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Education

B.S. with honors, Cornell University, 1992-1995.

Ph.D. Economics, Massachusetts Institute of Technology, 1997-2002.

Teaching and Research Fields

Industrial Organization, Productivity, Economics of Innovation, Health Policy

Work Experience

Professeur associé, Toulouse School of Economics, 2009-present.

Assistant Professor, London Business School, 2006-present (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.

“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

“Public & Private Spillovers, Location, and the Productivity of Pharmaceutical Research,” with Jeff Furman, Iain Cockburn, and Rebecca Henderson, forthcoming in *Annales d’Economie et Statistique*.

“Generic Competition and Market Exclusivity Periods in Pharmaceuticals,” with Henry Grabowski, *Managerial and Decision Economics* June-August 2007, 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.

Book chapters and non-refereed 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.

“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).

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

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

Papers Under Review

“Strategic Responses to Parallel Trade,” October 2008.

“Investments in Pharmaceuticals Before and After TRIPS,” with Anita McGahan, revision requested by *Review of Economics and Statistics*.

Working Papers

- “Parallel Trade in Pharmaceuticals: Firm Responses and Competition Policy,” September 2009.
- “Comparative advantages of push and pull incentives for technology development: lessons for neglected diseases,” with Cheri Grace, August 2009.
- “Evolution of Market Exclusivity, Paragraph IV Challenges and Generic Penetration,” with Henry Grabowski, Richard Mortimer, Genia Long and Noam Kirson, August 2009.
- “The Timing of Licensing: Theory and Empirics,” with Marie-Laure Allain and Emeric Henry, April 2009.
- “The Influence of TRIPS on Global Trade in Pharmaceuticals, 1993-2006,” with Mercedes Delgado and Anita McGahan, November 2008.

Work in Progress

- “The Impact of Funding for Neglected Diseases,” with David Ridley
- “Strategic Disclosure of Research Results in Clinical Trials,” with Emeric Henry
- “Consolidation and Productivity in the Pharmaceutical Industry,” with Henry Grabowski
- “R&D Races in Pharmaceuticals,” with Seung-Hyun Song and Yi Qian
- “Corporate IP Donations to Universities: Are Donated Patents Lemons or Orphans?”
- “Strategic Use of Intellectual Property in Pharmaceuticals,” with Juan Alcacer and Jeff Furman.
- “R&D Investment and Market Size: Micro Evidence from the Pharmaceutical Industry”

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 Miniconference, 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 Tanaka School of Business, 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 Mini-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, Toulouse, Imperial College.

2009-2010 (planned): Fordham Conference on International Antitrust Law and Policy, European School of Management and Technology, University of Zurich, Wharton Conference on the Pharmaceutical Industry.

Teaching

Toulouse School of Economics/University of Toulouse Capitole

Business Economics

Advanced Strategy

University of Basel, Zaeslin Program in Law and Economics

Competition and Regulation in the Pharmaceutical Industry, Summer 2009.

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.

Emerging Leaders Program, Spring 2008, Fall 2008, Spring 2009.

Executive Education for Merck-Serono, 2008.

Duke University, Fuqua School of Business

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

Refereeing

American Economic Review, Review of Economic Studies, Review of Economics and Statistics, RAND Journal of Economics, Journal of Industrial Economics, Journal of Development Economics, Journal of Law and Economics, Management Science, Strategic Management Journal, Research Policy, Health Economics, Journal of Health Economics, Health Affairs, Economics of Innovation and New Technology, Journal of Economic and Business Statistics, Journal of Banking and Finance, Journal of Money, Credit and Banking, International Journal of Health Care Finance and Economics, Review of Industrial Organization, Academy of Management Journal, Social Science and Medicine, National Science Foundation, UK Economic and Social Research Council, Netherlands Organisation for Scientific Research

Consulting and advising

Member of Expert Working Group for UNITAID

Abbott Laboratories, Genentech, International Federation of Pharmaceutical Manufacturers & Associations, National Endowment for Science, Technology and the Arts (NESTA), Canada's Research-Based Pharmaceutical Companies (Rx&D).

Professional Memberships

Faculty Research Fellow (Productivity Program), National Bureau of Economic Research

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

American Economic Association

International Health Economics Association

American Society of Health Economists

Honors & Awards

2006-2007: RAMD award, London Business School

2002-2004: Carnegie-Bosch Institute Faculty Development Grant

1997-1999: MIT Fellowship in Economics

1992-1993: National Merit Scholarship

1992-1993: Dean's Scholar, Cornell University