

# KATE HO

## CURRICULUM VITAE

Department of Economics  
Princeton University  
394 Julis Romo Rabinowitz Building  
Princeton, NJ 08544

Tel: 609-258-4032  
Email: [kate.ho@princeton.edu](mailto:kate.ho@princeton.edu)

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### ACADEMIC POSITIONS

*Princeton University, Department of Economics*  
Professor of Economics  
Co-Director, Center for Health and Wellbeing, 2018 – present

*Columbia University, Department of Economics*  
Associate Professor, 2010 – 2018 (with tenure from 2013)  
Assistant Professor, 2005 – 2009

### OTHER PROFESSIONAL AFFILIATIONS / EDITORIAL

Co-editor, *Econometrica*, 2021 – present  
Editor, *RAND Journal of Economics*, 2018 – 2021  
Associate Editor, *Econometrica*, 2020 – 2021  
Co-editor, *American Economic Journal: Economic Policy*, 2015 - 2018  
Board of Editors, *American Economic Review*, 2014 - 2015  
Board of Editors, *American Economic Journal: Microeconomics*, 2013 – 2015  
Board of Editors, *Journal of Economic Literature*, 2013 – 2015  
Co-editor, *International Journal of Industrial Organization*, 2011 - 2014 (Associate Editor 2009-11)  
Associate Editor, *Journal of Industrial Economics*, 2013 – 2015

Elected Member (North America region), *Council of the Econometric Society*, 2021-24  
Fellow, *Econometric Society*, elected 2019  
Research Associate, *National Bureau of Economic Research (NBER)*, 2005 – present  
Research Fellow, *Center for Economic Policy Research (CEPR)*, 2015 – present (Research Affiliate 2011-15)  
Faculty Fellow, *Columbia Institute for Social and Economic Research and Policy (ISERP)*, 2005-18  
Faculty Member, *Columbia Population Research Center (CPRC)*, 2013-18

Visiting Faculty, *Wharton School of U Penn*, Business Economics and Public Policy Department, Fall 2014  
Visiting Faculty, *Yale University*, Cowles Foundation for Research in Economics, Fall 2009  
Visiting Scholar, *Northwestern University*, Center for the Study of Industrial Organization, Spring 2008

### EDUCATION

*Harvard University*,  
Ph.D. in Business Economics, May 2005; A.M. in Economics, May 2003

*Cambridge University*  
M.A. and B.A. in Mathematics, June 1993

### OTHER EMPLOYMENT

*McKinsey & Company, Inc.*, Junior Associate (Boston, London, Melbourne), 1997-99

*UK Government Department of Health*, Private Secretary/Chief of Staff to Minister of State for Health, 1993-7

## WORKING PAPERS / WORK IN PROGRESS

- “Contracting over Rebates: Formulary Design and Pharmaceutical Spending” (With Robin Lee). 2021
- “Market Segmentation and Competition in Health Insurance” (With Mike Dickstein and Nathaniel Mark). 2021
- “How do Manufacturer Copayment Coupons Affect Branded Drug Prices and Quantities Purchased?” (With Leemore Dafny and Edward Kong). 2021
- “Health Insurance Menu Design for Large Employers” (With Robin Lee). 2021. NBER Working Paper 27868
- “The Industrial Organization of Health Care Markets” (With Ben Handel). 2021. An invited chapter for the forthcoming volume of the 4<sup>th</sup> Handbook of Industrial Organization for Elsevier. NBER Working Paper 29137.

## PUBLISHED AND FORTHCOMING PAPERS

- “Estimates of ACO Savings in the Presence of Provider and Beneficiary Selection”  
(With Marietou Ouayogode, Ellen Meara, Christopher Snyder and Carrie Colla). *Healthcare* 2021, 9(1) 100460.
- “Equilibrium Provider Networks: Bargaining and Exclusion in Health Care Markets”  
(With Robin Lee). *American Economic Review* 2019, 109(2): 473-522. Also available as NBER Working Paper 23742 and CEPR Discussion Paper 13096.
- “The Price Effects of Cross-Market Mergers: Theory and Evidence from the Hospital Industry”  
(With Leemore Dafny and Robin Lee). *RAND Journal of Economics* 2019, 50(2): 286:325. Also available as NBER Working Paper 22106
- “Insurer Competition in Health Care Markets”  
(With Robin Lee). *Econometrica* 2017, 85(2): 379-417.  
Also available as NBER Working Paper 19401 and CEPR Discussion Paper 10812. Subsumes a previous working paper entitled “Insurer Competition and Negotiated Hospital Prices”  
Awarded the Frisch Medal of the Econometric Society, 2020
- “The Impact of Consumer Inattention on Insurer Pricing in the Medicare Part D Program”  
(With Joe Hogan and Fiona Scott Morton). *RAND Journal of Economics* 2017, 48(4): 877-905. Also available as NBER Working Paper 21028 and CEPR Discussion Paper 10967
- “The Evolution of Health Insurer Costs in Massachusetts, 2010-12”  
(With Ariel Pakes and Mark Shepard). *Review of Industrial Organization* 2018, 53(1), 117-137.  
<https://doi.org/10.1007/s11151-018-9623-2>. Also available as NBER Working Paper 22835.
- “The Industrial Organization of Health Care Markets”  
(With Martin Gaynor and Robert J. Town). *Journal of Economic Literature* 2015, 53(2): 235-284. Also available as NBER Working Paper 19800
- “Moment Inequalities and their Application”  
(With Ariel Pakes, Jack Porter and Joy Ishii). *Econometrica* 2015, 83(1): 315-334
- “Hospital Choices, Hospital Prices and Financial Incentives to Physicians”(With Ariel Pakes). *American Economic Review* 2014, 104(12): 3841-84.  
Also available as NBER Working Paper 19333. Honorable Mention: Arrow Award for best paper of the year, International Health Economics Association. Finalist: National Institute for Health Care Management (NIHCM) Annual Health Care Research Award 2015.

“Let them Have Choice: Gains from Shifting Away from Employer-Sponsored Health Insurance and Towards an Individual Exchange”

(With Leemore Dafny and Mauricio Varela). *American Economic Journal: Economic Policy* 2013, 5(1): 32-58. Also available as NBER Working Paper 15687

“The Use of Full-line Forcing Contracts in the Video Rental Industry”

(With Justin Ho and Julie Mortimer). *American Economic Review* 2012, 102(2): 686-719. Also available as NBER Working Paper 14588

“Analyzing the Welfare Impacts of Full-line Forcing Contracts”

(With Justin Ho and Julie Mortimer). *Journal of Industrial Economics* 2012, 60(3): 468-498. Also available as NBER Working Paper 16318

“Location and Competition in Retail Banking”

(With Joy Ishii). *International Journal of Industrial Organization* 2011, 29(5): 537-546. Received the Paul Geroski Award for best paper of the year, IJIO

“Insurer-Provider Networks in the Medical Care Market”

*American Economic Review* 2009, 99(1): 393-430. Also available as NBER Working Paper 11822. Received the Arrow Award for best paper of the year, International Health Economics Association.

“Barriers to Entry of a Vertically Integrated Health Insurer: An Analysis of Welfare and Entry Costs”

*Journal of Economics and Management Strategy* 2009, 18(2): 487-545.

“The Welfare Effects of Restricted Hospital Choice in the US Medical Care Market”

*Journal of Applied Econometrics* 2006, 21(7) pp 1039-1079. Also available as NBER Working Paper 11819. Awarded the Richard Stone Prize in Applied Econometrics 2006/2007.

“The Business Case for Diabetes Disease Management for Managed Care Organizations”

(With David Cutler and Nancy Dean Beaulieu). *Forum for Health Economics and Policy* 2007: Vol. 9: Iss. 1 (Frontiers in Health Policy Research)

## OTHER PUBLICATIONS

“Who Will Be Our Moral Conscience Now? A Tribute to Uwe Reinhardt”

(with Janet Currie, B. Rose Kelly and Ilyana Kuziemko). *Health Affairs Blog* August 8, 2019. DOI: 10.1377/hblog20190805.922868

“Partial Identification in Applied Research: Benefits and Challenges”

(With Adam Rosen). 2017. In B. Honore, A. Pakes, M. Piazzesi, L. Samuelson (Eds.), *Advances in Economics and Econometrics: Eleventh World Congress (Econometric Society Monographs) (Volume II)* pp. 307-359. Also available as NBER Working Paper 21641, CEPR Discussion Paper 10883 and CEMMAP Working Paper CWP64/15.

“Narrow Provider Networks: Welfare Implications and Approaches to Market Design”

(With Robin Lee). Oxford University Press Volume IV: “More Equal by Design: Economic design responses to inequality”. Eds. Scott Duke Kominers and Alex Teytelboym.

“Physician Payment Reform and Hospital Referrals”

(With Ariel Pakes). *American Economic Review* May 2014 (*Papers and Proceedings*), 104(5): 200-205

“Do Physician Incentives Affect Hospital Choice? A Progress Report”

(With Ariel Pakes). *International Journal of Industrial Organization* 2011, 29: 317-322 (special issue for 37<sup>th</sup> EARIE Annual Conference)

“An Individual Healthplan Exchange: Which Employees Would Benefit and Why?”  
(With Leemore Dafny and Mauricio Varela). *American Economic Review*, May 2010 (*Papers and Proceedings*), 100: 485-489

## INVITED LECTURES

Fisher-Schultz Lecture of the Econometric Society, Copenhagen, August 2021

Invited Keynote Speaker, European Association for Research in Industrial Economics (EARIE) Conference 2019

Invited Session, International Industrial Organization Conference, 2019

Opening Plenary Speaker, American Society of Health Economists Conference, 2019

Invited Session, Econometric Society World Congress, 2015

Invited Keynote and Scientific Committee Member, Annual FTC Microeconomics Conference, 2013

Invited Keynote, CMPO Conference on the Economics of Public Sector Reform, 2013

Invited Plenary, International Health Economics Association Conference, Toronto 2011

## HONORS AND AWARDS

Frisch Medal for best applied paper published in *Econometrica* in previous five years, Econometric Society 2020.

Best Instructor Award from Economics Department graduate students, Princeton University, 2020

Honorable Mention, Arrow Award for best paper of the year, International Health Economics Association 2015

Finalist: National Institute for Health Care Management 21<sup>st</sup> Annual Health Care Research Award, 2015

Commonwealth Fund small grant, January-July 2015, with Ariel Pakes and Mark Shepard (\$50,000)

Paul Geroski Award for best paper of the year, *International Journal of Industrial Organization*, 2012

Arrow Award for best paper of the year, International Health Economics Association 2010

Excellence in Refereeing Award, *American Economic Review*, 2007, 2010, 2011, 2013

Richard Stone Prize in Applied Econometrics, 2006-2007

George S. Dively Award for Outstanding Pre-Dissertation Research, Harvard Business School, 2004

Winner of *Journal of Applied Econometrics* Scholars Program, 2004

Doctoral Fellowship, Harvard University/Harvard Business School, 2000-2005

Ryan Prize for Mathematics and Senior Mathematics Scholarships, Cambridge, 1992-93

## PROFESSIONAL SERVICE / CONFERENCES

Fellows Nominating Committee, Econometric Society, 2021

Congressional Budget Office (CBO) Panel of Health Advisers, 2020-

Congressional Budget Office (CBO) Technical Review Panel: Health Insurance Simulation Model, 2018-20  
Program Committee Member, AEA Annual Meeting, 2021  
Co-organizer, NBER Health Care Program Meeting, 2020  
Co-organizer, CEPR Conference on Applied Industrial Organization, 2018  
Program Committee Member, Econometric Society Winter Meetings, 2018, 2020  
Scientific Committee Member, EARIE Conference, 2017, 2018, 2019 & 2021  
Scientific Committee Member, International Association of Applied Econometrics Conference, 2016 & 2017  
Program Committee Member, Econometric Society World Congress, 2015  
Arrow Award Committee Member, 2014, 2016  
Program Committee Member, North American Meetings of the Econometric Society 2012  
Co-organizer, 2011 NBER Summer Institute, I.O. Workshop (with Meghan Busse)  
Co-organizer, 2010 Cowles Foundation Summer Conference on Structural Microeconomics  
Scientific Review Committee, Health Care Cost Institute: invited October 2011  
Member: American Economic Association, Econometric Society

## TEACHING AND ADVISING

### *Courses Taught*

Economics ECO543, Graduate Industrial Organization (Princeton University, 2019-21)  
Economics ECO566, Graduate Health Economics (Princeton University, 2020)  
Economics ECO327, Undergraduate Industrial Organization (Princeton University, 2019-21)  
MGEC, MBA Managerial Economics (Wharton Business School, 2014)  
Economics G6254, Graduate Industrial Organization (Columbia University, 2006-8, 2010-17)  
Economics W4251, Undergraduate Industrial Organization (Columbia University, 2006-8, 2011-17)  
Economics 1640, Industrial Organization, Teaching Fellow (Harvard University, 2003)

### *Ph.D. Student Advising: Primary Advisor (graduation year, initial placement)*

Emily Cuddy (co-advisor, 2021, Duke University)  
Claudia Allende (2020, Chicago post-doc and Stanford GSB)  
Anh Nguyen (2018, Carnegie Mellon Tepper)  
Danna Thomas (2018, University of South Carolina)  
Zach Brown (2017, NBER post-doc and University of Michigan)  
Ilton Soares (co-advisor, 2016, NERA)  
Joseph Hogan (co-advisor, 2016, Ellington Management Group)  
Alejo Czerwonko (2013, UBS)  
Soo Jin Lee (2011, Yonsei University)

### *Ph.D. Student Advising: Committee Member (graduation year, initial placement)*

Bruno Baranek (2021, Amazon)  
Nathan Mark (2021, Department of Justice)  
Charis Katsiardis (2020, Cornerstone Research)  
Ildiko Magyari (2017, NERA)  
Ajin Lee (2017, Michigan State University)

Jessica Van Parys (2015, Dartmouth post-doc and CUNY)  
Patrick Sun (2015, FCC)  
Donald Ngwe (2014, Harvard Business School)  
Zhanna Zhanabekova (2013, Analysis Group)  
Jessie Handbury (2012, Wharton Business School)  
Jisun Baek (2012, KDI School of Public Policy, Seoul)  
Carlos Perez (2010, Bank of Spain)  
Sergei Koulayev (2009, Federal Reserve Bank of Boston)  
Ting Wu (2008, McKinsey and Company)

## INVITED PRESENTATIONS

2022 (scheduled): AEA/ASSA Meetings (presenter and discussant)

2021 (scheduled or completed): AEA/ASSA Meetings (presenter), IO<sup>2</sup> Seminar, Oxford University, Dartmouth College, Microsoft Research, Yale University, Econometric Society European Summer Meeting (Fisher-Schultz Lecture), Cowles Models and Measurement Conference (discussant), Lehigh University, UPenn/Wharton Business School, Federal Reserve Board of Governors, CEBI at University of Copenhagen, Chicago Booth

2020: AEA/ASSA Meetings (discussant), University College London, UC Berkeley, Princeton University

2019: AEA/ASSA Meetings (presenter), Wharton/U Penn, Harvard/MIT, Stanford, International Industrial Organization Conference (invited session), ASHEcon Meetings (Opening Plenary and Round Table), EARIE Conference (Plenary/Keynote speaker), ABA Antitrust Section spring meetings (panelist), Princeton Center for Health and Wellbeing mini-conference, Princeton Conference in tribute to Uwe Reinhardt (panelist), Montreal Industrial Organization conference, Carnegie Mellon Industrial Organization conference, NYC Health Economics Day (discussant), UCLA I.O. mini-conference, Johns Hopkins Conference on Health Care Markets, FTC microeconomics seminar, NBER Summer Institute (Industrial Organization, discussant), NBER Health Economics Boot Camp

2018: UCLA, Johns Hopkins, University of Madison (Wisconsin), Triangle Microeconomics Conference, AEA/ASSA Meetings (discussant), UC San Diego, Northwestern University, FTC Microeconomics Conference (discussant), Georgetown University, London School of Economics, NBER Health Economics Boot Camp

2017: AEA/ASSA Meetings (discussant), Dartmouth Winter I.O. Conference, Chicago Economics, University of Texas – Austin, NY Federal Reserve, Washington University Olin School of Business, Columbia Economics department-wide seminar, NBER Insurance Program Meeting, International Health Economics Association (iHEA) World Congress

2016: AEA/ASSA Meetings (2 sessions), Harvard/BU/MIT health seminar, Cornell/Penn State Econometrics/IO conference, Princeton health conference (panelist), Market Design Approaches to Inequality Conference (Chicago), Rutgers University, CIREQ Conference on IO and Health (McGill), Toronto University, Texas A&M, Annual Health Econometrics Workshop (discussant)

2015: Econometric Society World Congress (invited session), AEA/ASSA Meetings (discussant), Yale University, University of British Columbia, Harvard University/MIT, Toulouse University, University of Mannheim, Oxford University, University of Florida Health Economics Conference (discussant), Cowles Summer Conference, Yale University (discussant), NBER Summer Institute (Health Care), Columbia University, Chicago Booth School of Business, University of Michigan, FTC Microeconomics Conference (discussant), Caribbean Health Economics Symposium (presenter)

2014: AEA/ASSA Meetings (presenter), NBER Industrial Organization Winter Program Meeting (discussant), CRES microeconomics conference (presenter), University of Rochester, SUNY Stony Brook, Bates White Annual Antitrust Conference, NBER Summer Institute (Industrial Organization), Searle Antitrust Conference (panelist), UNC/Duke University, Yale University, 25<sup>th</sup> Annual Health Economics Conference (AHEC) at Rice (presenter), Wharton/U Penn Health Care Reform Conference, Washington DC (panelist)

2013: U Penn Economics Department; U Maryland Economics Department; CMPO Conference on the Economics of Public Sector Reform (keynote speaker); FTC Microeconomics Conference (keynote speaker); 2<sup>nd</sup> Annual Conference on Healthcare Markets (Kellogg School of Management); NBER Public Economics Program Meeting (discussant); Yale University Marketing-IO Conference (discussant); NBER Conference on Hospital Organization and Productivity (presenter and discussant); NBER Summer Institute (Health Care); NYU Stern School of Business; Kaiser Permanente IO and Healthcare Conference (Washington DC)

2012: AEA/ASSA Meetings (discussant); Kellogg School of Management (M&S); NBER Industrial Organization Winter Program Meeting (discussant); University of Minnesota; Temple University; University of Southern California; UCLA Anderson School of Management; Boston University; University of British Columbia Summer Conference on Industrial Organization; NYU Stern School of Business; Department of Justice; Dartmouth University; Wharton Business School; 23<sup>rd</sup> Annual Health Economics conference (AHEC) at Stanford (discussant)

2011: AEA/ASSA Meetings (2 sessions); NBER Industrial Organization Winter Program Meeting (discussant); International Health Economics Association Conference (plenary speaker); Johns Hopkins University; London School of Economics; CAPCP (Center for the Study of Auctions, Procurement and Competition Policy) Conference at Penn State University; 22<sup>nd</sup> Annual Health Economics Conference (AHEC) at Kellogg School of Management (discussant); U. Penn Health Economics Institute; Cornell University; Northwestern University

2010: Princeton University; Columbia University; University of California, Berkeley; Ohio State University; University of Virginia; Industrial Organization of Health Care Conference at HEC Montreal (discussant); IESE Workshop on Health Care Reform (discussant); EARIE invited session on I.O. of Health; Third Annual FTC / Northwestern University Microeconomics Conference; Academy Health invited meeting on Provider Integration and Competition

2009: Yale Economics Department (Labor and Public Finance); Yale School of Public Health; Federal Trade Commission; RAND Corporation

2008: AEA/ASSA Meetings, IOS session; Duke University; Columbia University; Carnegie Mellon University; Harvard University; Massachusetts Institute of Technology; University of Wisconsin-Madison; Northwestern University; Stanford GSB; Cowles Summer Conference, Yale University; Stanford Institute for Theoretical Economics Summer Workshop; SUNY-Stonybrook Workshop on Strategic Interactions; NYU I.O. Day

2007: NBER Health Care Program / Hospital Project Meeting; London School of Economics; AEA/ASSA Meetings; NYU I.O. Day (discussant); Minnesota Applied Micro Conference; Conference on Industrial Organization of Health Care at HEC Montreal

2006: American Society of Health Economists Conference; Econometrics Society Winter Meeting; International Industrial Organization Conference; University of Michigan; SUNY Stonybrook

2005: University of California Berkeley, Chicago Graduate School of Business, Columbia University, Harvard Business School, Harvard University, John F. Kennedy School of Government, Kellogg School of Management, NYU Stern School of Business, Princeton University, Stanford University, Yale School of Management

2004: NBER Health Care Program Meeting, International I.O. Conference, Harvard University

## **PERSONAL**

United States citizen

Married; two children (Oliver, born 2006; Eleanor, born 2008).