

**CRAIG GARTHWAITE**  
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## APPOINTMENTS

Kellogg School of Management, Northwestern University  
*Associate Professor of Strategy (with tenure)*, 2016 – Present  
*Director, Health Enterprise Management Program*, 2016 - Present  
*Assistant Professor of Strategy*, 2010 - 2016  
*Senior Lecturer and Donald P. Jacobs Scholar in Management and Strategy*, 2009 - 2010

National Bureau of Economic Research  
*Research Associate*, 2016-Present  
*Faculty Research Fellow*, 2011-2016

Institute for Policy Research, Northwestern University  
*Faculty Associate*, 2015 - Present

## EDUCATION

Ph.D. Economics, University of Maryland at College Park, 2009  
M.A. Economics, University of Maryland at College Park, 2008  
M.P.P Gerald R. Ford School of Public Policy at the University of Michigan, 2001  
B.A. Political Science, cum laude, University of Michigan, 2000

## PAST EMPLOYMENT

Employment Policies Institute, Washington, DC  
*Director of Research and Chief Economist*, 2003-2005  
Public Sector Consultants, Lansing, MI  
*Economist*, 2002-2003

## PEER REVIEWED PUBLICATIONS

“The Impact of Early Discharge Laws on the Health of Newborns,” (with William Evans and Heng Wei), *Journal of Health Economics*, 2008, 27(4): 843-870.

“The Economic Benefits of Pharmaceutical Innovations: The Case of Cox-2 Inhibitors,” *American Economic Journal: Applied Economics*, 2012, 4(3): 116-137.

“The Doctor Might See You Now: The Supply Side Effects of Public Health Insurance Expansions.” *American Economic Journal: Economic Policy* 2012, 4(3): 190-217.

\* Winner of 2011 International Institute of Public Finance (IIPF) Young Economists Award

“Heterogeneity in the Benefits of Greater Treatment Intensity” (with William Evans), *The Review of Economics and Statistics*, 2012, 94(3): 635-649.

“Can Celebrity Endorsements Affect Political Outcomes: Evidence from the 2008 US Democratic Presidential Primary,” (with Tim Moore), *The Journal of Law, Economics, and Organizations*, 2013, 29(2): 355-384.

“Demand Spillovers, Combative Advertising, and Celebrity Endorsements,” *American Economic Journal: Applied Economics*, 2014, 6(2): 76-104.

“Giving Mom a Break: The Effect of Higher EITC Payments on Maternal Health” (with William Evans), *American Economic Journal: Economic Policy*, 2014, 6(2): 258-290.

“Public Health Insurance, Labor Supply, and Employment Lock,” (with Tal Gross and Matthew Notowidigdo), *Quarterly Journal of Economics*, 2014, 129(2): 653-696.

“Health Spending Slowdown Is Mostly Due to Economic Factors, Not Structural Change in the Health Care Sector” (with David Dranove and Christopher Ody), *Health Affairs*, 2014, 33(8): 1399-1406.

The Economic Downturn and its Lingering Effects Reduced Medicare Spending Growth by \$4 Billion In 2009–12 (with David Dranove and Christopher Ody), *Health Affairs*, 2015, 34(8): 1368-1375.

The Market Impacts of Product Patents in Developing Countries, (with Mark Duggan and Aparajita Goyal), *American Economic Review*, 2016, 106(1): 99-135

Investment Subsidies and the Adoption of Electronic Medical Records in Hospitals (with David Dranove, Chris Ody, and Bingyang Li), *Journal of Health Economics*, 2015, 44: 309-19.

The Black/White Educational Gap, Stalled Progress, and the Long Term Consequences of the Emergence of Crack Markets, (with William Evans and Timothy J. Moore), *The Review of Economics and Statistics*, 2016, 98(5): 832-847.

How do Hospitals Respond to Negative Financial Shocks? The Impact of the 2008 Stock Market Crash, NBER Working Paper #18853, (with David Dranove and Christopher Ody), *The RAND Journal of Economics*, 2017, 48(2): 485–525.

Affordable Care Act’s Medicaid Expansion Led to Substantial Decreases in Uncompensated Care but Levels and Many Hospitals Remain High,” (with David Dranove and Christopher Ody), *Health Affairs*, 2016, 35(8): 1471-1479.

Insurance Expansion and Hospital Emergency Department Access: Evidence from the Affordable Care Act, (with John Graves, Tal Gross, and Matthew Notowidigdo), *Annals of Internal Medicine*, December 2016.

Hospitals as Insurers of Last Resort, *under review*, (with Tal Gross and Matthew Notowidigdo), forthcoming *American Economic Journal: Applied Economics*

Success and Failure in the Insurance Exchanges (with John Graves), *New England Journal of Medicine*, March 9, 2017, 376(10):907-910

The Economics of Indication Based Pricing (with Amitabh Chandra), *New England Journal of Medicine*, July 2017, 377(2):103-106.

## **WORKING PAPERS**

Pharmaceutical Profits and the Social Value of Innovation, NBER Working Paper #20212, *under review*, (with David Dranove and Manuel Herмосilla)

Insurance and the High Prices of Pharmaceuticals, NBER Working Paper #22353, *under review*, (with David Dranove and David Besanko)

## **OTHER PUBLICATIONS**

“A Floor and Trade Proposal for Hospital Charity Care,” The Hamilton Project working paper.

“Empirical Evidence on the Value of Pharmaceuticals,” (with Mark Duggan), in *The [Oxford] Handbook of the Economics of the Biopharmaceutical Industry*: Oxford University Press: Oxford, 2012: 463-492.

## **CASES**

*Starbucks: A Story of Growth*, (with Jen Brown and Meghan Busse), 2011. Kellogg Case #5-211-259.

*The Global Aircraft Manufacturing Industry, 2002-2011* (with Jen Brown), 2012. Kellogg Case #5-312-505.

*Sovaldi: Pricing a Breakthrough Drug* (with Meghan Busse), 2015

## **PERMANENT WORKING PAPERS**

“The Effect of In-Utero Conditions on Long Term Health: Evidence from the 1918 Spanish Flu Pandemic,” April 2008 (First Draft, July 2007).

## **TEACHING**

Core Business Strategy (STRT 431), Kellogg School of Management, 2009-Present  
Foundations of Strategy, Kellogg-HKUST EMBA, 2016-Present  
Health Strategy (STRT 945), Kellogg School of Management, 2017-Present  
Health Strategy (STRTX 945), Kellogg School of Management EMBA, 2017-Present

## **HONORS AND AWARDS**

*Poets and Quants* 40 Best Under 40 Professors, 2015  
Kellogg Faculty Impact Teaching Award (Sections 67 and 68), 2012

Kellogg Chairs' Core Course Teaching Award, 2011-2012  
International Institute of Public Finance (IIPF) Young Economists Award, 2011  
Kellogg Faculty Impact Teaching Award (Section 72), 2010  
University of Maryland Third Year Paper Fellowship

## INVITED PRESENTATIONS

2008: University of Notre Dame  
2009: Chicago Booth Graduate School of Business  
2010: University of Wisconsin-Madison, Dartmouth College, University of Notre Dame  
2011: AEA Annual Meeting, University of Illinois-Chicago, Olin Business School at Washington University, Harris School of Public Policy at the University of Chicago, Indiana University SPEA, National Tax Association Annual Meeting, AcademyHealth Research Insights Meeting  
2012: AEA Annual Meeting (Presenter and Discussant), Society of Labor Economists Annual Meeting, NBER Summer Institute, University of Illinois Urbana-Champaign, University of California-Davis, Columbia University  
2013: University of Chicago Health Economics Workshop, University of British Columbia, University of California-San Diego, University of Kentucky, Texas A&M University, Wharton School of the University of Pennsylvania, University of Maryland, Brookings Institution, UC-Davis Poverty Center  
2014: AEA Annual Meeting, Northwestern Law School, RAND Corporation, Rice University/University of Houston, HDMS User Forum, Bates/White Life Science Conference, Vanderbilt University, University of Michigan RWJF Scholars, Northwestern University Economics Department  
2015: AEA Annual Meeting, Stanford University, University of California-Irvine, MIT/BU Health Economics Seminar, Syracuse University, NBER Summer Institute, UT-Austin, University of Maryland  
2016: Harris School of Public Policy at the University of Chicago, Owen School of Management, Vanderbilt University.

## ACADEMIC ACTIVITIES

Co-Editor, *Journal of Public Economics*, (2016 – Present)

Reviewer: *American Economic Review*, *Quarterly Journal of Economics*; *Journal of Political Economy*; *Econometrica*; *Review of Economic Studies*; *New England Journal of Medicine*, *The Journal of Public Economics*; *American Economic Journal: Economic Policy*; *Health Affairs*; *The Review of Economics and Statistics*; *The Journal of Industrial Economics*; *The Journal of Health Economics*; *The Journal of Human Resources*; *Journal of Policy Analysis and Management*; *International Journal of Industrial Organization*; *Health Economics*; *Social Science and Medicine*; *Economic Inquiry*