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EMPLOYMENT AND APPOINTMENTS

NORTHWESTERN UNIVERSITY

Evanston, IL

- 2002-present *Assistant Professor*. Department of Management and Strategy, Kellogg School of Management.
Affiliate, Center for the Study of Industrial Organization
- 2003-present *Faculty Research Fellow*, Institute for Policy Research

NATIONAL BUREAU OF ECONOMIC RESEARCH

Cambridge, MA

- 2002 - present *Faculty Research Fellow*, NBER Programs on Aging and Health Care
- 2001 - 2002 *Post-Doctoral Fellow* in Health and Aging Economics
- 1999 - 2000 *Pre-Doctoral Fellow* in Health and Aging Economics
- 1998 - 1999 *Research assistant* to Professor Jonathan Gruber
- 1997 - 1998 *Research assistant* to Professor James M. Poterba
- 1993 *Research assistant* to Professor Martin S. Feldstein

HARVARD UNIVERSITY

Cambridge, MA

- 1999, 2000 *Instructor*. Taught microeconomics course to Master's candidates at the Kennedy School of Government.
- 1992 - 1995 *Tutor*. Tutored small groups of students during weekly sessions for introductory economics course.

MCKINSEY AND COMPANY

Washington, DC

- 1995 - 1997 *Business Analyst*. Developed marketing, product positioning, and manufacturing strategies for leading healthcare companies. Led activity-based costing effort for financial transactions unit of major health insurer. Designed and implemented analyses for McKinsey Global Institute study of the Brazilian economy.

EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Cambridge, MA

- 1997 - 2001 Ph.D. in Economics.
Dissertation entitled "The Impact of Market Forces and Public Health Insurance on Inpatient Care."

HARVARD UNIVERSITY

Cambridge, MA

- 1991 - 1995 A.B. in Economics, *summa cum laude*.

HONORS, FELLOWSHIPS, GRANTS

- 1991 - 1995 Phi Beta Kappa, Harvard Alumni Club of Houston Scholar, Detur Prize for Academic Excellence
- 1997 - 2001 National Science Foundation Graduate Research Fellowship
- 2002 National Institute on Aging/National Bureau of Economic Research Pilot Grant, "Competitive Practices in Healthcare Markets"
- 2003 - 2005 The Searle Fund for Policy Research Grant, "Medicare HMOs and Quality Reporting"

PUBLICATIONS

- (1) "How Do Hospitals Respond to Price Changes?" *American Economic Review*, December 2005, 95(5): 1525-1547.
- (2) "Games Hospitals Play: Entry Deterrence in Hospital Procedure Markets," *Journal of Economics and Management Strategy* (lead article), Fall 2005, 14(3): 513-542.
- (3) "Public Insurance and Child Hospitalizations: Access and Efficiency Effects," with Jonathan Gruber, *Journal of Public Economics*, 2005, 89(1): 109-129

WORKING PAPERS

- (4) "Estimation and Identification of Merger Effects: An Application to Hospital Mergers," *NBER Working Paper* 11673, September 2006, under review.
- (5) "Do Report Cards Tell Consumers Anything They Don't Already Know? The Case of Medicare HMOs," with David Dranove, *NBER Working Paper* 11420, February 2005, *revise and resubmit*, *RAND Journal of Economics*.
- (6) "Regulatory Exploitation and the Market for Corporate Control," with David Dranove, *NBER Working Paper* 12438, August 2006, under review.

RESEARCH IN PROGRESS

- (7) "Are Health Insurance Markets Competitive?"
- (8) "The Effects of Quality Uncertainty on Product Differentiation and Pricing"

PROFESSIONAL ACTIVITIES

Referee American Economic Review, Berkeley Electronic Journals in Economic Analysis & Policy, International Journal of Industrial Organization, Journal of Economics and Management Strategy, Journal of Health Economics, Journal of Political Economy, Journal of Policy Analysis and Management, Journal of Public Economics, Management Science, National Tax Journal, New England Journal of Medicine, Quarterly Journal of Economics, RAND Journal of Economics, Review of Economics and Statistics, Review of Economic Studies

Member Junior Recruiting Committee, 2002 and 2003. Personnel Committee (junior observer), 2003-2004. American Economic Association, International Health Economics Association, International Industrial Organization Society

Presenter

2001 - 2002 Massachusetts Institute of Technology, Harvard School of Public Health, Harvard Business School, Haas School of Business (UC-Berkeley), Wellesley College, Amherst College, Emory University, Kellogg School of Management (Northwestern University), Harvard/MIT/BU Health Seminar, Rice University, Western Economics Association Annual Conference

2002 - 2003 University of Chicago, Northwestern University, Universities Research Conference hosted by NBER, Illinois State University, International Industrial Organization Conference, International Health Economics Association Conference

2003 - 2004 Michigan State University, Carnegie Mellon University, Institute for Policy Research (Northwestern University), Harvard Business School, Olin School (Washington University), University of Illinois at Chicago, International Industrial Organization Conference, Stanford Graduate School of Business

2004 - 2005 NBER Health Care Program Meeting, Federal Trade Commission, University of Nevada at Las Vegas, "Consumers, Information, and the Evolving Healthcare Market Place" Conference (Cornell University), RAND, International Health Economics Association Conference, NBER Summer Institute
2005-2006 University of Minnesota, University of Virginia, Northwestern University, HEC Montreal, University of Toronto, American Economic Association Annual Meeting, University of South Florida, International Industrial Organization Conference, Haas School of Business (UC-Berkeley), Canadian Conference on Economics in Competition Policy (Canadian Competition Bureau, Ottawa), NBER Health Care Program Meeting, American Society of Health Economists Annual Meeting

Adviser Shiko Maruyama (Northwestern Economics Department, PhD expected 2006)
Subramaniam Ramanarayanan (Kellogg, PhD expected 2007)
Kristina Steffenson McElheran (Kellogg, PhD expected 2007)

Updated September 2006