Industrial Organization in Chile, 2017  
Co-organizer, 2012 Econometric Society Summer Meetings  
Co-organizer, 2005, 2006 and 2007 International Industrial Organization Conference  
Co-organizer, 2004 and 2005 Washington University CRES Industrial Organization Conference