

# LEEMORE S. DAFNY

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## EMPLOYMENT AND APPOINTMENTS

### **NORTHWESTERN UNIVERSITY, KELLOGG SCHOOL OF MANAGEMENT**

**Evanston, IL**

2012- present *Herman Smith Research Professor in Hospital and Health Services*, Department of Management and Strategy  
2010- present *Associate Professor* with tenure, Department of Management and Strategy  
2002 - 2009 *Assistant Professor*, Department of Management and Strategy  
2003- present *Faculty Research Fellow/Associate*, Institute for Policy Research

### **NATIONAL BUREAU OF ECONOMIC RESEARCH**

**Cambridge, MA**

2010-present *Faculty Research Associate*, NBER Programs on Aging and Health Care  
2002 - 2009 *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

### **MCKINSEY AND COMPANY**

**Washington, DC**

1995 - 1997 *Business Analyst*.

## 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

2011 Sidney J. Levy Teaching Award  
2010, 2011 Faculty Impact Award for excellence in teaching  
2007 - 2008 Searle Center on Law, Regulation, and Economic Growth: grants for research on insurance markets, antitrust issues, and civil liability  
2005 - 2006 Chairs' Core Course Teaching Award: *Best Instructor for Business Strategy*  
2003 - 2005 The Searle Fund for Policy Research Grant, "Medicare HMOs and Quality Reporting"  
2002 National Institute on Aging/NBER Pilot Grant, "Competitive Practices in Healthcare Markets"  
1997 - 2001 National Science Foundation Graduate Research Fellowship  
1991 - 1995 Phi Beta Kappa, Harvard Alumni Club of Houston Scholar, Detur Prize for Academic Excellence

## **RESEARCH PUBLICATIONS**

- (1) "Let them Have Choice: Gains from Shifting away from Employer-Sponsored Health Insurance and Toward an Individual Exchange," with Katherine Ho and Mauricio Varela, *American Economic Journal: Economic Policy*, forthcoming (older version available as *NBER Working Paper 15687*)
- (2) "Paying a Premium on Your Premium? Consolidation in the Health Insurance Industry," with Mark Duggan and Subramaniam Ramanarayanan, *American Economic Review*, April 2012, 102(2):1161-1185 (longer version available as *NBER Working Paper 15434*)
- (3) "Data Impediments to Empirical Work on Health Insurance Markets," with David Dranove, Frank Limbrock, and Fiona Scott Morton, *The B.E. Journal of Economic Analysis & Policy (Contributions)*, 2011, 11(2), Article 8
- (4) "The Impact of Tort Reform on Employer-Sponsored Health Insurance Premiums," with Ronen Avraham and Max Schanzenbach, forthcoming in *Journal of Law, Economics, and Organizations*, October 2012, 28(4): (older version available as *NBER Working Paper 15371*)
- (5) "Are Health Insurance Markets Competitive?" *American Economic Review*, September 2010, 100(4): 1399-1431
- (6) "An Individual Healthplan Exchange: Which Employees Would Benefit and Why?" with Katherine Ho and Mauricio Varela, *American Economic Review, Papers and Proceedings*, May 2010
- (7) "Estimation and Identification of Merger Effects: An Application to Hospital Mergers," *Journal of Law & Economics*, August 2009, 52(3): 523-550
- (8) "Regulatory Exploitation and Management Changes: Upcoding in the Hospital Industry," with David Dranove, *Journal of Law & Economics*, May 2009, 52(2): 223-250
- (9) "Do Report Cards Tell Consumers Anything They Don't Already Know? The Case of Medicare HMOs," with David Dranove, *RAND Journal of Economics*, Autumn 2008, 39(3): 790-821
- (10) "How Do Hospitals Respond to Price Changes?" *American Economic Review*, December 2005, 95(5): 1525-1547
- (11) "Games Hospitals Play: Entry Deterrence in Hospital Procedure Markets," *Journal of Economics and Management Strategy* (lead article), Fall 2005, 14(3): 513-542
- (12) "Public Insurance and Child Hospitalizations: Access and Efficiency Effects," with Jonathan Gruber, *Journal of Public Economics*, January 2005, 89(1): 109-129

## **POLICY PUBLICATIONS**

- (13) "Designing Transparency Systems for Medical Care Prices," with David Cutler, March 2011, *New England Journal of Medicine*
- (14) "A Competitive Process for Procuring Health Services: A Review of Principles with an Application to Cataract Services," with Cory Capps and David Dranove, *SPP Research Paper: The Health Series*, The School of Public Policy, University of Calgary, Volume 2, Issue 5, December 2009

## **WORKING PAPERS**

- (15) "Are For-Profit Insurers Different?" with Subramaniam Ramanarayanan, March 2012, mimeo

- (16) "How Does Competition Impact Quality of Care? A Case Study of the U.S. Dialysis Industry," with David Cutler and Christopher Ody, June 2012, mimeo

### **RESEARCH IN PROGRESS**

- (17) "Physician Organization and Insurance Consolidation," with David Cutler and Rezwan Haque
- (18) "Multimarket Contact in the U.S. Dialysis Industry: What are the Effects on Price and Quality?" with Kate Ho and Christopher Ody

### **PROFESSIONAL ACTIVITIES**

**Referee** American Economic Review, American Economic Journal: Applied Economics, American Journal of Managed Care, Berkeley Electronic Journals in Economic Analysis & Policy, Health Affairs, Health Economics, Health Services Research, International Journal of the Economics of Business, International Journal of Health Care Finance and Economics, International Journal of Industrial Organization, Inquiry, Journal of Business and Economic Statistics, Journal of Economics and Management Strategy, Journal of Health Economics, Journal of Industrial Economics, Journal of Labor Economics, Journal of Political Economy, Journal of Policy Analysis and Management, Journal of Public Economics, Journal of Risk and Insurance, 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

#### **Presenter**

- 2001 - 2002 MIT, Harvard School of Public Health, Harvard Business School, UC-Berkeley (Haas), Wellesley College, Amherst College, Emory University, Northwestern University (Kellogg), Harvard/MIT/BU Health Seminar, Rice University, Western Economics Association Annual Conference
- 2002 - 2003 University of Chicago, Northwestern University, Universities Research Conference at 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 at Northwestern, Harvard Business School, Washington University (Olin), 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 (Rotman), American Economic Association Annual Meeting (presenter and discussant), University of South Florida, International Industrial Organization Conference (organizer, presenter, and discussant), UC-Berkeley (Haas), Canadian Conference on Economics in Competition Policy, NBER Health Care Program Meeting, American Society of Health Economists Annual Meeting (presenter and discussant)
- 2006 - 2007 University of Chicago (Harris), Yale School of Management/Economics Department, American Economic Association Annual Meetings (presenter and discussant), Duke University (Fuqua School of Business), University of Pennsylvania (Wharton), Northwestern University Law School, Federal Reserve Board of St. Louis, NBER Summer Institute
- 2007 - 2008 Columbia University, University of Maryland, American Economic Association Annual Meetings (organizer and presenter), Northwestern University Law School, DePaul University, Columbia Graduate School of Business, Searle Center Research Symposium on Insurance Markets and Regulation, Northwestern University (Kellogg MEDS), American Society of Health Economists Annual Conference (presenter, organizer, and discussant), University of British Columbia Summer Conference in Industrial Organization

- 2008 - 2009 Searle Center Symposium on Antitrust Economics and Competition Policy at Northwestern Law School, University of Illinois at Urbana-Champaign, Searle Center Symposium on Civil Liability at Northwestern Law School, University of Illinois at Chicago, University of Chicago (Booth), NBER Summer Institute
- 2009 - 2010 U.S. Department of Justice, Ohio State University, University of Rochester (Simon), American Economic Association Annual Meetings (presenter and discussant), University of Michigan (Ford), University of Chicago (Harris), "New Perspectives on Health and Health Care Policy" (Chicago Fed/IGPA Conference), Harvard Economics Department, Boston University School of Business, American Society of Health Economists Annual Conference (discussant)
- 2010 – 2011 Northwestern University (Institute for Policy Research), NYU/CUNY/Columbia Health Economics Seminar; University of North Carolina at Chapel Hill, American Economic Association Annual Meetings, Clemson University, NBER Meeting on "Research Opportunities Posed by Health Care Reform", International Health Economics Association Conference
- 2011–2012 UCLA Economics/Anderson School, RAND, Drexel University (LeBow), Case Western (Weatherhead), Indiana University-Purdue University, U.S. Department of Justice, Harvard-BU Health Economics Seminar, Analysis Group, MIT Economics/Sloan School, Northwestern University (Feinberg), American Society of Health Economists Annual Conference
- 2012-2013 *scheduled*: Cornell University

**Service** Ph.D. Program Director, Department of Management & Strategy, 2011-present  
 Congressional Budget Office Panel of Health Advisers, 2011-present  
 Scientific Review Committee, Health Care Cost Institute, 2011-present  
 Board member, American Society of Health Economists, 2012-present  
 Scientific Committee, American Society of Health Economists, 2012

**Adviser** Shiko Maruyama (2006, University of New South Wales)  
 Subramaniam Ramanarayanan (2007, UCLA Anderson School of Business)  
 Kristina Steffenson McElheran (2008, Harvard Business School)  
 Min Michelle Chen (2008, Charles River Associates)  
 Keziah Cook (2010, Acumen)  
 Mauricio Varela (2011, University of Arizona School of Business)  
 Yang Zhang (2011, University of California - Irvine)  
 Bingxiao Wu (2012, Rutgers University)  
 Christopher Ody (2012, Kellogg School of Management)

*Updated June 2012*