

AYFER ALI

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Personal Information: Citizenship: Bulgaria (EU), Gender: Female

Undergraduate Studies:

B.A., Economics, Harvard University, 2003
Economics/History, Wellesley College, 1998-2000

Graduate Studies:

Ph.D. in Health Policy/Management, Harvard University/Harvard Business School
Expected Completion: January 2012
Thesis Title: "Essays on Innovation and Technology Commercialization in Health Care"

References:

Professor Robert Huckman
Harvard Business School
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Professor Iain Cockburn
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Professor David Cutler
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Professor Carliss Baldwin
Harvard Business School
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Teaching and Research Fields:

Primary fields: Competitive Strategy, Technology and Innovation Management, Entrepreneurship, Pharmaceutical and Health Economics

Areas of Interest: Knowledge Management, Intellectual Property Management, Technology Commercialization, Markets for Technology, Entrepreneurship and Venture Capital in Health Care

Academic Experience:

9/11 – Postdoctoral Fellow, BU School of Management, Department of Strategy and Innovation (Boston, MA)

Spring, 2007 Instructor (created and taught course), Supervised by Prof. Jeffrey Miron
Economics 970: Innovation in Health Care, Harvard University (Cambridge, MA)

Spring, 2007 Facilitator
Women's Leadership Forum, Executive Education Program, HBS (Boston, MA)

Summer, 2005 Teaching Fellow for Prof. Meredith Rosenthal
Health Economics, Harvard School of Public Health (Boston, MA)

Academic Experience: (continued)

- Spring, 2004 Teaching Assistant for Prof. Eric von Hippel
 Managing Innovation and Entrepreneurship, MIT Sloan (Cambridge, MA)
- Fall, 1999 and Head Teaching Assistant for Prof. Corrine Taylor
Spring, 2000 Intro to Social Data Analysis (Statistics), Wellesley College (Wellesley, MA)

Other Employment:

- 1/03 – 5/04 Analyst, Lexecon/FTI Consulting (Cambridge, MA)
3/02 – 9/02 Analyst, Analysis Group/*Economics* (Boston, MA)

Professional Activities:

- 4/11 Presenter, NBER Productivity Seminar (Cambridge, MA)
8/10 Presenter, Academy Of Management Annual Meeting (Montreal, Canada)
5/09 Presenter, Druid Summer Conference (Copenhagen, DK)
1/09 Reviewer, Academy of Management Annual Meeting (Chicago, IL)

Honors, Scholarships, and Fellowships:

- 6/10 – 6/11 NBER, Innovation Policy and the Economy Fellowship, (Cambridge, MA)
9/99 – 5/00 NSF AIRE grant in economics with Dan Johnson, Wellesley College (Wellesley, MA)

Publications:

“The Major Role of Clinicians in the Discovery of Off-label Drug Therapies”

Pharmacotherapy, 2006, 26 (3), pp. 323-332 (with Harold DeMonaco and Eric von Hippel)

“A Tale of Two Seasons: Participation and Medal Counts at the Summer and Winter Olympic Games”

Social Science Quarterly, 2004, 85 (4), pp. 974-993 (with Daniel K.N. Johnson)
(featured in The Economist, BBC, FT, NPR and other media)

Research Papers:

“Buyer Behavior in Markets for Technologies: Technology Proximity between Firm Portfolio and In-Licensed Patents and Successful Commercialization” (with Iain Cockburn)

Markets for technology promise to increase productivity by better allocating innovative capacity across firms. Research on the demand side of these markets, however, has been limited. In this paper, we use a new dataset of patents available for licensing from a large, innovative academic medical center (AMC) to understand the structure of these markets as well as buyer behavior and commercialization outcomes. We analyze data on all firms that showed interest in these patents by signing a confidentiality agreement and later decided whether to license or not license the focal technology. Once licensed, we also observe development and commercialization success.

We are interested in whether technology proximity, as captured by different measures of the overlap of International Patent Classes, between the AMC patent and the firm’s own technology is a determinant of the decision to in-license once a patent has been looked at. We show that firms are more likely to license technologies that are very close to their own and in that sense are potential substitutes for patents that they already own. While this is true at the broadest proximity measure level, we also note that at the more granular level, conditional on high-level proximity, greater similarity between the licensee’s patents and the AMC patent makes execution of a license agreement less likely. This implies that “close” fit is good but “very close” fit is detrimental for licensing. Additionally, we offer new and improved measures for technology proximity between patent portfolios.

Research Papers: (continued)

“Licensing from Academic Medical Centers – the Importance of Cross-Domain Expertise” (under revision)

The great leaps that have been made in basic life sciences in recent decades have brought to light the need for translating these findings into practical applications. NIH’s support for translational research emphasizes the need for interdisciplinary and multidisciplinary team collaboration as well as training of interdisciplinary researchers, specifically MD/PhDs. In this paper I use invention and patent data from two large Academic Medical Centers with over \$700 million a year in combined research funding to understand whether cross-domain expertise on the inventing team, along with invention characteristics, influences the hazard of licensing of the inventions. I use licensing as a proxy for translating an invention into a product. I find that, contrary to expectations, inventions created by cross-domain teams – i.e. a combination of MDs and PhDs or MD/PhDs have a significantly lower hazard of licensing compared to inventions created by teams that are made solely of clinicians (MDs) or bench researchers (PhDs) controlling for a number of invention characteristics. Variance based outcomes are also explored. Implications for policy and the management of translational research are discussed

“From Clinic to Bench: Clinical Focus and Knowledge Translation by Cardiac Surgeons” (with Rob Huckman) (in progress)

In this paper we aggregate patient level data on the types of procedures that a cardiac surgeon is performing to define a measure of clinical focus. Independently, we have information on surgeon publications, labs and funding to understand the link between clinical focus and research and how learning in the clinical domain gets translated into the research domain and vice-versa.

Community Service:

- 2005-2011 Non-Resident Advisor, Currier House, Harvard University (Cambridge, MA)
- 2010 Programs Advisor, Transitions House (Cambridge, MA)
Volunteer, Children’s Playspace Program, Transitions House (Cambridge, MA)
- 2008/2009 Green Living and Sustainability Representative, Harvard Business School (Boston, MA)