

ALEX CHAN
Harvard University
<https://www.alexchan.net>
achan@hbs.edu
617-495-8674

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:

Experimental and Behavioral Economics, Market Design, 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