

ALEX CHAN
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STANFORD UNIVERSITY

Education:

Stanford University, 2018 to present

Ph.D. Candidate

Thesis Title: “Who Gets What in Healthcare – and Why”

Expected Completion Date: May 2023

References: (by Department)

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

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

Professor Nicholas Bloom
Stanford Department of Economics
231 Landau Economics
650-725-7836, nbloom@stanford.edu

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

Professor Michelle Mello
Stanford Department of Health Policy
118 Encina Commons
650-725-3894, mmello@law.stanford.edu

Teaching and Research Fields:

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

Secondary field: Labor Economics

Research Papers:

“Discrimination Against Doctors: A Field Experiment” ([Job Market Paper](#))

Discrimination against doctors is important but scantily studied. I report a field experiment which observes that customers discriminate against Black and Asian doctors when they choose healthcare providers, and that this can be substantially reduced by supplying information on physician quality. 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. Actual paying 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. Providing signals of doctor quality reduces this willingness-to-pay racial gap by about 90%. Willingness-to-pay penalties on minority doctors are multiples of actual average racial quality differences and even the difference between doctors in highest and lowest quality levels. This evidence shifts the focus beyond traditional taste-based and statistical discrimination to include behavioral mechanisms like biased beliefs and deniable prejudice. Discrimination against Black doctors are higher for non-college-graduate customers and residents in zip codes that voted for the 2020 presidential candidate on the

political right. Actual booking behavior allows cross-validation of incentive compatibility of the stated preference elicitation.

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

Revise and Resubmit, Journal of Political Economy

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.

Research Paper(s) in Progress:

Chan, A.. “Liver Exchange with Equipoise”

Chan, A.. “Priority and Prejudice: Racial Disparities Among Transplant Candidates”

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

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

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.

Teaching Experience:

Fall, 2021	<i>BIOS 203 Field Experiments and Market Design for Health Policy and Medicine</i> , Stanford University, Primary Instructor
Fall, 2017	<i>HPM 206 Economic Analysis</i> , Harvard University, Head Teaching Assistant
Fall, 2016	<i>HPM 206 Economic Analysis</i> , Harvard University, Teaching Assistant

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, 2022	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

Seminar, Conference Presentations and Invited Talks:

2023	Allied Social Science Associations (ASSA) Annual Meeting at New Orleans
2022	NBER Market Design Working Group
2022	University of California, Berkeley
2022	Rising Scholars Conference at University of Chicago Booth School
2022	Wharton School, University of Pennsylvania
2022	Becker Friedman Institute/Booth Stigler Center at the University of Chicago
2022	NBER Working Group on Race and Stratification
2022	Economic Science Association North America Conference
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; Non-Resident Graduate Tutor at Winthrop House, Harvard University

Guest lecturer in economics/guest speaker: Spelman College, GA, USA; Kyiv School of Economics, Ukraine; UCLA Anderson, CA, USA; Harvard Business School Healthcare Club, MA, USA; Purdue University, IN, USA; University of California, Santa Barbara, CA, USA

Undergraduate Education:

B.B.A. in Business Administration and Law, University of Hong Kong