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## STANFORD UNIVERSITY

Director of Graduate Studies: Laurence Baker  
Placement Director: Maya Rossin-Slater

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### **Office Contact Information**

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### **Home Contact Information**

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### **Education:**

Stanford University, 2018 to present  
Ph.D. Candidate in Health Economics  
Thesis Title: "Who Gets What in Healthcare – and Why"  
Expected Completion Date: May 2023

### **References:** (all Stanford University)

Professor Laurence C. Baker (co-Primary)  
Department of Health Policy  
118 Encina Commons  
650-723-4098, lcbaker@stanford.edu

Professor Alvin E. Roth (co-Primary)  
Department of Economics  
344 Landau Economics  
650-725-9147, alroth@stanford.edu

Professor Muriel Niederle (co-Primary)  
Department of Economics  
334 Landau Economics  
650-723-7359, niederle@stanford.edu

Professor Michelle Mello  
Stanford Law School  
324 Neukom  
650-725-3894, mmello@law.stanford.edu

M.P.H. in Health Policy, Harvard University, 2018

### **Teaching and Research Fields:**

Primary fields: Experimental and Behavioral Economics, Market Design, Health Economics

Secondary fields: Labor Economics, Machine Learning

### **Teaching Experience:**

Fall, 2021 *BIOS 203 Field Experiments and Market Design for Health Policy and Medicine*,  
Stanford University, Primary Instructor  
Fall, 2017 *HPM 206 Economic Analysis*, Harvard University, Head Teaching Assistant for  
Professor David Hemenway  
Fall, 2016 *HPM 206 Economic Analysis*, Harvard University, Teaching Assistant for  
Professor David Hemenway

### **Research Experience and Other Employment:**

2018 UnitedHealth Group, Senior Vice President of Market Strategy, Optum Analytics  
2015-2018 UnitedHealth Group, Vice President of Market Strategy, Optum Analytics

2017-2018	Harvard University, Research Associate, Dana Farber Cancer Institute
2014-2015	Origyn Inc., Co-Founder and CEO
2014-2015	Liberty Mutual Insurance, Head of Strategy and Planning
2013-2014	Liberty Mutual Insurance, Director of Strategy and Planning
2013	The Economist Group, Senior Analyst, Economist Intelligence Unit
2011-2013	McKinsey and Company, Associate/Senior Associate

### **Honors, Scholarships, and Fellowships:**

2022-2023	Dixon and Carol Doll Graduate Fellowship, Stanford Institute for Economic Policy Research
2022	Best Paper Award (First Place), Essen Health Conference
2022	American Society of Health Economists Diversity Scholarship
2022	Invited Speaker, Rising Stars in Market Design (University of Tokyo)
2021	All-California Labor Economics Conference Outstanding Poster Award
2021	Stanford Office of Graduate Education Travel Grant
2021-2022	Agency for Healthcare Research & Quality T32 Grant
2018-2022	Gerhard Casper Stanford Graduate Fellowship for Science and Engineering
2019	<i>Palliative Medicine</i> Editor's Choice Paper

### **Publications:**

Chan, A. (2021). **Hypothermic Machine Perfusion in Liver Transplantation**. *New England Journal of Medicine* 385, 766-768.

Chan, A. (2020). **U.S. Organ Policy**. *JAMA* 323(3):278-279.

Chan, A. and K. Schulman (2020). **Examining Pharmaceutical Benefits in the United States—A Framework**. *JAMA Health Forum* e200291-e200291.

Chan A., I. Chien, E. Moseley, S. Salman, S. Kaminer Bourland, D. Lamas, A. M. Walling, J. A. Tulsky, C. Lindvall (2019). **Deep Learning Algorithms to Identify Documentation of Serious Illness Conversations During Intensive Care Unit Admissions**. *Palliative Medicine* 33.2 (2019): 187-196.

### **Research Papers:**

“Discrimination and Quality Signals: A Field Experiment with Healthcare Shoppers” ([Job Market Paper](#))  
*Submitted*

This paper provides evidence that customer discrimination in the market for doctors can be largely accounted for by inaccurate stereotypes and deniable prejudice. I evaluate customer preferences in the field with an online platform where cash-paying consumers can shop and book a provider for medical procedures based on a novel experimental paradigm called validated incentivized conjoint analysis (VIC). Customers evaluate doctor options they know to be hypothetical to be matched with a customized menu of real doctors, preserving incentives. Racial discrimination reduces patient willingness-to-pay for black and Asian doctors by 12.7% and 8.7% of the average colonoscopy price respectively; customers are willing to travel 100–250 miles to see a white doctor instead of a black doctor, and somewhere between 50–100 to 100–250 miles to see a white doctor instead of an Asian doctor. Further, providing signals of

doctor quality reduces this willingness-to-pay racial gap by about 90%, which suggests that statistical discrimination is an important cause of the gap. Willingness-to-pay penalties on minority doctors are multiples of actual average quality differences. This field evidence rejects statistical discrimination as the source of the observed discrimination in favor of behavioral mechanisms like stereotypes. Actual booking behavior allows cross-validation of incentive compatibility of stated preference elicitation via VIC.

“Regulation of Organ Transplantation and Procurement: A Market Design Lab Experiment” (with Alvin E. Roth)

***Submitted***

We conduct a lab experiment that shows current rules regulating transplant centers (TCs) and organ procurement organizations (OPOs) create perverse incentives that inefficiently reduce both organ recovery and beneficial transplantations. We model the decision environment with a 2-player multi-period game between an OPO and a TC. In the condition that simulates current rules, OPOs recover only highest-quality kidneys and forgo valuable recovery opportunities, and TCs decline some beneficial transplants and perform some unnecessary transplants. Alternative regulations that reward TCs and OPOs together for health outcomes in the entire patient pool lead to behaviors that increase organ recovery and appropriate transplants.

“Liver Exchange with Equipose”

The practical and ethical needs of liver exchange are different from kidney exchange, a new mechanism is proposed and implemented in the field. Instead of just maximizing the number of exchanges, clinicians prioritize liver transplant candidates with the highest medical urgency. Donation of the right liver lobe is five-fold riskier than the left lobe for the donor. An exchange that involves donors giving different lobes is deemed unfair (violates equipose). The new mechanism identifies optimal matchings for the organ exchange problem that flexibly meet any finite exchange cycle-length constraint, accommodate indifferences in “preferences,” maximize transplants for highest priority patients and ensure equipose for donors.

**Research Paper(s) in Progress:**

Chan, A.. “Priority and Prejudice: A Case of Mistaken Identification”

Chan, A.. “Regulation of Pharmacy Benefit Managers: A Market Design Lab Experiment”

Chan, A.. “Women in Emergency Medicine Improve Health Outcomes”

Chan, A. and K. Sweat. “Why Can You Buy a Body but Not a Kidney? An Experiment on Repugnance Conveyance”

Chan, A.. “Cherry Picking and Lemon Dropping to Meet Quality Standards: The Case of Abdominal Transplant Surgeons”

**Seminar, Conference Presentations and Invited Talks:**

2022	Becker Friedman Institute/Booth Stigler Center at the University of Chicago
2022	NBER Working Group on Race and Stratification
2022	Advances with Field Experiments Conference at the University of Chicago
2022	Discrimination and Diversity Workshop hosted by the University of East Anglia
2022	Economic Science Association World Conference (Boston/Cambridge)
2022	Essen Health Conference
2022	RIDGE Public Economics Workshop
2022	Bay Area Behavioral and Experimental Economics Workshop
2022	Economic Science Association European Conference (Bologna)
2022	Banff Empirical Microeconomics Conference

2022	Harvard Business School Negotiations, Organizations and Markets Unit
2022	ESA Joint initiative for Latin American Experimental Economics Special Meeting
2021	Economic Science Association North America Conference
2021	All-California Labor Economics Conference – Poster Session
2021	Stanford Institute for Theoretical Economics (SITE) Conference
2021	University of Chicago
2021	Universidad de San Andrés
2021	International Health Economics Association Congress
2021	Annual Conference of the American Society of Health Economists (ASHEcon)
2021	Annual Agency for Healthcare Research and Quality (AHRQ) NRSA Conference

**Professional Activities:**

Referee for Journal of Political Economy, American Economic Journal: Economic Policy, Review of Economics and Statistics, Journal of Public Economics

Creator and Organizer, Stanford Economics of Transplantation Workshop (weekly seminar with attendees from Stanford, Johns Hopkins, USC, Northwestern)

Co-Organizer, Stanford Economics Department Market Design Seminar

Healthcare industry expert, Gerson Lehrman Group

Graduate Resident Fellow/Graduate Resident Associate at Roble Hall/West Lag, Stanford University

Guest lecturer in economics for Spelman College, GA, USA