

## ASHLEY SWANSON

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### PROFESSIONAL APPOINTMENTS

- 2020 – affiliated faculty member, Department of Economics, Columbia University
- 2019 – Assistant Professor, Economics, Columbia School of Business
- 2012 – 2019 Assistant Professor, The Wharton School, University of Pennsylvania
- 2014 – Faculty Research Fellow, National Bureau of Economic Research

### EDUCATION

- Ph.D., Economics, Massachusetts Institute of Technology, June 2012
- A.B., Economics and A.B., Statistics, University of Chicago, June 2005

### TEACHING

- 2021- *The Pandemic Economy: Analysis, Challenges, and Opportunities* (MBA)
- 2020- *Transforming the Delivery of Healthcare Services* (MBA); *Understanding and Transforming the U.S. Healthcare System* (EMBA); *Topics in Industrial Organization* (PhD)
- 2012-2019 Wharton: *The Economics of Health Care and Policy* (PhD); *The Nonprofit Sector: Economic Challenges and Strategic Responses* (UG); *Health Care Strategy and Management: The Business of Health Care* (UG); *Cost-Benefit and Cost-Effectiveness Analysis* (PhD)
- 2014-2015 Indian School of Business: *Economics of Healthcare Service Delivery* (MBA); *Financing and Paying for Health Care* (MBA); *Economics and Management of the Biopharmaceuticals Industry* (MBA)

### PUBLISHED AND FORTHCOMING IN REFEREED JOURNALS

- “Dynamics of the Gender Gap in High Math Achievement,” with Glenn Ellison. Accepted, *Journal of Human Resources*.
- “Preferred Pharmacy Networks and Drug Costs,” with Amanda Starc. Forthcoming, *American Economic Journal: Economic Policy*.
- “Medical Device Firm Payments to Physicians Exceed What Drug Companies Pay Physicians and Target Surgical Specialists,” with Alon Bergman and Matthew Grennan. *Health Affairs*, April 2021.
- “Mergers and Marginal Costs: New Evidence on Hospital Buyer Power,” with Stuart Craig and Matthew Grennan. *RAND Journal of Economics* 52(1): 151-178, 2021.
- “Transparency and Negotiated Prices: The Value of Information in Hospital-Supplier Bargaining,” with Matthew Grennan. *Journal of Political Economy* 128(4): 1234-1268, 2020.
- “Prescription Drug Use under Medicare Part D: A Linear Model of Nonlinear Budget Sets,” with Jason Abaluck and Jonathan Gruber. *Journal of Public Economics* 164: 106-138, 2018.
- “Social Impact Bonds: New Product or New Package?” with Mark Pauly. *Journal of Law, Economics, and Organization* 33(4): 718-760, 2017.
- “Early Medicaid Expansion Reduced Payday Borrowing in California,” with Heidi Allen, Tal Gross, and Jialan Wang. *Health Affairs*, October 2017.

“Marketplace Plans with Narrow Physician Networks Feature Lower Monthly Premiums than Plans with Larger Networks,” with Daniel Polsky and Zuleyha Cidav. *Health Affairs*, October 2016.

“Do Schools Matter for High Math Achievement? Evidence from the American Mathematics Competitions,” with Glenn Ellison. *American Economic Review* 106(6): 1244-77, 2016.

“The Gender Gap in Secondary School Mathematics at High Achievement Levels: Evidence from the American Mathematics Competitions,” with Glenn Ellison. *Journal of Economic Perspectives* 24(2): 109-128, 2010.

#### **BOOK CHAPTERS**

“Bargaining in Healthcare Markets: Applications of Nash-in-Nash and Extensions,” with Matthew Grennan. Submitted to publisher. In K. Hyndman and E. Karagozoglu (Eds.), *Bargaining: Current Research and Future Directions*. London, UK: Palgrave MacMillan.

#### **WORKING PAPERS**

“No Free Lunch? Welfare Analysis of Firms Selling Through Expert Intermediaries,” with Matthew Grennan, Kyle Myers, and Aaron Chatterji. Revisions requested at *Review of Economic Studies*.

“Hospital Management Practices and Medical Device Costs,” with Matthew Grennan, Gi Heung Kim, and K. John McConnell. Revisions requested at *Health Services Research*.

“Physician Investment in Hospitals: Specialization, Incentives, and the Quality of Cardiac Care.” Revisions requested at *Journal of Health Economics*.

“Association of Cardiology Practice Vertical Integration and the Use of Cardiovascular Imaging,” with Peter Groeneveld, Joseph Martinez, Stuart Craig, Lin Yang, Andrea Segal, Matthew Grennan, and Genevieve Kanter. *Submitted*.

“Inertia and Market Power in Health Insurance: Evidence from the ACA Exchanges,” with Daniel Polsky and Evan Saltzman.

“Lobbying Physicians: Payments from Industry and Hospital Spending on Medical Devices,” with Alon Bergman and Matthew Grennan.

“Diagnosing Price Dispersion: Demand, Bargaining, and Search in Hospital-Supplier Contracting,” with Matthew Grennan and Gi Heung Kim.

#### **RESEARCH IN PROGRESS**

“Vertical Integration and Control: Evidence from Medical Technology,” with Stuart Craig, Matthew Grennan, and Joseph Martinez.

“Decomposing the Effects of Hospital Acquisitions of Physician Practices on Health Care Spending,” with Zack Cooper, Stuart Craig, Matthew Grennan, Joseph Martinez, and Fiona Scott Morton.

“The Power of Exclusion: Pharmacy Networks and Bargaining in Medicare Part D,” with Sebastian Fleitas, Gautam Gowrisankaran, Amanda Starc, and Robert Town.

“M&A in Innovative Industries: Evidence from Medical Technology,” with Matthew Grennan and Thomas Wollmann.

#### NON-ECONOMICS PUBLICATIONS

“Is Precision Medicine Relevant in the Age of COVID-19? (Comment)” with Amy Zhou, Maya Sabatello, Gil Eyal, Sandra Soo-Jin Lee, John W. Rowe, Deborah F. Stiles, and Paul S. Appelbaum. *Genetics in Medicine* January 13, 2021.

“The Closeness-Communication Bias: Increased Egocentrism among Friends Versus Strangers,” with Kenneth Savitzky, Boaz Keysar, Nick Epley, and Travis Carter. *Journal of Experimental Social Psychology* 47(1): 269-273, 2011.

#### PROFESSIONAL ACTIVITIES

*Conference Presentations and Seminars:*

2021 ASSA Annual Meeting; Stanford GSB; NYU Stern

2020 (Virtual) Imperial College London; McGill University (Postponed) Chicago-Booth; Toronto-Rotman Health Care Workshop

2019 University of Michigan; Temple University; UCLA; Pennsylvania Neurosurgical Society Annual Meeting; Institute for Fiscal Studies; Princeton University; Emory University; Johns Hopkins Conference on Health Care Markets; University of North Carolina; UT-Austin; Boston University

2018 ASSA Annual Meeting; International Industrial Organization Conference; Kellogg Healthcare Markets Conference; Bates White Life Sciences Symposium; ASHEcon Biennial Meeting (Emory); Bargaining: Experiments, Empirics, and Theory (BEET) Conference (Columbia); NBER Summer Institute – Industrial Organization; Harvard Business School; Boston University; Southern Economic Association (invited); National Tax Association Annual Conference; University of Maryland

2017 ASSA Annual Meeting; Lehigh University; Drexel University; U.S. Dept. of Justice, Antitrust; Stanford University; FTC Bureau of Economics; International Institute of Public Finance Annual Congress (invited); University of Southern Denmark; Hunter College; Annual Health Economics Conference (USC); Carnegie Mellon University – Tepper; University of California – Berkeley

2016 ASSA Annual Meeting; Columbia University; Royal Economic Society Conference 2016 (invited); Princeton University; Northwestern University Empirical Health Law Conference; Rice University; Bates White Life Sciences Symposium; ASHEcon Biennial Meeting (University of Pennsylvania); Western Economic Association International Annual Conference (Portland); University of Maryland

2015 ASSA Annual Meeting, NBER Health Care Program Meeting, Western Economic Association International Annual Conference (Honolulu), iHEA Congress (Milan), Yale University, Johnson & Johnson/IGEL Healthcare Sustainability Learning Symposium

2014 University of Louisville, Annual Health Economics Conference (Rice University, discussant), iHEA/ECHE Congress (Dublin), ASHEcon Biennial Meeting (University of Southern California), Kellogg School of Management Healthcare Markets Conference, University of California – Berkeley, BU/Harvard/MIT Health Economics Seminar Series, ASSA Annual Meeting

2013 Queen’s School of Business, 8<sup>th</sup> Annual Conference on Empirical Legal Studies (discussant), Wharton Summer Applied Economics Workshop, NBER Summer Institute Health Care Meeting, iHEA Congress (Sydney), HEC Montreal, ASSA Annual Meeting

2012 ASHEcon Biennial Meeting (University of Minnesota, discussant), Brown University, University of British Columbia, University of Pennsylvania, University of Maryland, University of Southern California, University of California – Los Angeles, Duke University, Northwestern University

*Journal Referee:* AEJ: Applied Economics; AEJ: Economic Policy; American Economic Review; AER: Insights; American Journal of Health Economics; Econometrica; Economic Journal; Economic

Letters; Economics of Education Review; Health Economics; ILRReview; International Journal of Industrial Organization; Journal of Economics & Management Strategy; Journal of Health Economics; Journal of Industrial Economics; Journal of Law, Economics, and Organization; Journal of Political Economy; Journal of Public Economics; Journal of Risk and Insurance; Journal of the European Economic Association; Marketing Science; Quarterly Journal of Economics; RAND Journal of Economics

*Other Review Activities:* National Science Foundation; U.S.-Israel Binational Science Foundation

#### **PROFESSIONAL AFFILIATIONS, HONORS, AND AWARDS**

Excellence in Reviewing Award, AEJ: Policy (2021)  
Faculty Affiliate, Wharton Social Impact Initiative, University of Pennsylvania (2016-2019)  
Wolpov Family Endowed Faculty Scholar Award (2015-2016)  
Faculty Affiliate, Wharton Public Policy Initiative, University of Pennsylvania (2013-2019)  
Senior Fellow, Leonard Davis Institute of Health Economics, University of Pennsylvania (2012-2019)  
Massachusetts Institute of Technology Presidential Fellowship (2007-2009)  
Ida M. Green Fellowship (2007-2008)  
Honorable Mention, National Science Foundation Graduate Research Fellowship (2007)

#### **SERVICE**

Precision Medicine and Society Steering Committee, Columbia University, 2019-2021  
Industrial Organization Seminar Organizer, Columbia University, 2019-2021  
Interactive Online Industrial Organization Seminar Organizer, Multi-University, 2021  
Joint Applied Micro Seminar Organizer, Columbia University, 2019  
Wharton Faculty IT Steering Committee, Member, 2014-2019  
Leonard Davis Institute (LDI) Executive Committee, Member, 2016-2019  
LDI Summer Undergraduate Minority Research Scholars program, Speaker and Mentor, 2013-2019  
Wharton Health Care Management Faculty Recruiting Committee, Member, 2016/2017  
Wharton Faculty Council for Undergraduate Research, Member, 2015/2016  
Wharton Social Impact Research Experience, Mentor, 2015-2016  
Wharton Summer Program for Undergraduate Research, Mentor, 2014-2015

#### **DOCTORAL STUDENT ADVISING**

Andrew Olenski, Columbia, advisor  
David Rosenkranz, Columbia, advisor  
Nathaniel Mark, Columbia, advisor, U.S. Department of Justice-Antitrust Division  
Ambar La Forgia, Wharton, advisor, Columbia University, Mailman School of Public Health  
Adam Bloomfield, Wharton, committee member, Securities and Exchange Commission  
Evan Saltzman, Wharton, committee member, Emory University, Economics  
Amelia Bond, Wharton, advisor, Cornell University, Weill Cornell Medicine  
Qing Gong, Penn economics, committee member, UNC Chapel Hill, Economics  
Vicki Chen, Wharton, committee member, Charles River Associates  
Kyle Myers, Wharton, committee member, Harvard Business School, Technology and Operations Management  
Julius Chen, Wharton, committee member, Columbia University, Mailman School of Public Health  
Elena Prager, Wharton, committee member, Northwestern University, Kellogg School of Management, Strategy

#### **GRANT FUNDING**

- “Persuasion and Welfare in Physician-Industry Relations: Evidence from the Medical Device Industry.” Co-PI with Matthew Grennan. Leonard Davis Institute. \$20,000. (2019)
- “Persuasion and Welfare in Physician-Industry Relations: Evidence from the Medical Device Industry.” Co-PI with Matthew Grennan. National Institute for Health Care Management. \$66,442. (2019-2020)
- “Medical Technology Costs and the Cost of Health Care.” Co-PI with Matthew Grennan. Wharton Dean’s Fund. \$15,000. (2018-2020)
- “Preferred Pharmacy Networks and Drug Costs.” Co-PI with Amanda Starc. Wharton Dean’s Fund. \$10,000. (2017-2019)
- “Conflicts, Quality, and Innovation: Evidence from Physician-Industry Ties.” Co-PI with Aaron Chatterji, Matthew Grennan, and Kyle Myers. Mack Institute for Innovation Management. \$6,500. (2016-2017)
- “Pass-Through in a Highly Regulated Supply Chain – The Who, What, and When of the US Drug Market.” Co-PI with Amanda Starc. Wharton Dean’s Fund. \$25,000. (2016-2018)
- “Empirical Analysis of Health System Reimbursement, Business-to-Business Bargaining, and Technology Adoption: Evidence from Hospital Input Markets.” Co-PI with Matthew Grennan. Leonard Davis Institute. \$16,950. (2016-2019)
- “Empirical Analysis of Business-to-Business Bargaining: Evidence from Hospital Input Markets.” Co-PI with Matthew Grennan. National Science Foundation. \$398,319. (2016-2019)
- “Pass-Through in a Highly Regulated Supply Chain – The Who, What, and When of the US Drug Market.” Co-PI with Amanda Starc. Wharton Boettner Center and Pension Research Council. \$18,000. (2015-2016)
- “Pass-Through in a Highly Regulated Supply Chain – The Who, What, and When of the US Drug Market.” Co-PI with Amanda Starc. Wharton Population Aging Research Center. \$3,019. (2015)
- “Information Presentation and Medicare Part D Choice.” Co-PI with Amanda Starc. Wharton Social Impact Initiative. \$8,125. (2014-2015)
- “Transparency and Negotiated Prices: <sup>[1]</sup><sub>SEP</sub> The Value of Information in Hospital-Supplier Bargaining.” Co-PI with Matthew Grennan. Wharton Dean’s Research Fund. \$10,000. (2014-2016)
- “Betting on Your Health: How Uncertainty Affects Physician Choice.” Co-PI with Jonathan Kolstad. Wharton Dean’s Research Fund. \$9,000. (2014-2016)

**OUTSIDE ACTIVITIES**

None.