

Fields of specialization

Health care services (management, strategy and policy); applied micro-economics

Current Posts

Asst. Professor of Business Administration, tenure-track, Duke Fuqua School of Business; 2008-
Asst. Professor in Community & Family Medicine, by courtesy, Duke School of Medicine; 2008-
Adj. Asst. Professor in Health Policy & Mgmt, UNC Gillings School of Global Public Health; 2010-

Former Posts

Visiting Scholar, John A. Burns School of Medicine, University of Hawaii at Manoa; summer, 2009

Education

PhD, Anderson School, UCLA, 2004-2008

Essays in healthcare economics

Co-chairs: B. Zame, *Economics*; B. McKelvey, *Mgmt.* Externals: B. Kaplan, *Public Health and
Medicine*; M. Ong, *Medicine*; H. Schollhammer, *Mgmt*; T. Bernardo; *Finance*; O. Sorenson; *Mgmt*

MA, Economics, UCLA, 2006

PhD honors in mathematical economics

MBA, INSEAD, Fontainebleau, France, 1997

With distinction

MBBS, Medicine and Surgery, University of Sydney, 1989

Teaching

Business school students

Healthcare Provider Strategy; developed and taught new Daytime MBA elective, 2009-
Healthcare Provider Strategy; developed and taught new Executive MBA elective, 2009-
Health Economics; core course, Weekend Executive MBA, 2011 *scheduled*
China global awareness and travel elective, Daytime MBA, 2011 *scheduled*

Physicians

Physician Mgmt & Leadership; operations elective, Duke Graduate Medical Education, 2009

Doctoral Students

Event history; developed and taught new core methods module, Fuqua PhD program, 2008

Teaching Evaluations

Healthcare Provider Strategy (*average response /7*)

Daytime MBA 2009: Course 5.77, Instructor 5.95

Daytime MBA 2010: Course 6.12, Instructor 6.18

Executive MBA 2009: Course 6.80, Instructor 6.93

Executive MBA 2010: Course x.xx, Instructor x.xx

Distance MBA 2010: Course x.xx, Instructor x.xx

Physician Mgmt & Leadership (*response categories, %*)

Presenter: Very 62.5, Somewhat 37.5, Not at all effective 0.0

Course content: Very 75.0, Somewhat 25.0, Not all useful 0.0

Publications

1. 'Fit' between cardiac surgeons and hospitals. In press, *Health Services Research*
2. Allowing repeat winners? *Judgment & Decision-making*. 2010;5(5):374-379 (with R. Brady)
3. Payment policy by measurement of health care spending and outcomes. *JAMA*. 2010;303(23):2405-2406
4. Managing care? Medicare managed care and patient use of cardiologists. *Health Services Research*. 2010;45(2):329-354 [lead article]
5. Can managed care plans reliably infer the quality of cardiac surgeons' outcomes? *American Journal of Managed Care*. 2009;15(12):81-87
6. Learning by doing, scale effects or neither? Cardiac surgeons after residency. *Health Services Research*. 2009;44(6):1960-1982
7. Forgetting about learning for a moment. *Health Economics*. 2009;18(7):855-862 (with M. Sakakibara)
8. Comment: "The diffusion of medical innovation?" *Southern Economic Journal*. 2009;75(4):1270-1273
9. Sunspots do matter: a simple disproof of Mas-Colell. *Economics Bulletin*. 2008;5(19):1-20
10. An empirical MCMC evaluation of the Cusum chart. *Quality Management in Health Care*. 2008;17(3): 219-227 (with J. Borckardt and A. Madan)
11. False alarms in cardiac surgery outcomes. *Journal for Healthcare Quality*. 2008;30(1):4-9 [Continuing Education article, 1 CE hour, at National Association for Healthcare Quality]

Unpublished research

Resubmitted

1. Interdependencies without complementarity in cardiac hospitals. *Strategic Management Journal*
2. A Chow test on health impacts of smoking bans. *Health Economics* (with M. Ong and T. Ostbye)

Revision requested

1. Inference on unknown, truncated latent variables. *Health Services & Outcome Research Method*

Under review

1. Is blood thicker than water? Information flow among cardiologists. *Social Science & Medicine*
2. Long-term follow-up outcomes after Medicare managed care of coronary disease. *Medical Care*
3. Physician incentives, maternal choice and primary pre-labor Cesarean rates. *Am J Public Health*
4. Confounding by indication and selection effects in coronary stent treatment. *CircCQO*
5. Comparing cancer care near Medicare eligibility. *Arch Int Med* (with M. Ong and J. Escarce)

Work in progress

1. Closed versus open cath labs: impact on outcome and process quality. (with P. Douglas)
2. Dialysis patients' preferences for renal graft allocations. (with R. Brady)
3. Impact of private allegations of malpractice on surgeons. (with B. Richman) [Spring, 2010]
4. A diff-in-diff model of insurer selection biases. (with D. Juarez and T. Seto) [Spring, 2009]
5. Impact of breaks in surgery on Californian cardiac surgeons [Summer, 2010]
6. How quickly or well do referrers Bayesian update physician quality? [Fall, 2009]
7. Increasing choices by incenting patients: the case of stable coronary artery disease. [Fall, 2010]
8. Urgent care market entry as a natural experiment for emergency care demand. [Spring, 2010]
9. Demand-side factors in small area variations. [Summer, 2009]

Data sets

Cardiovascular: FL '98-'06, AHCA; MA '02-'04, Mass-DAC; CA '03-'05, CCORP; PA '94-'07, PHC4
Emergency dept encounter & inpatients: NJ and FL '04-'07, AHRQ
Cancer incidence and follow-up: all sites, '73-'07, SEER; 7 anatomic sites, '00-'05, SEER-Medicare
Human subject surveys, '10, Duke Interdisciplinary Initiative in Social Psychology
Dialysis patients human subjects survey, '11, Da Vita Durham, (*scheduled*)
Coronary stent device registry data, '11, CathPCI ACC-NCDR, (*planned*)

Grants

Completed: Advisor; \$48k, Piedmont HIV Health Care Consortium, National AIDS Fund, 2009
Drafts in progress:
PI, RO1, Du Pont method for defining and projecting drivers of elective cesareans (with E. Myers, G. Swamy and T. Ostbye)
PI, RO3, Impact of cath lab org structure on process quality (with P. Douglas, K. Schulman)

Seminars and Conferences

2011

Keck Graduate Institute of Applied Life Sciences, seminar; Columbia, Mailman School of Public Health, Health Policy and Management, seminar (*scheduled*); U Southern California, School of Policy, Planning and Development, seminar (*tentative*); AcademyHealth, Seattle (*scheduled*); International Health Economics Association, Toronto, invited session member (*scheduled*);

2010

Center for Medical Technology and Policy, Baltimore Oncology CER conference, *invited participant*; Memorial Sloan Kettering Cancer Center, Epidemiology and Biostatistics, *seminar*; AcademyHealth, Boston conference, *participant, poster not completed*; UTMB Galveston, Sealy Center on Aging, *seminar*; UCLA Anderson School, *class lecture*

2009

UNC Chapel Hill Gillings, School of Global Public Health, Health Policy and Management, *seminar*; Mayo Clinic, Health Services, *seminar*; University of Hawaii, John A. Burns School of Medicine, Office of Public Health Studies, *class lecture*; AcademyHealth, Chicago conference, *participant*; Academy of Management, Chicago conference, new faculty program, *participant*

2008

RAND Health, *seminar*; Harvard School of Business, Strategy, *seminar*; Penn State, Health Policy and Administration, *seminar*; University of Nebraska at Omaha, School of Public Administration, *seminar*; University of Alabama, School of Public Health, *seminar*; University of Kentucky at Lexington, Martin School of Public Policy and Administration, *seminar*, Duke School of Medicine, *lecture*; Fuqua School of Business, Strategy and Health Sector Mgmt, *seminar*; Mayo Center for Health Innovation, *invited guest and presentation*; UCLA, Economics, *student presentations*

Professional Service

Refereeing

Management Science, Strategic Management Journal, Academy of Management, Health Services Research, American Journal of Managed Care, Economic Inquiry

Student service

MBA Orientation, Diversity Panel, speaker, 2010; Health Care Club Conference, Payor/Provider panel, moderator, 2009; IBM Case Competition, invited judge 2009; Deloitte Case Competition, invited judge 2008; Speed Case Coaching, Consulting Club, invited coach, 2008

Industry & Other Experience

Management consultant, financial services, Asia-Pacific, A.T. Kearney/EDS, 2000–2004
Vice President, strategy and business development, Asia-Pacific, Citibank Consumer, 1999 –2000
Mgmt consultant, financial, health and govt services, globally, Booz Allen & Hamilton, 1997–1999
English teacher, Thailand, 1993
Physician, emergency medicine and family/general practice, Australia, 1989–1992, 1994–1996

Outreach

Health law does not address billing system, media mention, *Triangle Business Journal*, 4/23/2010
Blue Cross withholding millions in hospital claims, media mention, *Triangle Bus. J.*, 4/16/2010
Area doctors give in to lure of working for hospitals, media mention, *Triangle Bus. J.*, 1/15/2010
Cigna, UNC Healthcare contract negotiations, media mention, *Triangle Bus. J.*, 12/9/2009
Looking abroad for health savings, media mention, *New York Times*, 11/7/2009
Decentralized physician innovation, op-ed article, *Chapel Hill News & Observer*, 100/1/2009
Second opinion on medical tourism, letter, *New York Times*, 6/15/2009
Now is the time for business model experimentation, *Fuqua School blog* (with A. Lewin), 12/9/2008

Personal

Permanent resident of the United States of America
Citizen of the Republic of Italy
Married with two children