

ASHLEY SWANSON

Columbia Business School; Uris Hall 621, 3022 Broadway; New York, NY 10027
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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

- 2020- Columbia: *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)

PUBLICATIONS

- “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 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.

“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.

WORKING PAPERS

“Preferred Pharmacy Networks and Drug Costs,” with Amanda Starc. R&R, *American Economic Journal: Economic Policy*.

“Mergers and Marginal Costs: New Evidence on Hospital Buyer Power,” with Stuart Craig and Matthew Grennan. R&R, *RAND Journal of Economics*.

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

“Physician Investment in Hospitals: Specialization, Incentives, and the Quality of Cardiac Care.” *Submitted*.

“Dynamics of the Gender Gap in High Math Achievement,” with Glenn Ellison. *Submitted*.

“Physician-Industry Interactions: Persuasion and Welfare,” with Matthew Grennan, Kyle Myers, and Aaron Chatterji.

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

“Consumer Inertia in the ACA Exchanges,” with Daniel Polsky and Evan Saltzman.

RESEARCH IN PROGRESS

“Persuasion and Welfare in Physician-Industry Relations: Evidence from the Medical Device Industry,” with Alon Bergman and Matthew Grennan.

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

PROFESSIONAL ACTIVITIES

Conference Presentations and Seminars:

2020 (Scheduled) Chicago-Booth; Toronto-Rotman Health Care Workshop; McGill University

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, 8th 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

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
Joint Applied Micro Seminar Organizer, Columbia University, 2019
Industrial Organization 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

Stuart Craig, Wharton, committee member

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:^[L]_[SEP] 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)