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EMPLOYMENT AND APPOINTMENTS

	NORTHWESTERN UNIVERSITY, KELLOGG SCHOOL OF MANAGEMENT	Evanston, IL
2013-present	<i>Professor of Management and Strategy</i> , Department of Management and Strategy	
2012-present	<i>Herman Smith Research Professor in Hospital and Health Services</i> , Department of Management and Strategy	
2010-2012	<i>Associate Professor</i> with tenure, Department of Management and Strategy	
2002-2009	<i>Assistant Professor</i> , Department of Management and Strategy	
2003-present	<i>Faculty Research Fellow/Associate</i> , Institute for Policy Research	
	FEDERAL TRADE COMMISSION	Washington, DC
2012-2013	<i>Deputy Director for Healthcare and Antitrust</i> , Bureau of Economics	
	NATIONAL BUREAU OF ECONOMIC RESEARCH	Cambridge, MA
2010-present	<i>Faculty Research Associate</i> , NBER Programs on Aging and Health Care	
2002 - 2009	<i>Faculty Research Fellow</i> , NBER Programs on Aging and Health Care	
2001 - 2002	<i>Post-Doctoral Fellow</i> in Health and Aging Economics	
1999 - 2000	<i>Pre-Doctoral Fellow</i> in Health and Aging Economics	
	MCKINSEY AND COMPANY	Washington, DC
1995 - 1997	<i>Business Analyst</i>	

EDUCATION

1997 - 2001	MASSACHUSETTS INSTITUTE OF TECHNOLOGY Ph.D. in Economics Dissertation entitled "The Impact of Market Forces and Public Health Insurance on Inpatient Care."	Cambridge, MA
1991 - 1995	HARVARD UNIVERSITY A.B. in Economics, <i>summa cum laude</i>	Cambridge, MA

HONORS, FELLOWSHIPS, GRANTS

2012	Stanley Reiter Best Paper Award (among papers published by Kellogg faculty in preceding four years)
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)
2005 - 2006	Chairs' Core Course Teaching Award: <i>Best Instructor for Business Strategy</i>
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

PUBLICATIONS

- (1) "More Insurers, Lower Premiums: Evidence from Initial Pricing on the Health Exchanges," with Jonathan Gruber and Christopher Ody, April 2014, *NBER Working Paper 20140*, and forthcoming, *American Journal of Health Economics*
- (2) "Hospital Industry Consolidation - Still More to Come?" *New England Journal of Medicine*, January 2014, 370:198-199.
- (3) "Economics at the FTC: Physician Acquisitions, Standard Essential Patents, and Accuracy of Credit Reporting," with Julie Carlson, Beth Freeborn, Pauline Ippolito, and Brett Wendling, *Review of Industrial Organization*, 2013
- (4) "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*, February 2013, 5(1):32-58
- (5) "Paying a Premium on Your Premium? Consolidation in the U.S. 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*)
- (6) "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)
- (7) "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
- (8) "Designing Transparency Systems for Medical Care Prices," with David Cutler, *New England Journal of Medicine*, March 2011, 364:894-895.
- (9) "Are Health Insurance Markets Competitive?" *American Economic Review*, September 2010, 100(4): 1399-1431
- (10) "An Individual Healthplan Exchange: Which Employees Would Benefit and Why?" with Katherine Ho and Mauricio Varela, *American Economic Review, Papers and Proceedings*, May 2010
- (11) "Estimation and Identification of Merger Effects: An Application to Hospital Mergers," *Journal of Law & Economics*, August 2009, 52(3): 523-550
- (12) "Regulatory Exploitation and Management Changes: Upcoding in the Hospital Industry," with David Dranove, *Journal of Law & Economics*, May 2009, 52(2): 223-250
- (13) "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
- (14) "How Do Hospitals Respond to Price Changes?" *American Economic Review*, December 2005, 95(5): 1525-1547
- (15) "Games Hospitals Play: Entry Deterrence in Hospital Procedure Markets," *Journal of Economics and Management Strategy* (lead article), Fall 2005, 14(3): 513-542
- (16) "Public Insurance and Child Hospitalizations: Access and Efficiency Effects," with Jonathan Gruber, *Journal of Public Economics*, January 2005, 89(1): 109-129

WORKING PAPERS

- (17) “Does it Matter if Your Health Insurer is For-Profit? Effects of Ownership on Premiums, Insurance Coverage, and Medical Spending” with Subramaniam Ramanarayanan, November 2013, older version available as *NBER Working Paper 18286*, revision requested by *American Economic Journal: Economic Policy*
- (18) “How Does Competition Impact Quality of Care? A Case Study of the U.S. Dialysis Industry,” with David Cutler and Christopher Ody, June 2014, mimeo

RESEARCH IN PROGRESS

- (19) “The Effect of Prescription Drug Coupons on Generic Efficiency and Branded Drug Pricing,” with Chris Ody, David Schmidt, and Elizabeth Schneirov
- (20) “Price Effects of Hospital Mergers When the Hospitals are in Different Markets,” with Katherine Ho and Robin Lee
- (21) “The Impact of Dialysis Organization Mergers on Prices and Total Costs of Care for the Privately-Insured,” with David Cutler and Christopher Ody
- (22) “Does Price Transparency Make Health Care More Affordable?” with Zach Cooper
- (23) “Narrow Networks and Marketplace Premiums: How Low Can You Go?” with Igal Hendel and Nathan Wilson

PROFESSIONAL ACTIVITIES

Referee American Economic Review, American Economic Journal: Applied Economics, American Economic Journal: Policy, 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 *on academic leave*; Cornell University, George Washington University, NYU (Stern), UC-Berkeley, Bureau of Economic Analysis. Panels: American Bar Association, FTC Micro Conference, NBER IO Summer Institute
- 2013-2014 NBER Hospital Organization and Productivity Conference (discussant), Kaiser Permanente Health/IO Workshop, Institute for Policy Research (Northwestern), Indiana University, American Economic Association (speaker and discussant), Yale University (School of Management/Economics Department), Harvard/MIT/BU Health Economics Seminar, University of Chicago (Health Economics Workshop)
- 2014-2015 American Medical Association, Congressional Budget Office, *scheduled*: Harvard Medical School, Federal Trade Commission, Harvard Law School, Stanford, NBER Conference on Exchanges (discussant), American Economic Association Annual Meetings, Harvard Business School, Boston University

Adviser *Student (Year of graduation, first position)*
 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)
 Bingyang Li (2014, Cornerstone Research)
 Matthew Schmitt (PhD expected 2016)
 Soheil Ghili (PhD expected 2016)

Service Kellogg Public-Private Initiative, Health Director, 2013-present
 Health Enterprise Management Program Faculty Adviser, 2002-present
 Junior Recruiting Committee, 2013-2014, 2002-2003, 2003-2004
 Econometrics PhD Sequence Committee, 2013-2014
 Ph.D. Program Director, Department of Management & Strategy, 2011-2012
 Master's Development Committee, 2011-2012
 Faculty "CIM" (Kellogg Immersion Week for incoming students) Committee, 2011-2012

OUTSIDE ACTIVITIES (last 3 years)

Service Board of Editors, *American Economic Journal: Economic Policy*
 Co-editor in Chief, *International Journal of Health Economics and Management*
 Editorial Board, *American Journal of Health Economics*
 Congressional Budget Office Panel of Health Advisers, 2011-2012, 2013-present
 Adviser, Commonwealth Fund's Controlling Health Care Costs Initiative, 2013-present
 City of Chicago Retiree Health Benefits Commission, 2012-2013
 Co-editor in chief, *Health Innovation, Management, and Policy*, 2012-2014
 Board member, American Society of Health Economists, 2012-present
 Board member, Health Care Cost Institute, 2013-present
 Scientific Review Committee, Health Care Cost Institute, 2011-present
 Scientific Committee, American Society of Health Economists, 2012, 2014
 Scientific Committee, FTC Microeconomics Conference, 2014

Consulting Academic Affiliate, Bates White Economic Consulting
 Federal Trade Commission
 U.S. Department of Justice Antitrust Division
 Nevada Attorney General
 Summit Medical Group
 Compass Lexecon

Executive Education American Dental Association
 American Society of Transplant Surgeons
 Northwestern University PhD Program
 Northwestern University Executive MBA Program
 Summit Medical Group

PERSONAL

United States citizen. Married; three children

Updated September 2014