

Gautam Gowrisankaran

PERSONAL:

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Eller College of Management
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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:

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

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 Faculty, Center for the Study of Industrial Organization, Department of Economics, Northwestern University, 2009
Research Associate Professor, Department of Ophthalmology and Vision Sciences, Washington University in St. Louis School of Medicine, 2007 – present
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 –

REFEREED PUBLICATIONS:

Published and forthcoming:

- 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:

- Gowrisankaran, Gautam and John Krainer (2007). "The Welfare Consequences of ATM Surcharges: Evidence From a Structural Entry Model."
- Gowrisankaran, Gautam and Marc Rysman (2009). "Dynamics of Consumer Demand for New Durable Goods."
- Gowisankaran, Gautam, Karen Norberg, Steven Kymes, Michael Chernew, Dustin Stwalley and Willam Peck (2010). "The Impact of Insurance-Based Wellness Incentives on Hospitalizations and Medical Care Use."

Working papers:

- Gowrisankaran, Gautam and Robert J. Town (2007). “Managed Care, Drug Benefits, and Mortality: An Analysis of the Elderly.” (Also NBER Working Paper 10204.)
- Gowrisankaran, Gautam, Claudio Lucarelli, Philipp Schmidt-Dengler and Robert J. Town (2008). “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:

- “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.
- “Why Do Americans Still Write Checks?” (2002). Federal Reserve Bank of San Francisco Economic Letter 2002-27.
- “Productivity in Heart Attack Treatments,” (2002). Federal Reserve Bank of San Francisco Economic Letter 2002-20.
- “Competition and Regulation in the Airline Industry,” Federal Reserve Bank of San Francisco Economic Letter 2002-01.

GRANTS, AWARDS AND HONORS:

- National Science Foundation Grant SES-0922540, “Collaborative Research: Estimation and Computation of Dynamic Oligopoly and Network Effects Model,” 2009–12, \$207,164 (Role: PI)
- Grande conférence (Keynote Speech), Les Journées de CIRPÉE 2009 (Annual Meetings), Québec
- NET Institute Fellowship, 2009, 2004, 2003
- 2009 Kalt Prize Recipient, for Best Doctoral Student Mentorship at the Eller College of Management
- Eller College Fellow, University of Arizona, 2009–present
- Distinguished Visitor, Boston University Department of Economics, June 2008
- American Economic Association, Excellence in refereeing award, 2007–08
- 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 Supercomputer Institute, 1998-99
- 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 from the Government of Quebec, Fonds FCAR, 1991 – 95
- Yale University Fellowship, 1991 – 95

PROFESSIONAL ACTIVITIES:

Ph.D. student advising:

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:

U.S. Department of Justice, Antitrust Division, 2008

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

Editorial positions:

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

Associate editor, *Economic Inquiry*, 2008–

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:

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
U.S. Bureau of Labor Statistics, December, 2010
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

The Impact of Insurance-Based Wellness Incentives on Hospitalizations and Medical Care Use

Northwestern University, May, 2009

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

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

Third Annual Cowles Conference on Theory-Based Econometric Modeling, New Haven, CT, June, 2009

- ASSA 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
- 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
- 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*
 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