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Questrom School of Business
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Education

Ph.D., Economics, Harvard University, 2011
A.M., Economics, Harvard University, 2008
B.A., Economics and Political Science, Williams College, *summa cum laude*, 2004

Current Positions

2017-Present	Associate Professor of Markets, Public Policy and Law, Boston University Questrom School of Business
2012-Present	Faculty Research Fellow, National Bureau of Economic Research

Previous Positions

2011-2017	Assistant Professor of Markets, Public Policy and Law, Boston University Questrom School of Business
2015	Visiting Scholar, Department of Economics, Dartmouth College
2011-2012	Fellow, Institute for Quantitative Social Science, Harvard University
2007	Research Assistant for Joseph Doyle, National Bureau of Economic Research
2004-2006	Research Assistant for David Laibson, Brigitte Madrian, and James Choi, National Bureau of Economic Research
2003	Research Assistant, Economic Policy Research Institute (South Africa)

Professional Activities

2018-Present	Co-editor, *American Journal of Health Economics*
2017-Present	Co-editor, *Journal of Public Economics*
2014-Present	Associate Editor, *Journal of the European Economic Association*

Reviewer for *Quarterly Journal of Economics, American Economic Review, Journal of the European Economic Association, Journal of Political Economy, Review of Economic Studies, Management Science, American Economic Journal: Applied, American Economic Journal: Policy, The Economic Journal, Games and Economic Behavior, American Journal of Health Economics, Journal of Human Resources, Health Economics, Journal of Health Economics, Journal of Economic Behavior and Organization, Economics Letters, B.E. Journal of Economic Analysis & Policy, Group Decision and Negotiation, Milbank Quarterly, Health Economics, Journal of Applied Econometrics, Journal of Public Economics, International Journal of Industrial Organization, Inquiry, Health Affairs, Psychological Science, Journal of Economics & Management Strategy, Robert Wood Johnson Foundation, National Science Foundation*

Honors, Scholarships, and Fellowships:

2017	National Institute for Health Care Management Research Award
2015	Boston University Questrom School of Business Broderick Award for Outstanding Contributions to Research
2015, 2016, 2017	*American Economic Review*, Excellence in Refereeing Award
2014	*Journal of the European Economics Association* Excellence in Refereeing Award
2012	*Quarterly Journal of Economics* Excellence in Refereeing Award
2007-2011	National Science Foundation Graduate Fellowship
2006-2011	Harvard University Graduate Fellowship
2006-2008	Jacob K. Javits Fellowship
2006-2008	Beinecke Scholar

Publications

Ordering of Authors is Alphabetical Unless Noted with a § Symbol

§ Geissler, Kim, Ben Lubin, and Keith Ericson. (2018). "The role of organizational affiliations in physician referral patterns". *Medical Care Research and Review*. https://doi.org /10.1177/1077558718769403
Best Abstract Award, Payment and Delivery Systems, 2016 Academy Health Annual Research Meeting.

Ericson, Keith M., Kimberley Geissler, and Benjamin Lubin. (Forthcoming). "The Impact of Partial-Year Enrollment on the Accuracy of Risk Adjustment Systems: A Framework and Evidence." *American Journal of Health Economics*. http://doi.org/10.1162/ajhe_a_00108

Ericson, Keith M., and Justin Sydnor. (2017). "The Questionable Value of Having a Choice of Levels of Health Insurance Coverage", *Journal of Economic Perspectives*, 31(4): 51-72. http://doi.org/10.1257/jep.31.4.51.

Ericson, Keith M., Jon Kingsdale, Timothy Layton, and Adam Sacarny. (2017). "Nudging Leads to Consumers In Colorado To Shop But Not Switch ACA Marketplace Plans." *Health Affairs*, 36(2): 311-319. http://dx.doi.org/10.1377/hlthaff.2016.0993

Ericson, Keith M. (2017). "On the Interaction of Memory and Procrastination: Implications for Reminders, Deadlines, and Empirical Estimation." *Journal of the European Economic Association*, 15(3): 692-719. https://doi.org/10.1093/jeea/jvw015
Media Coverage: The Atlantic (8/2014), Bloomberg (9/2014), Canadian Public Radio 9/2014

Coffman, Katherine, Lucas Coffman, and Keith M. Ericson. (2017). "The Size of the LGBT Population and the Magnitude of Anti-Gay Sentiment are Substantially Underestimated." *Management Science*, http://dx.doi.org/10.1287/mnsc.2016.2503.
Selected Media Coverage: The Atlantic (10/2013), Boston Globe (10/2013), Freakonomics Radio (12/2013), Los Angeles Times (10/2013), Pew Research Center (10/2013), Psychology Today (10/2013), Slate.com (10/2013),Time (10/2013)

§ Loewenstein, G., Hagmann, D., Schwartz, J., Ericson, K., Kessler, J. B., Bhargava, S., ... Zikmund-Fisher, B. J. (2017). "A behavioral blueprint for improving health care policy." *Behavioral Science & Policy*, 3(1), 53–66.

Ericson, Keith M. and Amanda Starc. (2016). "How Product Standardization Affects Choice: Evidence from the Massachusetts Health Insurance Exchange." *Journal of Health Economics*, 50: 71-85. http://dx.doi.org/10.1016/j.jhealeco.2016.09.005
Winner 2017 National Institute for Health Care Management Research Award.

Ericson, Keith M. and Judd Kessler (2016). "The Articulation of Government Policy: Health Insurance Mandates Versus Taxes." *Journal of Economic Behavior and Organization*, 124:43-54. http://dx.doi.org/10.1016/j.jebo.2015.09.021
Media Coverage: Washington Post (3/2013)

§ Geissler, Kimberley, Ben Lubin, and Keith M. Ericson. (2016). "Access is Not Enough: Characteristics of Physicians Who Treat Medicaid Patients." *Medical Care*, 54(4): 350-358. http://dx.doi.org/10.1097/MLR.0000000000000488

Ericson, Keith M. and Amanda Starc. (2015). "Measuring Consumer Valuation of Limited Provider Networks." *American Economic Review (Papers and Proceedings)*, 105(5): 115-19. https://www.aeaweb.org/articles.php?doi=10.1257/aer.p20151082

Ericson, Keith M. and Amanda Starc. (2015) "Pricing Regulation and Imperfect Competition on the Massachusetts Health Insurance Exchange." *Review of Economics and Statistics*, 97(3): 667-682. http://dx.doi.org/10.1162/REST_a_00514

§ Ericson, Keith M., John White, David Laibson, and Jonathan Cohen. (2015). "Money Earlier or Later? Simple Heuristics Explain Intertemporal Choices Better than Delay Discounting Does." *Psychological Science*, 26(6):826-833. http://pss.sagepub.com/content/26/6/826

Ericson, Keith M. and Andreas Fuster. (2014). "The Endowment Effect." *Annual Review of Economics*, 6: 555-579. http://www.annualreviews.org/doi/abs/10.1146/annurev-economics-080213-041320

Ericson, Keith M. (2014). "Consumer Inertia and Firm Pricing in the Medicare Part D Prescription Drug Insurance Exchange." *American Economic Journal: Economic Policy*, 6(1): 38-64. https://www.aeaweb.org/articles.php?doi=10.1257/pol.6.1.38

Media Coverage: New York Times (12/2014), Kaiser Health News (9/2012)

Ericson, Keith M. and Amanda Starc. (2012) "Heuristics and Heterogeneity in Health Insurance Exchanges: Evidence from the Massachusetts Connector." *American Economic Review (Papers and Proceedings)*, 102(3):493-497. https://www.aeaweb.org/articles.php?doi=10.1257/aer.102.3.493

Ericson, Keith M. and Amanda Starc. (2012) "Designing and Regulating Health Insurance Exchanges: Lessons from Massachusetts." *Inquiry*, 49(4): 327-338. http://dx.doi.org/10.5034/inquiryjrnl_49.04.04

Ericson, Keith M. and Andreas Fuster. (2011). "Expectations as Endowments: Evidence on Reference-Dependent Preferences from Exchange and Valuation Experiments." *Quarterly Journal of Economics.* 126 (4): 1879-1907. http://qje.oxfordjournals.org/content/126/4/1879.abstract

Ericson, Keith M. (2011). "Forgetting We Forget: Overconfidence and Prospective Memory." *Journal of the European Economic Association*, 9(1):43-60. http://dx.doi.org/10.1111/j.1365-2966.2010.01005.x

Media Coverage: Bloomberg (9/2014)

Cutler, David and Keith M. Ericson (2010). "Cost-Effectiveness Analysis in Markets with High Fixed Costs." *PharmacoEconomics*, 28(10): 867-875. http://www.ncbi.nlm.nih.gov/pubmed/20831294

§ McClure, Samuel, Keith M. Ericson, David Laibson, George Loewenstein, and Jonathan Cohen. (2007). "Time Discounting for Primary Rewards." *Journal of Neuroscience*, 27:5796-804. http://dx.doi.org/10.1523/JNEUROSCI.4246-06.2007

Working Papers/Under Review

Cohen, Jonathan, Keith M. Ericson, David Laibson, and John White. (2017). "Measuring Time Preferences." Revise and resubmit, *Journal of Economic Literature.* Previous version: NBER Working Paper 22455.

Ericson, Keith M., Philipp Kircher, Johannes Spinnewijn, and Amanda Starc. (2018). "Inferring Risk Perceptions and Preferences Using Choice from Insurance Menus: Theory and Evidence." Revise and resubmit, *Economic Journal.* Previous Version: NBER Working Paper 21797.

Agha, Leila, Keith M. Ericson, Kimberley Geissler, Benjamin Lubin, and James B. Rebitzer. (2018). "Coordination Within Teams and The Cost of Health Care." NBER Working Paper 24338.

Craig, Stuart, Keith M. Ericson, and Amanda Starc. (2018). "How Important is Price Variation Between Insurers." Working Paper.

Ericson, Keith M. and Justin Sydnor. (2018). "Liquidity Constraints and the Value of Insurance." Working Paper.

Ericson, Keith M. and David Laibson. (In Progress). "Intertemporal Choice." In Preparation for *Handbook of Behavioral Economics*.

Ericson, Keith M. and Jawwad Noor. (2015). "Delay Functions as the Foundation of Time Preference: Testing for Separable Discounted Utility." NBER Working Paper 21095.

Ericson, Keith M. (2014). "When Consumers Do Not Make an Active Decision: Dynamic Default Rules and their Equilibrium Effects." NBER Working Paper 20127.

<u>Presentations in Brief:</u>

2018	ASHEcon. NBER Summer Institute (Household Finance), University of Sydney, Queensland University of Technology, Behavioural and Experimental Economics and Finance Conference (Sydney, Australia), University of Technology Sydney.
2017	RAND, ASSA (Health Economics Research Organization), ASSA (International Health Economics Association), International Health Economics Association World Congress, University of Texas at Dallas, Sloan Foundation, UPenn Behavioral Economics and Health Symposium
2016	Dartmouth College, Columbia University, NBER Health Care Meeting, Harvard-BU-MIT Health Seminar, University of Copenhagen, American Society of Health Economics (x2)
2015	Society of Actuaries, Dartmouth College (The Dartmouth Institute), Econometric Society World Congress, Department of Justice/Federal Trade Commission workshop "Examining Health Care Competition," National Tax Association, Boston University Economics, Univ. of Pennsylvania Behavioral Economics and Health Symposium.
2014	American Economic Association, Yale University-Health Insurance Exchange Conference, RAND Health Economics Seminar, "Taxation, Social Norms and Compliance Conference" at Nuremberg, Germany, Stanford Institute for Theoretical Economics: Psychology and Economics, Southern Economic Association, NBER Conference on the Economics of Health Insurance Exchanges, Federal Trade Commission, Academy Health Annual Research Meeting
2013	American Economic Association, National Tax Association At ASSA, Harvard-BU-MIT Health Economics Seminar, University of Illinois at Urbana-Champaign, Northwestern University Conference on Healthcare Markets, European Behavioral Economics Meeting, NBER Insurance Working Group, Boston University (Economics), University of Wisconsin-Madison
2012	American Economic Association, Health Economics Research Organization, Boston University (Economics), Boston University (Management), Boston University (Health Policy Institute), American Society of Health Economics, Behavioral Economics Annual Meeting (BEAM), NBER Summer Institute (Health Care, Aging, Household Finance, Industrial Organization working groups), Yale University (Public Health), National Tax Association Annual Meeting.
2011	Boston University (Management), Brown University, Dartmouth College, Middlebury College, Stanford University, University of British Columbia, UCLA, University of Maryland, University of Michigan (Ross School), University of Pennsylvania (Wharton), University of Southern California, Yale (Management).

2010 UC Berkeley, Stanford Institute on Theoretical Economics: Psychology and Economics, Design Continuum, Economic Science Association, Tucson AZ

2009 European Economic Association, Economic Science Association, Yale Whitebox Graduate Student Conference on Behavioral Science

Grants (Research)

2018 Co-I, *The Effect of Behavioral Interventions on Enrollment and Adverse Selection in Health Insurance Marketplaces.* $224,551. (PI: Timothy Layton)

2015 Co-I, *Intervening with Consumers to Improve Choices on Health Insurance Marketplaces*. J-PAL North America Health Care Delivery Initiative. $124,781. (PI: Adam Sacarny).

2014 PI, *How Are Physician Referral Networks Affected by Physician Practice Ownership and Limited Coverage Network Insurance Products?,* National Institute for Health Care Management Foundation. $74,986.

2012 Co-PI, *Health Care at the Intersection of Economics and Computer Science,* with Ben Lubin. Boston University Hariri Institute Research Project Award. $30,000

2010 Co-PI, *Health Insurance Market Design: Commonwealth Choice in Massachusetts,* with Amanda Starc. Harvard Lab for Economic Applications and Policy Grant. $1500.

2010 Co-PI, *Reference Points and Other-Regarding Behavior,* with Andreas Fuster. Harvard University Program on Negotiation Next Generation Grant. $4200

2010 Co-PI, *Reference-Dependent Preferences, Expectations, and Dynamic Choice*, with Andreas Fuster and David Laibson. NSF Dissertation Improvement Grant. $5700

2009 Co-PI, *Expectations as Endowments*, with Andreas Fuster and David Laibson. Russell Sage Foundation Small Grants Program in Behavioral Economics. $2515

2008 Co-PI, *A Test of Inequality Aversion Using Social Gambles*, with David Laibson. Russell Sage Foundation Small Grants Program in Behavioral Economics. $3965

Grants (Teaching)

2015 Co-PI. The Psychology of Decision-Making: Practical Applications. Interdisciplinary Course Development Grant, Boston University, with Peter Blake. $20,500.

2014 Co-PI. Interdisciplinary Course Development Seed Grant, with Peter Blake. Boston University. $5,000.

Teaching Experience:

Fall 2018 Facing Disaster: How We Perceive and Prepare for Risk (Honors Seminar)

Fall 2016, 2017, and 2018 The Psychology of Decision-Making: Implications for Business and Public Policy (cross listed, business and psychology), Boston University

Spring 2016, 2017, and 2018 Improving Your Decisions (MBA Course), Boston University

Fall 2011, 2012, 2013, and 2015 Introductory Econometrics and Optimization Theory (“Modeling Business Decisions and Market Outcomes”), Boston University

Fall 2014	The Art and Science of Decision Making, Boston University
Fall 2013	Mistakes We Make: Improving Your Decision Making (Honors Seminar in Behavioral Economics), Boston University
Fall 2009, Spring 2010	Senior Thesis Seminar in Labor Economics, Harvard University
Spring 2009	Economics of U.S. Social Problems, Harvard University, Teaching Fellow