

ALEX CHAN
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Academic Employment:

Assistant Professor of Business Administration, Negotiation, Organizations, and Markets, Harvard Business School, Harvard University, July 2023 - present

Education:

Ph.D., Stanford University, June 2023

Thesis Title: Who Gets What in Healthcare – And Why

Committee: Alvin E. Roth (co-P) ⊕ Muriel Niederle (co-P) ⊕ Laurence C. Baker (co-P)
Mello, Michelle ⊕ Nicholas Bloom

M.P.H., Harvard University, May 2018

Research Interests:

Market Design, Experimental and Behavioral Economics, Health Economics, Labor Economics

Research:

Chan, A. and A.E. Roth (2024). **Regulation of Organ Transplantation and Procurement: A Market Design Lab Experiment.** *Journal of Political Economy* 132(11), pp.3827-3866.

Chan A.. **Discrimination Against Doctors: A Field Experiment.** Conditionally accepted.
American Economic Review

Chan A.. **Liver Exchange with Equipoise.**

Chan A., M. Kurtis and N. Romer. **Deliberate? An Experiment on Team Decision Making.**

Chan A. **Opt In? Opt Out?**

Chan A. and K. Sweat. **Estimating Gains in Transplant Access, Life-year, Savings From Reimbursing Deceased Donor Funerals.**

Chan A. **Negotiating with Market Power: A \$300B Illustration of Medicare Drug Pricing.**

Chan A., A. Herr and A. Reichart. **Blood Ties: A Field Experiment on Paid Blood Donation.**

Chan A.. **Cherry Picking and Lemon Dropping to Meet Quality Standards: The Case of Abdominal Transplant Surgeons.**

Chan A.. **Team Heterogeneity.**

Chan, A. (2021). **Hypothermic Machine Perfusion in Liver Transplantation**. *New England Journal of Medicine* 385, 766-768.

Chan, A. (2020). **U.S. Organ Policy**. *JAMA* 323(3):278-279.

Chan, A. and K. Schulman (2020). **Examining Pharmaceutical Benefits in the United States—A Framework**. *JAMA Health Forum* e200291-e200291.

Chan A., I. Chien, E. Moseley, S. Salman, S. Kaminer Bourland, D. Lamas, A. M. Walling, J. A. Tulskey, C. Lindvall (2019). **Deep Learning Algorithms to Identify Documentation of Serious Illness Conversations During Intensive Care Unit Admissions**. *Palliative Medicine* 33.2 (2019): 187-196.

Non-Academic Employment:

2018	UnitedHealth Group, Senior Vice President of Market Strategy, Optum Analytics
2015-2018	UnitedHealth Group, Vice President of Market Strategy, Optum Analytics
2014-2015	Liberty Mutual Insurance, Head of Strategy and Planning
2013-2014	Liberty Mutual Insurance, Director of Strategy and Planning
2013	The Economist Group, Senior Analyst, Economist Intelligence Unit
2011-2013	McKinsey and Company, Associate/Senior Associate

Teaching Experience:

Spring, 2025	<i>Field Experiment (Doctoral)</i> , Harvard Business School/Department of Economics, Harvard University, Instructor
Spring, 2025	<i>Negotiations (MBA)</i> , Harvard Business School, Harvard University, Instructor
Spring, 2024	<i>Negotiations (MBA)</i> , Harvard Business School, Harvard University, Instructor
Fall, 2021	<i>BIOS 203 Field Experiments and Market Design for Health Policy and Medicine (Graduate)</i> , Stanford University, Instructor
Fall, 2017	<i>HPM 206 Economic Analysis (Graduate)</i> , Harvard University, Head Teaching Assistant
Fall, 2016	<i>HPM 206 Economic Analysis (Graduate)</i> , Harvard University, Teaching Assistant

Honors, Fellowships, Scholarships:

2023	The Marjorie Lozoff Prize
2022-2023	Dixon and Carol Doll Graduate Fellowship, Stanford Institute for Economic Policy Research
2022	Best Paper Award (First Place), Essen Health Conference
2022	American Society of Health Economists Diversity Scholarship
2022	Invited Speaker, Rising Stars in Market Design (University of Tokyo)
2021	All-California Labor Economics Conference Outstanding Poster Award
2021, 2022	Stanford Office of Graduate Education Travel Grant
2021-2022	Agency for Healthcare Research & Quality T32 Grant
2018-2022	Gerhard Casper Stanford Graduate Fellowship for Science and Engineering
2019	<i>Palliative Medicine</i> Editor's Choice Paper

Seminar, Conferences, Invited Talks:

2024-25 University of Michigan; University of California San Diego; Harvard University Economics Department; Johns Hopkin University; Cambridge University; University of Leicester; Royal Holloway London; University of Manchester; University of York; University of Illinois Urban-Champaign

2023-24 Stanford Institute for Theoretical Economics (SITE) Conference; Workshop on Field Experiments in Economics and Business (Heinrich Heine University Düsseldorf); Boston University Questrom School; University of Cologne; University of Hamburg; Smith College; BEDI Conference University of Pittsburgh; Spring Behavioral and Experimental Economics Research Conference

2022-23 Harvard Business School Negotiations, Organizations and Markets Unit; Harvard Business School Technology, Operations and Management Unit; Yale School of Management, Economics Department; Columbia Business School, Economics Department; Wharton School, Business Economics and Public Policy Department; Amherst College Economics Department; University of Michigan School of Public Health; Stony Brook University Economics Department; Princeton University Economics Department; Cornell University; University of California, Berkeley; University of Chicago; Essen Health Conference; Leibniz University Hannover; University of Duisburg-Essen; Allied Social Science Associations (ASSA) Annual Meeting at New Orleans; NBER Market Design Working Group; Rising Scholars Conference at University of Chicago Booth School; Becker Friedman Institute/Booth Stigler Center at the University of Chicago; Discrimination and Diversity Workshop hosted by the University of East Anglia; Economic Science Association North America Conference

2021-22 Economic Science Association World Conference (Boston/Cambridge); Essen Health Conference; Bay Area Behavioral and Experimental Economics Workshop; Economic Science Association European Conference (Bologna); Banff Empirical Microeconomics Conference; Harvard Business School Negotiations, Organizations and Markets Unit; ESA Joint initiative for Latin American Experimental Economics Special Meeting; Economic Science Association North America Conference; All-California Labor Economics Conference (Poster Session); NBER Race and Stratification Working Group

2020-21 Stanford Institute for Theoretical Economics (SITE) Conference; University of Chicago; Universidad de San Andrés; International Health Economics Association Congress; Annual Conference of the American Society of Health Economists (ASHEcon); Annual Agency for Healthcare Research and Quality (AHRQ) NRSA Conference

Professional Service:

Refereeing Service: *Journal of Political Economy, Quarterly Journal of Economics, American Economic Review, Review of Economic Studies, Econometrica, American Economic Journal: Economic Policy, Review of Economics and Statistics, Journal of Public Economics, Journal of Political Economy Micro, Journal of Labor Economics, Management Science*

University Service: Recruiting Committee (2024-2025), Negotiations, Organizations and Markets Unit, Harvard Business School
Standing Committee on Health Policy (2024-2025), Harvard University
Senior Common Room Member, Lowell House, Harvard University

Creator and Organizer, Stanford Economics of Transplantation Workshop (weekly seminar with attendees from Stanford, Johns Hopkins, USC, Northwestern)
Co-Organizer, Stanford Economics Department Market Design Seminar
Graduate Resident Fellow/Graduate Resident Associate at Roble Hall/West Lag, Stanford University
Non-Resident Graduate Tutor at Winthrop House, Harvard University