

HAIZHEN LIN

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EMPLOYMENT

Professor, Kelley School of Business, Indiana University, 2024 –
Associate Professor, Kelley School of Business, Indiana University, 2015 – 2024
Research Associate, National Bureau of Economic Research, 2021 –
Faculty Research Fellow, National Bureau of Economic Research, 2015 – 2021
Assistant Professor, Kelley School of Business, Indiana University, 2008 – 2015

OTHER POSITIONS

Department Chairperson, Business Economics and Public Policy, Indiana University, 2025 –
Associate Department Chairperson, Business Economics and Public Policy, Indiana University, 2022 – 2025
Editorial Board member, *American Journal of Health Economics*, 2019 –
Co-Director, Kelley Institute for Business Analytics, Indiana University, 2022 – 2023
PhD Program Director, Business Economics and Public Policy, Indiana University, 2018 – 2022
Visiting Associate Professor, Stanford Institute for Economic Policy Research & Department of Health Policy Research, Stanford University, Spring 2018

EDUCATION

Ph.D., Economics, Boston University, Boston MA, 2008
Dissertation title: *Three essays on competition, quality, and public policies*
Dissertation Committee: Marc Rysman (chair), Randy Ellis, Michael Manove
M.Phil., Economics, The Chinese University of Hong Kong, Hong Kong, 2003
B.A., International Finance, Zhejiang University, China, 2001

FIELDS OF INTEREST

Industrial Organization, Health Economics, Applied Econometrics, Law and Economics

CURRENT RESEARCH TOPICS

Market competition, firm organization, intermediaries, pricing and quality provision, imperfect information, government intervention, and health information technology

REFEREED JOURNAL ARTICLES

1. Lin, Haizhen and Yanhao Wang, "The value of group purchasing: Evidence from the U.S. hospital industry," *Journal of Public Economic*, 247, 2025.

2. Lin, Haizhen, Elizabeth Munnich, Michael Richards, Chris Whaley, and Xiaoxi Zhao, "Outside equity and healthcare firm behavior: Evidence from ambulatory surgery centers," *Journal of Health Economics*, 91, 2023
3. Lin, Haizhen and Ian McCarthy, "Multimarket contact in Medicare Advantage." *Journal of Industrial Economics*, 71 (1), 212-255, 2023.
4. Lin, Haizhen, Ian McCarthy, and Michael Richards, "Hospital pricing following integration with physician practices," *Journal of Health Economics*, 77, 2021.
5. Lin, Haizhen and Matthijs Wildenbeest, "Non-parametric estimation of search costs for differentiated products: Evidence from Medigap," *Journal of Business & Economic Statistics*, 38(4): 754-770, 2020.
6. Lin, Haizhen and Dan Sacks, "Intertemporal substitution in health care demand: Evidence from the RAND health insurance experiment," *Journal of Public Economics*, 175, 29-43, 2019.
7. Freedman, Seth and Haizhen Lin, "Hospital ownership type and innovation: Evidence from electronic medical records adoption," *Nonprofit and Voluntary Sector Quarterly* 47(3): 537-561, 2018.
8. Freedman, Seth, Haizhen Lin, and Jeffrey Prince, "Does competition lead to agglomeration or dispersion in EMR vendor decisions?" *Review of Industrial Organization* Special Issue on I.O. of Healthcare Markets, 53(1): 57-79, 2018.
9. Freedman, Seth, Haizhen Lin, and Jeffrey Prince, "Information technology and patient health: Analyzing outcomes, populations, and mechanisms," *American Journal of Health Economics* 4(1): 51-79, 2018.
10. Lin, Haizhen and Jeff Prince, "Determinants of policy response: The case of the partnership long-term care insurance program," *Health Services Research*, 51(2): 687-703, 2016.
11. Lin, Haizhen, "Quality choice and market structure: A dynamic analysis of nursing home oligopolies," *International Economic Review* 56(4): 1261-1290, 2015.
12. Lin, Haizhen and Yijia Wang, "Competition and price discrimination in the parking garage industry," *Journal of Industrial Economics* 63(3): 522-548, 2015.
13. Freedman, Seth, Haizhen Lin, and Kosali Simon, "Public health insurance expansions and hospital technology adoption," *Journal of Public Economics* 121: 117-131, 2015.
14. Lin, Haizhen, "Revisiting the relationship between nurse staffing and quality of care in nursing homes: An instrumental variables approach," *Journal of Health Economics* 37: 13-24, 2014.
15. Hylton, Keith and Haizhen Lin, "Innovation and optimal punishment, with antitrust applications," *Journal of Competition Law and Economics* 10(1): 1-25, 2014.
16. Lin, Haizhen and Jeffrey Prince, "The impact of the partnership long-term care insurance program on private coverage," *Journal of Health Economics* 32(6): 1205-1213, 2013.
17. Lin, Haizhen, Jonathan Ketcham, Niels Rosenquist, and Kosali Simon, "Financial distress and use of mental health care: Evidence from antidepressant prescription claims," *Economics Letters* 121(3): 449-453, 2013.
18. Hylton, Keith and Haizhen Lin, "Negligence, causation, and incentives for care," *International Review of Law and Economics* 35: 80-89, 2013.
19. Hylton, Keith and Haizhen Lin, "Optimal antitrust enforcement, dynamic competition, and changing economic conditions," *Antitrust Law Journal* 77(1): 247-276, 2010.

BOOK CHAPTERS

20. Hylton, Keith and Haizhen Lin, “Trial selection theory and evidence,” in *Encyclopedia of Law and Economics: Procedural Law and Economics*. Chris Sanchirico, ed., Vol. X, Edward Elgar Publishing, 2012.
21. Hylton, Keith and Haizhen Lin, “American and European monopolization law: A doctrinal and empirical comparison,” in *Regulating Innovation: Competition Policy and Patent Law under Uncertainty*, Cambridge University Press, 2011.

WORKING PAPERS

22. Lin, Haizhen and Yaying Zhou, “Distributional effect of insurer concentration on premiums: Evidence from the employer-sponsored health insurance.” Conditionally accepted at the *Rand Journal of Economics*.
23. Lin, Haizhen, Ian McCarthy, Michael Richards, and Chris Whaley, “Owning the agent: Hospital influence on physician behaviors.” accepted at the *Journal of Human Resources*.
24. Ball, George, Moyan Li, and Haizhen Lin, “A Double-Edged Sword: Corporate Venture Capital and Operational Performance of Medical Device Startups.”
25. Lin, Haizhen and Yaying Zhou, “Insurer switching and broker incentives in the employer-sponsored health insurance.”
26. Lin, Haizhen, Yanhao Wang, and Vivek Astvansh, “How does group purchasing boost firm performance? Evidence from U.S. health care.”
27. Lin, Haizhen, Ayung Tseng, and Stephen Ryan, “Asymmetrically timely response of earnings to industry volume shocks.”

PRESENTATIONS AND CONFERENCES

- 2025: 23rd International Industrial Organization Conference (discussant); 14th Annual Conference of the American Society of Health Economists, Nashville, TN.
- 2024: The Allied Social Science Associations Annual Meeting (discussant), San Antonio, TX.
- 2023: Midwest Health Economics Conference XIII (discussant), Chicago, IL; 12th Annual Conference of the American Society of Health Economists, St. Louis, MO; 21st International Industrial Organization Conference, Washington D.C.; 2023 Annual Health Economics Conference (discussant), Philadelphia, PA.
- 2022: 11th Annual Conference of the American Society of Health Economists; Southeastern Health Economics Study Group; 15th Annual Microeconomics Conference
- 2021: 19th International Industrial Organization Conference (virtual); 10th Annual Conference of the American Society of Health Economists (virtual); 2021 Conference on Health Risk Management and Insurance at Georgina State University

- 2020: The Allied Social Science Associations Annual Meeting, San Diego, CA; 18th International Industrial Organization Conference, Philadelphia, PA (cancelled due to Covid-19)
- 2019: The Allied Social Science Associations Annual Meeting, Atlanta, GA; 17th International Industrial Organization Conference, Boston, MA; 8th Conference of the American Society of Health Economists, Washington, DC.
- 2018: The Allied Social Science Associations Annual Meeting, Philadelphia, PA; China Meeting of Econometric Society, Shanghai, China; SHUFE mini-conference in IO (discussant), Shanghai, China; NBER IO Summer Institute, Boston, MA; 2018 ENSC Health Economics and Policy Conference (discussant), Indiana University.
- 2017: 15th International Industrial Organization Conference, Boston, MA; 11th World Congress in Health Economics, Boston, MA.
- 2016: The Allied Social Science Associations Annual Meeting, San Francisco, CA (discussant); 6th Biennial Conference of the American Society of Health Economists, University of Pennsylvania
- 2014: Southeastern Health Economics Study Group Annual Meeting, Tallahassee, FL (discussant); 5th Biennial Conference of the American Society of Health Economists, University of Southern California; 12th International Industrial Organization Conference, Chicago, IL; MEA Annual Meeting, Chicago, IL; IUPUI-IUB Mini-Conference, Bradford, IN.
- 2013: 4th Annual Workshop on Health IT and Economics, Washington D.C.; NBER Economics of IT and Digitization Workshop, Boston, MA; 11th International Industrial Organization Conference, Boston, MA; INFORMS Healthcare Conference, Chicago, IL; 23rd Annual Meeting of the Midwest Econometrics Group, Bloomington, IN; Midwest Health Economics Conference, University of Wisconsin; MEA Annual Meeting, Cincinnati, OH (2 papers); 11th Media Economics Workshop, Tel Aviv University.
- 2012: The Allied Social Science Associations Annual Meeting, Chicago, IL; North American Summer Meeting of the Econometric society, Chicago, IL; 4th Biennial Conference of the American Society of Health Economists, University of Minnesota (2 papers); 10th International Industrial Organization Conference, Arlington, VA (2 papers); TPRC: The Research Conference on Communication, Information and Internet Policy, Arlington, VA.
- 2011: 8th World Congress in Health Economics, Toronto, Canada; Midwest Health Economics Conference, University of Michigan; 9th International Industrial Organization Conference, Boston, MA; Asian Meeting of the Econometric Society, Korea University, Seoul Korea; APPAM Fall Research Conference, Washington D.C.

- 2010: 3rd Biennial Conference of the American Society of Health Economists, Cornell University; MEA Annual Meeting, Chicago, IL; 8th International Conference on Health Policy Statistics, Washington D.C.; SASE's 22nd Annual Meeting, Philadelphia, PA.
- 2009: North American Summer Meeting of the Econometric Society, Boston, MA; 7th International Industrial Organization Conference, Boston, MA.
- 2008: 6th International Industrial Organization Conference, Arlington, VA.
- 2007: 34th Conference of the European Association for Research in Industrial Economics, Valencia, Spain; 5th International Industrial Organization Conference, Savannah, Georgia.

INVITED SEMINARS

Johns Hopkins University, George Mason University, University of International Business and Economics, U.S. Census Bureau, Ball State University, UC Irvine, Stanford University, SHUFE, Peking University, Zhejiang University, Wake Forest University, University of Illinois at Urbana–Champaign, Stony Brook University, University of South Florida, Rutgers University, University of Chicago, Illinois State University, Indiana University-Purdue University Indianapolis, University of Rochester, University of Toronto, Drexel University, Indiana University

HONORS AND AWARDS

Finalist, NIHCM Foundation's Research Award, 2024
 Exceptional Inspiration and Guidance Award, Kelley School of Business, Indiana University, 2024
 Nomination for Innovative Teaching Award, Kelley School of Business, Indiana University, 2024
 University Research Equipment Fund (Co-PI), Indiana University, 2024
 Nomination for Exceptional Inspiration and Guidance Award, Kelley School of Business, Indiana University, 2023
 The best in track paper award for the B2B and Supply Chain Management, AMA Summer Academic Conference, 2022
 Kelley Research Award, Kelley School of Business, Indiana University, 2021
 Research Equipment Fund (Co-PI), Indiana University, 2021
 Weimer Faculty Fellowship, Kelley School of Business, Indiana University, 2020-2023
 Data Collection Funding, Kelley School of Business, Indiana University, 2017, 2018
 Nomination for Faculty Distinguished Teaching Award, Kelley School of Business, Indiana University, 2018.
 NET Institute Summer Research Grant, 2016
 Dean's Letter of Teaching Excellence, Kelley School of Business, Indiana University, 2011, 2012, 2013
 Research Data Matching Grant, Kelley School of Business, Indiana University, 2012, 2011
 IU CIBER Faculty Research Grants, 2010

PROFESSIONAL AFFILIATIONS

National Bureau of Economic Research (NBER), Member of the American Economic Association (AEA), the Econometric Society, the Industrial Organization Society (IOS), the American Society of Health Economists (ASHEcon), the Committee on the Status of Women in the Economics Profession (CSWEP)

TEACHING

INDIANA UNIVERSITY

BUS-X530 Healthcare Analytics (Spring 2020, Spring 2021, Spring 2022, Spring 2023)
BUS-G651 Applied Econometrics (Fall 2008-2009, Fall 2011-2018, Spring 2011)
BUS-G350 Business Econometrics (Fall 2015-2023)
BUS-C530 Economics for Managers (Spring 2009, 2010, 2011, 2012, 2014; Fall 2012)

ADDITIONAL TEACHING EXPERIENCE

Panelist, Changes in Healthcare Ecosystem, December 2024
Guest Speaker, Health Economics, Rice University, Fall 2023
Guest Speaker: Seminar in Econometrics, Indiana University, Spring 2009;
Emerging Economies, Indiana University, Spring 2009

DOCTORAL STUDENT PLACEMENT

Meng Ji (Marketing): University of Tulsa, 2025
Jack Berger (Economics): University of Toronto (post-doc), 2025
Yanhao Wang (Business Economics and Public Policy, committee chair): University of Alberta, 2024
Moyan Li (Business Economics and Public Policy, committee chair): Hong Kong University of Science and Technology (Guangzhou), 2024
Edwin Zeng (Finance): University of Dayton, 2024
Amir Mohsen Danesh Yazdi (Finance): Massachusetts College of Liberal Arts, 2024
Chao Wang (Economics): Dongbei University of Finance and Economics, 2024
Pengfei Ma (Finance): Singapore Management University, 2023
Yaying Zhou (Business Economics and Public Policy, committee chair): University of Queensland, 2023
Ziwei Zhao (Finance): HEC Lausanne, 2020
Xiaoye Cheng (ODT): University of Delaware, 2020
Soni Aparna (Business Economics and Public Policy): American University, 2019
Anne Portlock (Business Economics and Public Policy, committee chair): Air Force Academy, 2019
Kayla Freeman (Finance): University of Georgia, 2019
Brian Wolfe (Finance): University of Buffalo, 2014
Junlin Du (Business Economics and Public Policy): China Eastern University of Science and Technology, 2012
Sung Wook Ji (Media and Information): Michigan State University (post-doc), 2012

DOCTORAL DISSERTATION COMMITTEES

Sohum Mehrotra (Marketing)
Ningning Guo (Business Economics and Public Policy)
Ben Lazarine (Operations and Decision Technologies)
Aijia Yuan (Operations and Decision Technologies)
Raushan Baizakova (Business Economics and Public Policy)

DOCTORAL INDEPENDENT RESEARCH COMMITTEES

Raushan Baizakova (Business Economics and Public Policy), Second year paper committee, 2023
Huiqi Zhuang (Economics), Third-year paper committee, 2021
Chao Wang (Economics), Third-year paper committee, 2020
Moyan Li (Business Economics and Public Policy), Second-year paper committee, 2020
Yanhao Wang (Business Economics and Public Policy), Second-year paper committee chair, 2020
Yaying Zhou (Business Economics and Public Policy), Second-year paper committee chair, 2019
Muxin Li (Economics), Third-year paper committee member, 2016

DOCTORAL DISSERTATION PROPOSAL EXAMINATION COMMITTEES

Anwasha De (Marketing, 2020)
Jingcun Cao (Marketing, 2019)
Masoud Kamalahmadi (Operations and Decision Technologies, 2018)
Yu Wang (Operations and Decision Technologies, 2018)
David Cho (Operations and Decision Technologies, 2015)
Yifei Mao (Finance, 2015)
Zhong Zhang (Finance, 2014)
Shengqi Ye (Operations and Decision Technologies, 2014)
Jan Schoenfelder (Operations and Decision Technologies, 2012)
Sam Henkel (Finance, 2009)

SERVICE

DEPARTMENT AND SCHOOL SERVICE

Kelley School Dean's Search Committee, 2022 – 2023
Academic Council, faculty representative, Kelley School of Business, 2022
Center for Business of Life Science Research Award Judge, 2022
Department Faculty Recruiting Committee, 2010, 2011, 2013, 2015, 2017, 2018
Department Faculty Recruiting Committee chair, 2019, 2022
Department Graduate Program Recruiting Committee, 2016, 2017
Department Graduate Program Recruiting Committee chair, 2018 - 2022
Doctoral Program Committee, 2018 - 2022
Co-founder and coordinator of IU Healthcare Workshop, 2011- present
Chair, BFC Benefits Committee, 2016-2017
Co-chair, Kelley Forum on Healthcare Analytics, 2016
KD Policy Committee, 2016-2017
Coordinator of Microeconomics Workshop, Fall 2012 – Spring 2014, 2016

Overseas study trip to China, Spring 2009

CONFERENCE PROGRAM COMMITTEES

International Industrial Organization Conference, 2023, 2024, 2025
World Congress on Health Economics, 2011, 2013, 2015, 2017, 2019, 2021
ASHEcon Scientific Review Committee, 2020, 2022, 2023
IU Mini Health Econ Conference, 2019
IU-VU-UL Health Economics and Policy Conference, 2018
IU/VU Mini Health Economics & Policy Conference, 2016
Annual Midwest Health Economics Conference, 2016
Biennial Meeting of the American Society of Health Economists, 2014, 2016

OTHER MENTORING

Mentor, Mentoring Workshop for Women & Non-binary PhD Students in Health Economics and Health Policy, 2023
Mentor, 10th ASHEcon Conference Mentoring Workshop (advanced-career-stage), 2022
Mentor, Midwest Econometric Group Mentoring Workshop for Junior Female Economists, 2021
Mentor, 8th ASHEcon Conference Mentoring Workshop 2019

REFEREE SERVICE

American Economic Review, American Economics Journal - Economic Policy, American Journal of Health Economics, Applied Economics, Contemporary Economic Policy, Economic Inquiry, Health Economics, Health Services Research, International Journal of Health Care Finance and Economics, International Journal of Health Economics and Management, International Economics Review, International Journal of Industrial Organization, Journal of Economic Behavior & Organization, Journal of Economics & Management Strategy, Journal of Empirical Legal Studies, Journal of Health Economics, Journal of Human Resources, Journal of Industrial Economics, Journal of Law and Economics, Journal of Political Economy, Journal of Public Economics, Journal of Policy Analysis and Management, Management Science, Rand Journal of Economics, Review of Economics and Statistics, Review of Industrial Organization, Social Science & Medicine, The Gerontologist.
