

ALEX CHAN
Harvard University
<https://www.alexchan.net>
achan@hbs.edu
617-495-8674

Academic Employment:

Assistant Professor of Business Administration, Negotiation, Organizations, and Markets, Harvard Business School, **Harvard University**, July 2023 – present
Standing Committee on Health Policy, Harvard University, 2024 – present
Associate, Digital Data Design Institute, Harvard University, 2025 – present

Education:

Ph.D., Stanford University, June 2023
Thesis Title: Who Gets What in Healthcare – And Why

M.P.H., Harvard University, May 2018

Research:

Chan, A. and A.E. Roth (2024). **Regulation of Organ Transplantation and Procurement: A Market Design Lab Experiment**. *Journal of Political Economy* 132(11), pp.3827-3866.

Chan A.. **Discrimination Against Doctors: A Field Experiment**. Conditionally accepted (data editor). *American Economic Review*

Chan, A. and A.E. Roth (2026). **Reimagining Transplant Center Incentives Beyond the CMS IOTA Model**. *JAMA* (doi:10.1001/jama.2025.26194)

Chan, A. and K. Sweat (2025). **Funeral Expense Reimbursement as a Strategy to Enhance Organ Donation and Transplantation Access**. *Nature npj Health Systems* 2: 39 (2025).

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.

Chan A.. **Preference for Explainable AI (XAI)**.

Chan A. and D. Cutler. [AI as Doctor](#).

Chan A.. [Liver Exchange with Equipoise](#).

Chan A., M. Kurtis and N. Romer. [Difference in Deliberations](#).

Chan A., A. Gupta and Y. Xu. [Opt In? Opt Out?](#)

Chan A. and M Kurtis. [AI and Limits to Its Uses in Decision-Making](#).

Chan A. [Negotiating with Market Power: A \\$300B Illustration of Medicare Drug Pricing](#).

Brown T., A. Chan, J. Hatfield and K. Sweat. [Witness to a Merger: Competition and Quality in the Market for Dialysis](#).

Chan A., A. Herr and A. Reichart. [Blood Ties: A Field Experiment on Paid Blood Donation](#).

Chan A.. [Cherry Picking and Lemon Dropping to Meet Quality Standards: The Case of Abdominal Transplant Surgeons](#).

Chan A.. [AI, Teams, and Productivity](#).

Chan A. and I. Prometti. [Preference for AI as Manager](#).

Chan A.. [AI and Health Insurance](#).

Non-Academic Employment:

2018	UnitedHealth Group, Senior Vice President of Market Strategy (external title), Optum Analytics
2015-2018	UnitedHealth Group, Vice President of Market Strategy, Optum Analytics
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

Teaching Experience:

Spring, 2026	<i>Field Experiment (Doctoral)</i> , Harvard Business School/Department of Economics, Harvard University, Instructor
Spring, 2025	<i>Field Experiment (Doctoral)</i> , Harvard Business School/Department of Economics, Harvard University, Instructor
Spring, 2025	<i>Negotiations (MBA)</i> , Harvard Business School, Harvard University, Instructor
Spring, 2024	<i>Negotiations (MBA)</i> , Harvard Business School, Harvard University, Instructor
Fall, 2021	<i>BIOS 203 Field Experiments and Market Design for Health Policy and Medicine (Graduate)</i> , Stanford University, Instructor
Fall, 2017	<i>HPM 206 Economic Analysis (Graduate)</i> , Harvard University, Head Teaching Assistant

Fall, 2016

HPM 206 Economic Analysis (Graduate), Harvard University, Teaching Assistant

Honors, Fellowships, Scholarships:

2023	The Marjorie Lozoff Prize
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, Conferences, Invited Talks:

2025-26	Stanford University Economics Department; University of Massachusetts Amherst; Lund University; University of Bergen; Penn Center for Health Incentives & Behavioral Economics Conference; University of Pittsburgh/Behavioral Economics Design Initiative; Economic Science Association; Southern Economic Association
2024-25	University of California San Diego; Harvard University Economics Department; Johns Hopkins University; Cambridge University; University of Leicester; Royal Holloway London; University of Manchester; University of York; University of Illinois Urbana-Champaign
2023-24	Stanford Institute for Theoretical Economics (SITE) Conference; Workshop on Field Experiments in Economics and Business (Heinrich Heine University Düsseldorf); Boston University Questrom School; University of Cologne; University of Hamburg; Smith College; BEDI Conference University of Pittsburgh; Spring Behavioral and Experimental Economics Research Conference
2022-23	Harvard Business School Negotiations, Organizations and Markets Unit; Harvard Business School Technology, Operations and Management Unit; Yale School of Management, Economics Department; Columbia Business School, Economics Department; Wharton School, Business Economics and Public Policy Department; Amherst College Economics Department; University of Michigan School of Public Health; Stony Brook University Economics Department; Princeton University Economics Department; Cornell University; University of California, Berkeley; University of Chicago; Essen Health Conference; Leibniz University Hannover; University of Duisburg-Essen; Allied Social Science Associations (ASSA) Annual Meeting at New Orleans; NBER Market Design Working Group; Rising Scholars Conference at University of Chicago Booth School; Becker Friedman Institute/Booth Stigler Center at the University of Chicago; Discrimination and Diversity Workshop hosted by the University of East Anglia; Economic Science Association North America Conference
2021-22	Economic Science Association World Conference (Boston/Cambridge); Essen Health Conference; Bay Area Behavioral and Experimental Economics Workshop; Economic Science Association European Conference (Bologna); Banff Empirical Microeconomics Conference; Harvard Business School Negotiations, Organizations and Markets Unit; ESA Joint initiative for Latin American Experimental Economics Special Meeting; Economic Science Association North America Conference; All-

	California Labor Economics Conference (Poster Session); NBER Race and Stratification Working Group
2020-21	Stanford Institute for Theoretical Economics (SITE) Conference; University of Chicago; Universidad de San Andrés; International Health Economics Association Congress; Annual Conference of the American Society of Health Economists (ASHEcon); Annual Agency for Healthcare Research and Quality (AHRQ) NRSA Conference

Advising (primary or secondary advisor) and initial placement (in parenthesis):

Michael Eber (Assistant Professor, UMass Amherst)

Ayush Gupta*

Beatrice Ferrario*

Melisa Kurtis*

Ilaria Prometti*

Cameron Deal*

*current student

Graduate Program Placement for Pre-doctoral Research Associate/Assistant whom I worked with:

University of Chicago (1 student), Harvard University (1 student), current RA (2 students)

Professional Service:

Refereeing Service:	<i>Journal of Political Economy, Quarterly Journal of Economics, American Economic Review, Review of Economic Studies, Econometrica, American Economic Journal: Economic Policy, Review of Economics and Statistics, Journal of Public Economics, Journal of Political Economy Micro, Journal of Labor Economics, Management Science</i>
University Service:	Recruiting Committee (2024-2025), Negotiations, Organizations and Markets Unit, Harvard Business School Standing Committee on Health Policy (2024-), Harvard University Healthcare Initiative, Harvard Business School Senior Common Room Member, Lowell House, Harvard University 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 Graduate Resident Fellow/Graduate Resident Associate at Roble Hall/West Lag, Stanford University Non-Resident Graduate Tutor at Winthrop House, Harvard University

OTHER TRAINING

- Trento School in Adaptive Economic Dynamics: Agent-based Modelling in Finance
- Russell Sage Foundation Summer Institute in Behavioral Economics
- Bachelors in Business Administration (and Law) (Hons), University of Hong Kong