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Education

Ph.D. Economics, Massachusetts Institute of Technology, 2002.

B.S. with honors, Cornell University, 1995.

Teaching and Research Fields

Industrial Organization, Productivity, Economics of Innovation, Health Policy, Business Strategy

Work Experience

Professeur, MINES ParisTech, 2014- (Chair in Intellectual Property and Markets for Technology, 2016-).

Visiting Professor, Northwestern University (Kellogg School), 2014-.

Professeur, Université de Toulouse 1 and Toulouse School of Economics, 2010-2014.

Visiting Professor, University of Hong Kong, 2013.

Professeur associé, Université Toulouse 1 and Toulouse School of Economics, 2009-2010.

Assistant Professor, London Business School, 2006-2010 (on leave 2009-10).

Assistant Professor, Duke University, Fuqua School of Business, 2004-2006.

Assistant Professor, Carnegie Mellon University, Tepper School of Business, 2002-2004.

Visiting Scholar, Center for the Study of Innovation and Productivity, Federal Reserve Bank of San Francisco, 2003.

Research Assistant, Board of Governors of the Federal Reserve System, 1995-1997.

Research

Publications in refereed journals

“Deregulating Direct-to-consumer Marketing of Prescription Drugs: Effects on Prescription and Over-the-counter Sales,” with Ernst R. Berndt and Davina Ling (2002), *Journal of Law and Economics* 44 (3), 691-723.

“Measuring health impacts on work performance: Comparing subjective and objective reports,” with Glenn Pransky, Ernst Berndt, Stan Finkelstein, Joan Mackell, and Dan Tortorice (2002), *Value in Health* 5(6), 448-449.

“Public & Private Spillovers, Location, and the Productivity of Pharmaceutical Research,” with Jeff Furman, Iain Cockburn, and Rebecca Henderson, *Annales d’Economie et Statistique* 2005, 79/80, 165-188.

“Surviving the Gales of Creative Destruction: The Determinants of Product Turnover,” with John M. de Figueiredo (2006), *Strategic Management Journal* 27(3), 241-264.

“Objective and Self-Reported Work Performance Measures: A Comparative Analysis,” with Glenn Pransky, Ernst Berndt, Stan Finkelstein, Joan Mackell, and Dan Tortorice (2006), *International Journal of Productivity & Performance Management* 55(5), 390-399.

“The Role of Firm Characteristics in Pharmaceutical Product Launches,” *RAND Journal of Economics* Autumn 2006, 37(3), 602-618.

“Pharmaceutical Price Controls and Entry Strategies,” *Review of Economics and Statistics* February 2007, 89(1), 88-99

“Generic Competition and Market Exclusivity Periods in Pharmaceuticals” (2007) with Henry Grabowski, *Managerial and Decision Economics* 28(4-5), 491-502.

“Would Greater Price Transparency and Uniformity Benefit Poor Patients?” with David Ridley, *Health Affairs* Sept/Oct 2007, 26(5), 1384-1391.

“Does Re-importation Reduce Price Differences for Prescription Drugs? Lessons from the European Union,” with Jennifer Allsbrook and Kevin Schulman, *Health Services Research* August 2008, 43(4), 1308-1324.

“Intervening in global markets to improve access to HIV/AIDS treatment: an analysis of international policies and the dynamics of global antiretroviral medicines markets” (with Brenda Waning, Ellen Diedrichsen, Lyne Soucy, Jenny Hochstadt, Till Barnighausen and Suerie Moon), *Globalization and Health* 2010, 6:9.

“Strategic Responses to Parallel Trade” (2011), *The B.E. Journal of Economic Analysis & Policy*: Vol. 11 : Iss. 2 (Advances), Article 2.

“Assessing the population health impact of market interventions to improve access to antiretroviral treatment,” with Till Barnighausen, Joshua Salomon and Brenda Waning, September 2011, *Health Policy and Planning*, doi: 10.1093/heapol/czr058.

“Evolving Brand-Name And Generic Drug Competition May Warrant A Revision Of The Hatch-Waxman Act,” with Henry Grabowski, Richard Mortimer, Genia Long and Noam Kirson, November 2011, *Health Affairs* 30:2157-2166.

“Investments in Pharmaceuticals Before and After TRIPS” (2012), with Anita McGahan, *Review of Economics and Statistics*, 94(4): 1157-1172.

“Intellectual Property Protection and the Geography of Trade” (2013), with Mercedes Delgado and Anita McGahan, *Journal of Industrial Economics* 61(3): 733-762.

“Competition and the Efficiency of Markets for Technology” (2015), with Marie-Laure Allain and Emeric Henry, *Management Science*, 62(4):1000-1019.

“Competition Law, Intellectual Property, and the Pharmaceutical Sector” (2016), *Antitrust Law Journal*, 81(1):1-45.

“Is American Health Care Uniquely Inefficient? Evidence from Prescription Drugs” (2017), with Heidi L. Williams, *American Economic Review Papers & Proceedings*, 107(5):486-490.

“Strategic Interaction among Governments in the Provision of a Global Public Good” (2017), with David Ridley and Su Zhang, *Journal of Public Economics*, 156: 185-199.

“Are Important Innovations Rewarded? Evidence from Pharmaceutical Markets” (2018), *Review of Industrial Organization*, 53(1):211-234.

“The More We Die, The More We Sell? A Simple Test of the Home-Market Effect” (with Arnaud Costinot, Dave Donaldson, and Heidi Williams), *Quarterly Journal of Economics*, forthcoming.

“The Single Market in Pharmaceuticals”, *Review of Industrial Organization*, forthcoming.

Book chapters and other publications

“Did U.S. Bank Supervisors Get Tougher During the Credit Crunch? Did it Matter to Bank Lending?” with Allen N. Berger and Joseph M. Scalise in *Prudential Supervision: What Works and What Doesn't*, edited by Frederic Mishkin (Chicago: University of Chicago Press, 2001).

“The Long Shadow of Patent Expiration: Do Rx to OTC Switches Provide an Afterlife?” with Ernst R. Berndt and Davina Ling, in *NBER Conference Volume on Scanner Data and Price Indexes*, edited by Robert Feenstra and Matthew Shapiro (Chicago: University of Chicago Press, 2003), 229-267.

“Does Locale Affect R&D Activity? The Case of Pharmaceuticals,” *Federal Reserve Bank of San Francisco Economic Letter*, Nov. 13, 2004.

“Product Launch Decisions by Dominant and Fringe Firms,” with John M. de Figueiredo, *Best Paper Proceedings of the Academy of Management*, 2005.

“Mergers and Alliances in Pharmaceuticals: Effects on Innovation and R&D Productivity,” with Henry Grabowski, in *The Economics of Corporate Governance and Mergers*, edited by Klaus Peter Gugler and B. Burcin Yurtoglu (Cheltenham, UK: Edward Elgar Publishing, 2008).

“Innovation in the Pharmaceutical Industry,” report prepared for the National Endowment for Science, Technology and the Arts, May 2008.

“Comparative advantages of push and pull incentives for technology development: lessons for neglected diseases” with Cheri Grace, in *Global Forum Update on Research for Health Volume 6*, 2009.

“Parallel Trade in Pharmaceuticals: Firm Responses and Competition Policy,” Chapter 13 in *International Antitrust Law & Policy: Fordham Competition Law 2009*, edited by Barry Hawk (Juris Publishing, New York, 2009).

“Consolidation and Productivity in the Pharmaceutical Industry,” with Henry Grabowski, in P. Danzon and S. Nicholson, editors, *Handbook of the Economics of the BioPharmaceutical Industry* (Oxford, 2012).

“Markets for Pharmaceutical Products,” with Fiona Scott Morton, Chapter 12 in M.V. Pauly, T.G. McGuire, and P.P. Barros, editors, *Handbook of Health Economics Volume 2* (Elsevier, 2012), pp. 763-823.

“Alliances, Mergers and Acquisitions,” with Henry Grabowski, in Anthony J. Culyer, editor, *Elsevier Encyclopedia of Health Economics* (Elsevier, 2013).

“US healthcare inefficiency: Evidence from international prescription drug data,” VoxEU 22 May 2017 (with Heidi Williams).

“When a government increases funding for research on a disease, others spend less,” VoxEU 14 December 2017 (with David Ridley and Su Zhang).

“Forward: e-Competitions Special Issue on Competition in the Pharmaceutical Sector”, *e-Competitions Bulletin*, Article 88600, 13 December 2018.

“Trade in IP-Intensive Goods” (2019), forthcoming in *Trade in Knowledge* (with Mercedes Delgado).

Working Papers

“Strategic Responses to Cultural Quotas: Evidence from French Radio” (with Dandan Niu)

“Estimating the Effects on Mortality Rates of Cancer Drug Innovation” (with Pierre Dubois)

“Experts and Financial Ties: Evidence from FDA Advisory Committees,” with Fanny Camara.

“Intellectual Property Rights and Access to Innovation: Evidence from TRIPS,” with Yi Qian.

Work in Progress

“Entry Agreements and Generic Competition,,” with Annabelle Marxen.

“Globalization and Innovation: Theory and Evidence from the Pharmaceutical Industry” (with Arnaud Costinot, Dave Donaldson, and Heidi Williams)

“Music Streaming and Royalty Payments”

“The Evolution of the Market for HIV Treatments,” with Pai (Steven) Xu.

“Intellectual Property Rights and Cumulative Innovation,” with Nina Yin.

Invited Talks

2001-2002: Boston University School of Management; UC-Irvine Graduate School of Management; Carnegie Mellon University GSIA; Washington University in St. Louis, Olin School of Business; University of Michigan, Ford School of Public Policy; U.S. Department of Justice; UC-Davis Department of Economics; Federal Reserve Bank of San Francisco; Board of Governors of the Federal Reserve System; University of Toronto Rotman School of Management; London Business School; University of Washington, School of Business; NBER Productivity Lunch; NBER Summer Institute.

2002-2003: Duke University Fuqua School of Business; Stanford Strategic Management Conference; International Health Economics Conference; NBER-CREST Joint Conference on R&D, Education, and Productivity.

2003-2004: Federal Reserve Bank of San Francisco; Wharton Technology Conference; Northwestern University Kellogg Graduate School of Management; International Schumpeter Society Conference; Southern Economics Association Conference; International Health Economics Association Conference.

2004-2005: NBER Productivity Lunch; Duke University Department of Economics; University of Miami; Cornell University.

2005-2006: Lehigh University; University of Toulouse; London Business School; HEC Lausanne; London School of Economics; Imperial College; New York University; NBER Summer Institute.

2006-2007: OECD Committee for Science and Technological Policy meeting; DRUID Winter Conference; Strategy Research Forum; International Health Economics Association Conference; NBER Pre-conference on Location of Biopharmaceutical Activity.

2007-2008: University of Basel; University of St. Andrews; Paris School of Economics; NBER Productivity Lunch; NBER Conference on the Location of Biopharmaceutical Activity; Duke Strategy Conference; MIT Business and Public Policy Conference; American Society of Health Economists Conference; Knowledge for Growth Conference; NBER Summer Institute.

2008-2009: Markets for Technology Conference; London Business School; Wharton; University of Missouri; Harvard Business School; INSEAD; Emory University; NBER Productivity Lunch; Duke University Fuqua School; HEC Lausanne; Free University of Brussels; University of Toulouse; Imperial College; Network of Industrial Economists Conference.

2009-2010: Fordham Conference on International Antitrust Law and Policy; European School of Management and Technology; Wharton Conference on the Pharmaceutical Industry; University of Tokyo; University of Zurich; Korea-US Healthcare Innovation Seminar.

2010-2011: Toulouse School of Economics (IO and IP workshops); Pharmaceutical Economics and Policy Council conference; University of Basel; CSIO-IDEI conference.

2011-2012: EARIE conference; Triangle Health Economics seminar; Toulouse School of Economics; University of Zurich; University of Hong Kong; USPTO Conference on Patents, Entrepreneurship and Innovation.

2012-2013: Duke; Georgetown; University of Hong Kong; Tsinghua University; Peking University; Copenhagen Business School; Northwestern Research Roundtable on Technology Standards, Innovation, and Market Coordination; Toulouse IP Conference; World Intellectual Property Organization; NBER Summer Institute; Academy of Management Conference.

2013-14: KU Leuven; University of Mannheim; CERGE-EI; Symposium on European Competition Law; MINES ParisTech; University of East Anglia (Economics Department and the Centre for Competition Policy); Toulouse Health Economics Conference; Kellogg; Bates-White Healthcare Symposium; University of Michigan.

2014-15: EARIE conference; OECD-JPO Conference on Patent Statistics; DIW Berlin; ASSA meetings; Paris School of Economics.

2015-16: DRUID; Journée de la Chaire Santé; IIOC; HEC; Auctions, Competition, Regulation and Public Policy Conference; ASHEcon; EUHEA

2016-17: EARIE conference; Queen's University; CREST; ASSA meetings; World Trade Organization; Penn Law School; University of Michigan; Bates-White Healthcare Symposium; IIOC; University of Lausanne; CCP Conference on Competition Issues in Pharmaceuticals; International Health Economics Association Conference.

2017-18: EARIE Conference; EPIP conference; CREST-ECODEC Conference on the Economics of Antitrust and Consumer Protection; Tilburg; Max Planck; Conference on Economic Developments in Competition Policy, Brussels; Second Medical Use Conference, Washington; Seminar on health innovation, Berne; Innovation Economics for Antitrust Lawyers Conference, London; Case

Western Reserve University; WHO/WTO/WIPO Trilateral Symposium, Geneva; Celebrating 25 Years of the EU Single Market, Cambridge, UK; IPRs and Human rights: Economic and policy challenges, Pisa; ETH Zurich.

2018-19 (planned): EPIP conference; WTO; OECD Competition Committee; NBER Innovation Policy and the Economy conference; Rethinking Trade Treaties & Access to Medicines conference; DG Competition.

Teaching

MINES ParisTech

Cycle d'économie pour les ingénieurs des mines

Technology and Innovation Strategy

Co-director, option in Industrial Economics

Toulouse School of Economics/University of Toulouse 1

Director of the "Management of Innovation" degree (M2)

Innovation Strategy (M2) 2012-14.

Quantitative Data Analysis (M1), 2012-14.

Business Strategy (M2), 2009-2012.

Protocole de recherche (M2), 2010.

Advanced Strategy (M1), 2009-11.

Northwestern University, Kellogg School of Management

Pharmaceutical Strategy (MBA elective), 2015, 2017, 2018.

Technology and Innovation Strategy (MBA elective), 2014.

University of Lausanne, Swiss School of Public Health

The Industrial Organization of the Pharmaceutical Industry (PhD), 2013.

University of Basel, Zaeslin Program in Law and Economics

Competition and Regulation in the Pharmaceutical Industry (M1), 2009-12.

London Business School

Economics of Competitive Strategy (MBA elective), Fall 2006, Spring 2008.

Strategy in Innovative Industries (MBA elective), Fall 2008.

Core Strategy (EMBA programs), Spring and Summer 2007, Spring 2008.

Duke University, Fuqua School of Business

Pharmaceutical Economics and Management (co-instructor, Fall 2011, Fall 2012).

Core Strategy (EMBA programs), Fall 2004, Fall 2005, Spring 2006.

Management of Innovation and Technology (MBA elective), Fall 2005, Spring 2005.

Carnegie Mellon University, Tepper School of Business

Technology Strategy (MBA elective). Spring 2003 (2 sections), Spring 2004 (4 sections)

Technology Strategy (undergraduate elective). Spring 2003

Economics of Innovation (PhD course). Spring 2004

Professional Activities

Public service

Member of the Conseil National de Productivité, France.

Advisees

Stefano Sachetto, London Business School, 2009 (first placement: Carnegie Mellon University)

Nina Yin, Université Toulouse 1, 2013 (first placement: Post-doc at Tulane University)

Abu Hanifah Bin Ayob, Université Toulouse 1, 2013 (first placement: National University of Malaysia)

Fanny Camara, Université Toulouse 1, 2014 (first placement: University of Southern California)

Maddalena Agnoli, Ecole des Mines

Dandan Niu, Ecole des Mines (co-advisor)

Committee member

Daejung Kim (Université de Toulouse 1)

Raquel Sampaio (Université de Toulouse 1)

Anna Bennato (University of Rome)

Anne Boring (Dauphine)

Jiulin Teng (HEC Paris)

Aleksey Korniychuk (HEC Paris)

Kateryna Chepynoga (University of Lausanne)

Antoine Bergeaud (Paris School of Economics)

Weijie Yan (University of East Anglia)

Dimitrios Kourouklis (Frankfurt School of Finance & Management)

Grants and research contracts

Agence Nationale de la Recherche, “Economics of Antibiotics: Incentives for Innovation and Implications for Health Care Costs” (with Pierre Dubois)

World Bank, effects of TPP on pharmaceutical markets in Thailand

European Commission, for an economic report on the functioning of Supplementary Protection Certificates (SPC) in Europe

Chaire Santé, “The Evolution of the Market for Antiretroviral Treatments in Developing Countries”

Chaire Santé, “Government Funding of Medical Research”

Department for International Development (UK), for “Survey on Pharmaceutical Product Division from Low-income to High/Middle-income Settings”

Pfizer, for “Cancer Treatments and Survival: Evidence from Europe and the US” (with Pierre Dubois)

World Health Organization, for “Establishment and Maintenance of a Global Public Good, the Global Data Exchange for Market Intelligence”

UNITAID, for “Framework to Monitor Markets and Assess the Market Impact of UNITAID’s Interventions in Low-resource Settings”

PhRMA, for “Research and Development Incentives for Neglected Diseases” (with David Ridley)

Pfizer, for “Innovation in Vaccines” (with David Ridley)

National Endowment for Science, Technology and the Arts (NESTA), for “Innovation in the Pharmaceutical Industry”

Editing and Refereeing

Associate editor, *International Journal of Industrial Organization*

Referee for *American Economic Review*, *Econometrica*, *Journal of Political Economy*, *Quarterly Journal of Economics*, *Review of Economic Studies*, *Management Science*, *Review of Economics and Statistics*, *Journal of the European Economic Association*, *RAND Journal of Economics*, *Journal of Industrial Economics*, *Journal of Economics and Management Strategy*, *International Economic Review*, *European Economic Review*, *Research Policy*, *Journal of Development Economics*, *Journal of Law and Economics*, *Journal of Economic Analysis and Policy*, *Economic Inquiry*, *Economic Journal*, *Health Affairs*, *Health Economics*, *International Journal of Health Care Finance and Economics*, *Journal of Health Economics*, *Journal of Public Economics*, *Economics of Innovation and New Technology*, *Economic Inquiry*, *Economic Letters*, *Southern Economic Journal*, *Journal of Regulatory Economics*, *Journal of Applied Econometrics*, *Journal of Economic and Business Statistics*, *Scandinavian Journal of Economics*, *Journal of Banking and Finance*, *Journal of Money, Credit and Banking*, *Review of Industrial Organization*, *Social Science and Medicine*, *Global Public Health*, *Globalization and Health*, *Academy of Management Journal*, *Strategic Management Journal*, US National Science Foundation, UK Economic and Social Research Council, Netherlands Organisation for Scientific Research, Swiss National Science Foundation.

Conference organization

Co-organizer (with Philippe Aghion) of conference on trade and innovation, 2017.

Member of the scientific committee for the EARIE Conference, 2017, 2018.

Member of the scientific committee for the CEPR Industrial Organization Conference, 2011-2015.

Co-organizer (with Pierre Dubois) of the Toulouse TIGER conference on health economics, 2014.

Professional Memberships

Research Fellow (Industrial Organization), Centre for Economic Policy Research

American Economic Association, EARIE, IOS, ASHEcon.

References

Professor Scott Stern
MIT Sloan School of Management
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Email: sstern@mit.edu

Professor Wesley Cohen
Duke University, Fuqua School of Management
Office: +1 (919) 660 4072
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Professor Ashish Arora
Duke University, Fuqua School of Management
Office: +1 (919) 660 7746
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