

# Benjamin R. Handel

Associate Professor of Economics

University of California at Berkeley

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**Primary Fields:** Industrial Organization, Health Economics

## Academic Positions

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Associate Professor, Department of Economics, Berkeley	2016-present
Director, Gilbert Center for Applied Economics	2017-present
Assistant Professor, Department of Economics, Berkeley	2012-2016
Co-Director, Insurance Working Group, National Bureau of Economic Research	2016-present
Research Associate, National Bureau of Economic Research (Health Care, Industrial Organization, Public Economics)	2016-present
Faculty Research Fellow, National Bureau of Economic Research	2011-2016
Consulting Researcher, Microsoft Research	2010-2016
Robert Wood Johnson Scholar in Health Policy Research, Berkeley	2010-2011

## Education

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Ph.D. Economics, Northwestern University	2010
M.A. Economics, Northwestern University	2005
A.B Economics, Princeton University (concentrations in Applied Mathematics and Finance)	2004

## Publications & Forthcoming Papers

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*What Does a Deductible Do? The Impact of Cost-Sharing on Health Care Prices, Quantities, and Spending Dynamics*

*Quarterly Journal of Economics*, vol. 132, no. 3, 2017, 1261-1318

(joint with Zarek Brot-Goldberg, Amitabh Chandra and Jonathan T.Kolstad)

Select Coverage: [Vox](#), [New York Times](#), [CBS Moneyline](#), [Forbes](#), [NBER Digest](#), [Conversation](#), [Center for Health Journalism](#), [Center for Health Journalism -2](#), [California Healthline](#), [Kaiser Health News](#)

***Adverse Selection and Inertia in Health Insurance Markets: When Nudging Hurts***

*American Economic Review*, vol. 103(7), 2013, 2643-2682 (lead article)

Select Coverage: [New Yorker](#) , [Wall Street Journal](#) , [Incidental Economist](#) , [New York Times](#)

***Equilibria in Health Exchanges: Adverse Selection vs. Reclassification Risk***

*Econometrica* 83(4), 2015, 1261-1313 (lead article, recipient of Frisch Medal)

(joint with Igal Hendel and Michael Whinston)

***Health Insurance for “Humans”: Information Frictions, Plan Choice, and Consumer Welfare***

*American Economic Review*, vol. 105 (8), 2015, 2449-2500

(joint with Jonathan T. Kolstad)

Select Coverage: [Huffington Post](#), [New York Times](#) , [Incidental Economist](#)

***Information Frictions and Adverse Selection: Policy Interventions in Health Insurance Markets***

*forthcoming, Review of Economics and Statistics*

(joint with Jonathan T. Kolstad and Johannes Spinniwjn)

***Robust Firm Pricing with Panel Data***

*Journal of Econometrics*, vol. 174 (2), 2013, 165-185

(joint with Kanishka Misra and James Roberts)

***Robust New Product Pricing***

(joint with Kanishka Misra)

*Marketing Science*, vol. 34 (6), 2015, 864-881.

***Market Power, Transaction Costs, and the Entry of Accountable Care Organizations in Health Care***

*Review of Industrial Organization*, vol. 47, 2015, 167-193.

(joint with Ted Frech, Chris Whaley, Liora Bowers, Richard Scheffler, and Caro Simon)

***Frictions or Mental Gaps: What’s Behind the Information We (Don’t) Use and When Do We Care?***

*Journal of Economic Perspectives*, vol. 32(1), 2018, 155-178.

(joint with Joshua Schwartzstein)

***Getting the Most From Marketplaces: Smart Policies on Health Insurance Choice***

*Brookings Hamilton Project: Discussion Paper 2015-08*

(joint with Jonathan T. Kolstad)

Select Coverage: [Brookings Panel Video](#)

***Messaging and the Mandate: The Impact of Consumer Experience on Health***

***Insurance Enrollment Through Exchanges***

*American Economic Review, Papers and Proceedings*, vol. 105(5), 2015, 105-109.

(joint with Natalie Cox, Jonathan T. Kolstad and Neale Mahoney)

***Wearable Technologies and Health Behaviors:***

***New Data and New Methods to Understand Population Health***

*American Economic Review, Papers and Proceedings*, vol. 107(5), 2017, 481-485.

(joint with Jonathan T. Kolstad)

***Commentary: Accountable Care Organizations and Narrow Network Insurance Plans***

*Journal of Health Politics, Policy, and Law*, vol. 40(4), 2015, 705-710.

***A Behavioral Blueprint for Improving Health Care Policy***

*Behavioral Science & Policy*, vol. 3 (1), 2017, 53-66

(joint with George Loewenstein et al.)

## Working Papers

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***The Welfare Effects of Long-Term Health Insurance Contracts***

(joint with Igal Hendel and Michael Whinston)

***Managing Intelligence: Skilled Experts and AI in Markets for Complex Products***

(joint with Jon Gruber, Samuel Kina, and Jonathan T. Kolstad)

***Information or Compensation? Understanding the Role of Information Technology in Physician Response to Pay-for-Performance***

(joint with Allyson Barnett, Jonathan T. Kolstad, and Michael Whinston)

***The Role of Commitment Contracts, Price and Information in Preventive Health Investments: Evidence from Randomized Evaluations in India***

(joint with Liang Bai, Ted Miguel, and Gautam Rao)

***Insurer Structure and Efficient Health Care Provision: Evidence from Utah***

(joint with Jonathan Holmes, Jonathan T. Kolstad and Kurt Lavetti)

***Behavioral Health Economics***

(joint with Amitabh Chandra and Josh Schwartzstein)

## Honors / Awards

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Early Career Scholar Achievement Award, American Risk and Insurance Association	2018
ASHEcon Medal	2018
NIHCM Research Award	2018
Frisch Medal, Econometric Society	2016

NSF CAREER Award	2016
Alfred P. Sloan Research Fellow in Economics	2015
Kavli Fellow: Frontiers of Science Symposium	2015
Excellence in Refereeing Awards, <i>American Economic Review</i>	2013, 2015, 2016, 2017
<i>Review of Economic Studies</i> European Tour	2010

## Invited Presentations

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2018: Philadelphia AEA Meetings (1 pres., 1 discussion), Berkeley Opportunity Lab Conference: Revolutionizing Data for the Public Good (panelist), Macroeconomics of Pensions and Retirement Financing Conference at University of Minnesota, Georgetown, Restud Reunion Conference, North American Summer Meeting of the Econometric Society, University of Arizona (upcoming), USC Healthcare Conference (upcoming), Wharton (upcoming), Princeton (upcoming).

2017: Chicago AEA Meetings (2 pres.), Cornerstone Research, SIEPR, NBER Industrial Organization (discussant), Berkeley Center for Right Wing Studies, Piedmont Gardens, European Economic Association: Invited Session on Behavioral IO, EARIE IO Conference Invited Session on Health and IO, Gilbert Center Conference in honor of Rich Gilbert, Berkeley School of Public Health, Notre Dame. Georgia State CEAR behavioral insurance conference.

2016: San Francisco AEA Meetings (2 pres.), Tulane Conference: Innovation and Behavior in Health Care Markets, Massachusetts Institute of Technology, Stanford Graduate School of Business, New York University, Choice Symposium: Structural Models of Consumer Decision-Making, Pedar Sather Conference in Industrial Organization, Bates White Health Care Symposium, Tilburg University, NBER Summer Institute Digitization & Industrial Organization (discussant), George Mason University, University of Texas at Austin, Columbia, Berkeley Development Economics.

2015: Boston AEA Meetings (3 pres., 1 discussion), 2015 Winter Marketing Economics Summit, 2015 NBER Insurance Meetings (discussant), Harvard, University of North Carolina, Society of Actuaries Annual Meeting, University of British Columbia, Queens University, Georgia State, Penn State, Yale Marketing-IO Conference, Behavioral Economics Annual Meeting 2015 – Yale, University of California Los Angeles, University of California San Diego, Northwestern, Bates White Health Care Symposium, Analysis Group (Boston), Kaiser Health Education Group, Berkeley School of Public Health, Brookings Hamilton Project, Kavli Frontiers of Science Symposium, Federal Trade Commission (discussant), Becker Friedman Advances in Price Theory Conference, Hebrew University.

2014: Philadelphia AEA Meetings (2 pres., 1 discussion), University of Michigan, New York University, University of Texas Austin Harrington Conference in Industrial Organization (discussant), Berkeley conference on Accountable Care Organizations (discussant), University of Wisconsin, Brown University, Microsoft Research, University of California at Davis, Getulio Vargas Foundation (Brazil), Yrjo Jahnsson Foundation 60<sup>th</sup> Anniversary Congress “Health and Inequality” (discussant), ASHE (1 pres., 1 discussion), NBER Industrial Organization (discussant), University of Chicago, Texas A&M, Federal Trade Commission Microeconomics Conference, Princeton, JPAL-North America Conference, Arizona State, University of Minnesota, Ohio State, Wharton Conference on Behavioral Health Care Economics, University of Chicago Booth.

2013: San Diego AEA Meetings (2 pres., 3 discussions), Wharton, Utah Winter Business Economics Conference, Simons Foundation Conference on Differential Privacy in Economics and the Social Sciences, University of Illinois Urbana-Champaign, Michigan State, NBER Insurance Meetings, Wharton Health Exchanges Conference, Cornell, Columbia, Yale, Montreal HEC Health and Industrial Organization Conference, Hebrew University, University of Haifa, University of British Columbia Sauder: Summer IO Conference, Microsoft Research, Norwegian School of Economics, Stanford, Universidad de los Andes (Chile), Harvard.

2012: Chicago AEA Meetings (2 pres., 1 discussion), Federal Reserve Bank Symposium on Optimal Health Benefits, Utah Winter Business Economics Conference (discussant), Duke Applied Microeconomics Jamboree, Carnegie Mellon Heinz School of Public Policy, Robert Wood Johnson Foundation Scholars in Health Policy Research Annual Conference, Bureau of Economic Analysis, American Society for Health Economists (ASHE) Biannual Meetings at University of Minnesota (3 discussions), Stanford SITE conference on Theory-Based Micro-Economic Modeling, Microsoft Research, NBER IO Summer Institute (discussant), University of Southern California, Chicago Harris School of Public Policy, Boston College, University of Rochester Simon, UC-Berkeley School of Public Health, University of Texas at Austin.

2011: Denver AEA Meetings (1 pres., 1 discussion), Bates White Antitrust Conference, Harvard Department of Economics, M.I.T. Department of Economics, Milton Friedman Institute Health Economics Conference, Microsoft Research 20<sup>th</sup> Anniversary Conference, UCSD Department of Economics, UC-Davis Department of Economics, Robert Wood Johnson Scholars in Health Policy Research Conference, University of Toronto, University of British Columbia, RAND Santa Monica, Berkeley-Stanford IO Fest, Accountable Care Organization and Antitrust Conference (UC-Berkeley), Hebrew University, University of Arizona Department of Economics, Montreal HEC.

2010: Yale University Department of Economics, Yale School of Management, UC Berkeley Department of Economics, UC Berkeley Haas School of Business EAP, Harvard Business

School, M.I.T. Sloan School of Management, Harvard Kennedy School, Columbia University Department of Economics, University of Chicago Booth School of Business, Princeton Department of Economics, University of Chicago Department of Economics, Stanford University Graduate School of Business, Microsoft Research Cambridge, Montreal HEC Health and Industrial Organization Conference, *Review of Economic Studies* European Tour (University of Toulouse, European University Institute, University of Warwick), Cowles Foundation Structural Microeconomics Conference, American Society for Health Economists (ASHE) Biannual Meetings at Cornell University (1 pres., 1 discussion), California Institute of Technology Department of Economics, Haas Marketing Department, University of Michigan Department of Economics, Olin Business School.

2009: Northwestern University Applied Microeconomics Seminar, Northwestern University Center for Study of Industrial Organization lunch.

## Referee Experience

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*The American Economic Review, Quarterly Journal of Economics, Journal of the European Economic Association, Journal of Political Economy, Econometrica, Review of Economic Studies, RAND Journal of Economics, International Journal of Industrial Organization, Journal of Public Economics, Journal of Human Resources, Management Science, The Economic Journal, Review of Industrial Organization, Health Economics, American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, Economica, American Economic Journal: Microeconomics, Journal of Industrial Economics, Review of Economics and Statistics, International Economic Review, Journal of Applied Econometrics, Journal of Labor Economics, Quantitative Economics, Journal of Economic Literature, National Science Foundation, American Journal of Health Economics, Journal of Risk and Insurance, Journal of Health Economics, Journal of Development Economics, Jameel Poverty Action Lab North America, Health Affairs, Robert Wood Johnson Foundation Grants.*

## Ph.D. Student Advising

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Mitchell Hoffman (Primary Advisor) 2013 – Toronto Rotman Business School

Daniel Gross (Primary Advisor): 2015 – Harvard Business School

Juan Pablo Atal (Primary Advisor): 2016 – University of Pennsylvania

Thomas Beckford (Primary Advisor): 2016 – Analysis Group

Christopher Whaley (Primary Advisor): 2016 – RAND

Natalie Cox (Primary Adviser): 2017 – Princeton

Jordan Ou (Co-Adviser): 2017 – Analysis Group

Katalin Springel (Primary Adviser): 2017 – Georgetown

Tiffany Tsai (Co-Adviser): 2019 (expected)

Jennifer Kwok (Primary Adviser): 2019 (expected)

Zarek Brot-Goldberg (Primary Adviser): 2019 (expected)  
 Jonathan Holmes (Primary Adviser): 2020 (expected)  
 Allyson Barnett (Co-Adviser): 2020 (expected)  
 Zhenia Iarmosh (Primary Adviser): 2019 (expected)  
 Grant Graziani (Co-Adviser): 2019 (expected)

Tarso Medeira (Committee Member): 2015 -- Amazon  
 Matthew Eisenberg (Committee Member): 2015 – Department of Justice  
 Sheng Li (Committee Member): 2015- NERA Economic Consulting  
 Alexis Pozen (Committee Member): 2015- SUNY  
 Paolo Zacchia (Committee Member) 2015  
 Yujin Kim (Committee Member): 2016  
 David Silver (Committee Member): 2016 – Princeton  
 Andy Chen (Committee Member): 2016  
 Marion Aouad (Committee Member): 2017  
 Zachary Zhong, (Committee Member) 2017 – University of Toronto  
 Fenella Carpena, (Committee Member) 2017 –Oslo  
 Xin Chen, (Committee Member) 2019 (expected)  
 Oren Reshef, (Committee Member) 2019 (expected)  
 Avner Shlain, (Committee Member) 2019 (expected)

## Conference & Seminar Organization

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Organizer, NBER Healthcare Bootcamp	2018
Program chair, American Society of Health Economists 7 <sup>th</sup> Annual Conference	2018
Co-Organizer, Conference on State-Focused Health Policy Reform	2018
Organizer, Conference in Honor of Rich Gilbert	2017
Co-Organizer, National Bureau of Economic Research Insurance Working Group Annual Meeting	2017-present
Co-Organizer, SIEPR / Cornerstone Conference: “Increased Health Care Spending and Consequences for Government Enforcement”	2017
Co-Organizer, Stanford-Berkeley Health Economics Workshop	2017
Co-Organizer, Pedar Sather Conference on Health and Industrial Organization	2016
Co-Organizer, Berkeley-Stanford IO Fest	2011, 2013, 2015 and 2017
Co-Organizer, Berkeley Behavioral Economics and Health Conference	2014-2017
Co-Organizer, National Bureau of Economic Research Industrial Organization Winter Program Meeting	2014
Co-Organizer, Accountable Care Organization and Antitrust Conference, Berkeley	2011
UC Berkeley Department of Economics Industrial Organization Seminar	2010-present

## Grant Funding

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Jameel Poverty Action Lab: North America “Deferring Agency at End-of-Life: The Role of Information and Advanced Directives” Amount: \$49,739	June. 2018-May 2019
National Institute of Aging, Principal Investigator “The Role of Information Technology & Treatment Heterogeneity in Population Health” Amount: \$820,000	Sept. 2017-June. 2022
National Science Foundation, Principal Investigator “CAREER: Empirical Studies of Incentive Design, Information Technology Use, and Productivity in Physician Markets” Award Number: SES-1552824 Amount: \$450,000	March 2016-Feb. 2021
National Science Foundation, Principal Investigator “Equilibria in Health Exchanges: Adverse Selection, Reclassification Risk, and Dynamic Contracting” Award Number: SES-1259770 Amount: \$146,832	July 2013-June 2016
Alfred P. Sloan Research Fellow, 2015 Amount: \$50,000	Sept. 2015-Sept. 2017
National Bureau of Economic Research P01 Pilot Grant, with primary funding source of National Institute on Aging “Understanding Physician Incentives and the Impact of Information and Information Technology” Amount: \$64,995	Dec. 2015 – June 2016
Jameel Poverty Action Lab: North America “Mobile-izing Medicine: The Impact of Accessible Clinical Practice Guidelines on the Quality of Hospital Care” Amount: \$49,457	Nov. 2015-Oct. 2016
Center on the Economics of Demography and Aging “Preventive Care Utilization and Health Effects of Physicians’ Incentives and Information” Amount: \$25,122	Aug. 2016 – July 2017

Berkeley Center for Equitable Growth Grant for “Incentives for Preventive Health Care in India: Evidence from a Randomized Control Trial,” \$30,000	2012
Berkeley Population Center Pilot Project Grant for “Understanding the Impacts of, and Demand for, Modern Health Care and Water Treatment in Rural India,” \$10,000	2012
Robert Wood Johnson Foundation, for Accountable Care Organization and Antitrust Conference, \$5,000	2011
UC Berkeley Institute for Research on Labor and Employment, for Accountable Care Organization and Antitrust Conference, \$6,378	2011

## Teaching

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Graduate Industrial Organization, ECO 220A, UC Berkeley	Spring 2012 –2018 (Yearly)
Health Economics, Undergraduate, ECO 157, UC Berkeley	Spring 2014, 2016-2018
Health Economics Reading Group, Graduate level	Fall 2013-Present
Industrial Organization Economics Reading Group, Graduate Level	Fall 2013- Present
Northwestern University Kellogg School of Management: Lecturer and Teaching Assistant: “Health Care: Business, Professional and Public Perspectives”	Spring 2010
Northwestern University Kellogg School of Management: Teaching Assistant: “Retail Firm Pricing”	Spring 2009
Northwestern University Department of Economics: Teaching Assistant: Graduate Econometrics	Fall 2007 Fall 2006

## Additional Affiliations

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Co-Director, Competition Policy Center, Berkeley	2016-present
Associate Editor, Journal of Political Economy	2016-present
Associate Editor, RAND Journal of Economics	2017-present
Board of Editors, American Economic Journal: Applied Economics	2017-present
Co-Director, Berkeley Opportunity Lab	2017-present
Faculty Advisory Board, Berkeley Opportunity Lab	2016-2017
Faculty Affiliate, Center For Effective Global Action, Berkeley	2015-present

Faculty Member, Health Services and Policy Analysis Program, Berkeley	2013-present
Junior Fellow, Department of Economics, Hebrew University	2012-present

## Other Employment

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Consulting Expert, Corenerstone	2017-present
Consulting Expert, Bates White LLC	2016-present
Analytics, Picwell	2014-present
Scientific Advisor, Precision Health Economics	2014-present
Consultant, Connected Health	2011-2012
Computational Game Theoretic Analyst, Optimal Poker Analysis	2006-2008
Economic Consultant, Bates White LLC, Washington DC	2007
Economic Analyst, Capital One Inc.	2003