



# HARVARD | BUSINESS | SCHOOL

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## Ariel D. Stern

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### EDUCATION

- 2014 Ph.D. in Public Policy, Harvard University & Harvard Kennedy School of Government, Cambridge, MA, USA  
Dissertation: *Essays in the Economics of Health Care and the Regulation of Medical Technology*  
Committee: Amitabh Chandra, David Cutler, Scott Stern, Daniel Carpenter
- 2008 M.A. in Economics, Freie Universität, Berlin, Germany / Hunter College, New York, NY, USA
- 2005 A.B. in Economics, (High Honors, Presidential Scholar), Dartmouth College, Hanover, NH, USA

### HARVARD UNIVERSITY

#### Appointments

- 2019 – present Poronui Associate Professor of Business Administration, Harvard Business School  
2017 – 2019 Hellman Faculty Fellow, Harvard Business School  
2014 – 2019 Assistant Professor of Business Administration, Harvard Business School

#### Affiliations

- 2016 – present Ariadne Labs (Brigham and Women’s Hospital, Harvard Chan School of Public Health)  
2017 – present Harvard-MIT Center for Regulatory Science (Harvard Medical School, Harvard Program in Therapeutic Science)

#### Assignments

- 2018 – present *Transforming Health Care Delivery* (MBA elective curriculum)  
2018 – present Harvard Medical School Executive Education: *Surgical Leadership Program*  
2016 – present Harvard Business School Executive Education: *Leading Product Innovation, Managing Health Care Delivery, Competing on Business Analytics and Big Data, Accelerating Innovation in Precision Medicine*, various custom programs

- 2016 – present Harvard Business School Online: *Managing Your Career Development, Developing Yourself as a Leader*
- 2014 – present Doctoral Course Sessions: *Empirical Technology and Operations Management, TOM DBA seminar, Core Course in Health Policy* (1<sup>st</sup> year required curriculum, Health Policy PhD Program), *Health Economics Reading Seminar, Principles and Practice of Drug Development* (Harvard Medical School)
- 2014 – 2017 *Technology and Operations Management* (MBA required curriculum)

### **Other graduate teaching**

- December 2020 - Present Guest lecturer: *Healthcare Fundamentals and Digital Health Trends* (Masters Program in Digital Health, Hasso Plattner Institute, University of Potsdam)
- June 2019 PhD Short Course: *Topics in Health Care Economics* (Düsseldorf Institute for Competition Economics, Heinrich Heine University of Düsseldorf)
- 2011 Head Teaching Fellow: Harvard College: *U.S. Health Care Policy*, Fall 2011
- 2010 – 2012 Teaching Fellow: Harvard Kennedy School of Government  
*Quantitative Methods I* (accelerated statistics), Fall 2010  
*Quantitative Methods II* (accelerated econometrics), Spring 2010, 2011, 2012

### **WORK EXPERIENCE**

- 2020 – Director, International Health Economics, *Health Innovation Hub*, Berlin, Germany
- 2018 – 2020 Co-founder and Chief Strategist, *Immunity Health*, Boston, MA and New York, NY
- 2009 – 2011 Consultant, *LeapFrog Investments*, New York, NY and Edinburgh, UK
- 2008 – 2009 Robert Bosch Foundation Fellowship, *German Development Bank (KfW) & Direktzu GmbH*, Frankfurt and Berlin, Germany
- Summer 2008 Summer Associate, *LeapFrog Investments*, New York, NY
- 2007 – 2008 Associate Economist, *Bear, Stearns & Co. Inc.*, New York, NY
- 2006 – 2007 Research Associate, *Federal Reserve Bank of New York*, New York, NY
- 2005 – 2006 Research Fellow, *German Institute for Economic Research (DIW)*, Berlin, Germany

### **HONORS, FELLOWSHIPS, AND GRANTS**

- 2020 *Finalist*, National Institute for Health Care Management Foundation Annual Health Care Research Award
- 2018 – present Kauffman Foundation Junior Faculty Fellowship
- 2017 – 2019 Hellman Faculty Fellowship, Harvard Business School
- 2017 – 2019 NBER-IFS International Research Network on Valuing Health Research, Pilot Project R24-08-US: “When Does Public Research Funding Address Private Market Failures?” Grant R24 AG048059 from the National Institute on Aging
- 2013 – 2014 Harvard University Dissertation Completion Fellowship
- 2012 Harvard Kennedy School Taubman Center Fellowship
- 2011 – 2014 NBER Pre-Doctoral Fellowship in Aging and Health Economics
- 2011 Dean’s Award for Excellence in Student Teaching, Harvard Kennedy School
- 2011 CSWEP Summer Economics Fellowship, American Economic Association
- 2010 – 2014 NSF-IGERT Doctoral Fellow, Multidisciplinary Program in Inequality & Social Policy, Harvard University
- 2009 – 2011 Harvard Kennedy School Graduate Fellowship

2008 – 2009	Robert Bosch Foundation Fellowship for Young American Leaders
2005 – 2006	German Academic Exchange Service (DAAD) Graduate Research Fellowship
2005	Haney Prize for Best Senior Honors Thesis in Economics, Dartmouth College
2003	Andrew Warden Edson Memorial Prize in Government, Dartmouth College

## **PUBLICATIONS**

### Articles:

Mecklai, Keizra, Nicholas Smith, **Ariel D. Stern**, and Daniel B. Kramer. “Remote Patient Monitoring – Overdue or Overused?” *New England Journal of Medicine* 384:1384-1386 (April 2021).

**Stern, Ariel D.**, Jacqueline L. Chen, Melissa Ouellet, Mark R. Trusheim, Zeid El-Kilani, Amber Jessup, and Ernst R. Berndt. “Biosimilars and Follow-on Products in the United States: Adoption, Prices, and Users.” (Forthcoming at *Health Affairs*)

Gordon, William J., Andrea R. Coravos, and **Ariel D. Stern** “Ushering in safe, effective, secure, and ethical medicine in the digital era” *npj Digital Medicine* 4(56) (March 2021).

Harish, Vinyas, Felipe Morgado, **Ariel D. Stern**, and Sunit Das. “Artificial Intelligence and Clinical Decision Making: The New Nature of Medical Uncertainty.” *Academic Medicine: Journal of the Association of American Medical Colleges* 96(1) (January 2021).

Alon Noy, **Ariel D. Stern**, and John Torous “Assessing Food and Drug Administration’s Risk-Based Framework for Software Precertification with Top U.S. Health Apps: Quality Improvement Study” *JMIR mHealth and uHealth* (July 2020).

Pian, Julia, Amitabh Chandra, and **Ariel D. Stern** “The Past, Present, and (Near) Future of Gene Therapy and Gene Editing” *NEJM Catalyst Innovations in Care Delivery*, 1(5) (September 2020).

Gerke, Sara, **Ariel D. Stern**, and Timo Minssen. “Germany’s Digital Health Reforms in the COVID-19 Era: Lessons and Opportunities for Other Countries” *npj Digital Medicine* 3(94) (July 2020).

Lauenroth, Victoria, Aaron S. Kesselheim, Ameet Sarpatwari, and **Ariel D. Stern** “Lessons from the impact of price regulation on the pricing of anticancer drugs in Germany” *Health Affairs*, 39(7) (July 2020) [1185-1193].

Marra, Caroline, Jacqueline Chen, Andrea R. Coravos, and **Ariel D. Stern** “Quantifying the Use of Connected Digital Products in Clinical Research.” *npj Digital Medicine* 3(50) (April 2020).

Lite, Samuel S., William J. Gordon, and **Ariel D. Stern**. “Association of the Meaningful Use Electronic Health Record Incentive Program with Health Information Technology Venture Capital Funding.” *JAMA Network Open* (March 2020).

**Stern, Ariel D.** and W. Nicholson Price. “Regulatory oversight, causal inference, and safe and effective health care machine learning.” *Biostatistics*, <https://doi.org/10.1093/biostatistics/kxz044> (November 2019).

Monteleone, Peter P., Subhash Banerjee, Priya Kothapalli, **Ariel D. Stern**, Daniel Fehder, Ron Ginor, Dominic Vollmar, Edward TA Fry, and Mark J. Pirwitz. “The Market Reacts Quickly: Changes in Paclitaxel Vascular Device Purchasing Within the Ascension Healthcare System.” *The Journal of Invasive Cardiology* (October 2019).

**Stern, Ariel D.** “Managing the use and dissemination of information about biomarkers: The importance of incentive structures.” *The Journal of Law, Medicine & Ethics*, 47(3) (September 2019) [396-397].

Angus, Derek C., Brian M. Alexander, **Ariel D. Stern**, et al. “Adaptive Platform Trials: Definition, Design, Conduct, and Reporting Considerations.” *Nature Reviews Drug Discovery* (August 2019).

Gordon, William J. and **Ariel D. Stern** “Challenges and Opportunities in Software-Driven Medical Devices.” *Nature: Biomedical Engineering*, 3(7) (July 2019) [493-497].

**Stern, Ariel D.**, Felicitas Pietrulla, Annika Herr, Aaron S. Kesselheim, and Ameet Sarpatwari. “The Impact of Price Regulation on the Availability of New Drugs in Germany.” *Health Affairs*, 38(7) (July 2019) [1182-1187].

**Stern, Ariel D.**, William J. Gordon, Adam B. Landman, and Daniel B. Kramer. “Cybersecurity Features of Digital Medical Devices: An Analysis of FDA Product Summaries.” *BMJ Open* doi: 10.1136/bmjopen-2018-025374 (June 2019).

Cutler, David, Jonathan S. Skinner, **Ariel D. Stern**, and David Wennberg. “Physician Beliefs and Patient Preferences: A New Look at Regional Variation in Health Care Spending.” *American Economic Journal: Economic Policy*, 11(1) (February 2019) [192–221].

\* Finalist, National Institute for Health Care Management Foundation Annual Health Care Research Award (2020)

Weitzman, Rachel, **Ariel D. Stern**, and Daniel B. Kramer. “Food and Drug Administration Guidance Documents and New Medical Devices: The Case of Breast Prostheses.” *American Journal of Therapeutics*, 28(1) (January/February 2021) [Published online November 2018].

Scott Morton, Fiona M., **Ariel D. Stern**, and Scott Stern. “The Impact of the Entry of Biosimilars: Evidence from Europe.” *Review of Industrial Organization*, 53(1) (April 2018) [173-210].

**Stern, Ariel D.**, Brian M. Alexander, and Amitabh Chandra. “Innovation Incentives and Biomarkers.” *Clinical Pharmacology and Therapeutics*, 103(1) (January 2018) [34-36].

Kaplan, Aaron V. and **Ariel D. Stern**. “The Central and Unacknowledged Role of the U.S. Food and Drug Administration in the Design and Execution of Medical Device Pivotal Trials.” *JAMA Cardiology*, 3(1) (January 2018) [5-6].

**Stern, Ariel D.**, Brian M. Alexander, and Amitabh Chandra. “How Economics Can Shape Precision Medicines.” *Science*, 355 (6330) (March 2017) [1131-1133].

**Stern, Ariel D.**, Daniel B. Kramer, Melissa Ouellet, and Aaron S. Kesselheim. “Review Times and Adverse Events for Cardiovascular Devices.” *Nature: Biomedical Engineering*, 1(13) (January 2017) [1-3].

**Stern, Ariel D.** “Innovation Under Regulatory Uncertainty: Evidence from Medical Technology.” *Journal of Public Economics*, 145 (January 2017) [181-200].

Lee, Malinda S., Brady T. Evans, **Ariel D. Stern**, and Mark D. Hornstein. “Economic Implications of the Society for Assisted Reproductive Technology Embryo Transfer Guidelines: Healthcare Dollars Saved by Reducing Iatrogenic Triplets.” *Fertility and Sterility*, 106(1) (July 2016) [189-195].

Hawkins, Summer S., **Ariel D. Stern**, Christopher F. Baum, and Matthew W. Gillman. “Evaluating the Impact of the Baby-Friendly Hospital Initiative on Breast-Feeding Rates: a Multi-State Analysis.” *Public Health Nutrition*, 18(2) (February 2015) [189-197].

Hyry, Hanna I., **Ariel D. Stern**, Jonathan C.P. Roos, and Timothy M. Cox. “Limits on Use of Health Economic Assessments for Rare Diseases.” *Quarterly Journal of Medicine*, 107(3) (March 2014) [241-245].

Hawkins, Summer S., **Ariel D. Stern**, Christopher F. Baum, and Matthew W. Gillman. “Compliance with the Baby-Friendly Hospital Initiative and Impact on Breastfeeding Rates.” *Archives of Disease in Childhood-Fetal and Neonatal Edition*, 99(2) (November 2013) [138-143].

Hawkins, Summer S., **Ariel D. Stern**, and Matthew W. Gillman. “Do State Breastfeeding Laws in the USA Promote Breast Feeding?” *Journal of Epidemiology and Community Health*, 67(3) (October 2012) [250-256].

Feyrer, James, Bruce Sacerdote, and **Ariel D. Stern**. “Will the stork return to Europe and Japan? Understanding Fertility within Developed Nations.” *The Journal of Economic Perspectives*, 22(3) (June 2008) [3-22].

Feyrer, James, Bruce Sacerdote, and **Ariel D. Stern**. “Did the Rust Belt Become Shiny? A Study of Cities and Counties that Lost Steel and Auto Jobs in the 1980s.” *Brookings-Wharton Papers on Urban Affairs*, 8 (2007) [41-102].

#### Book Chapters:

Chandra, Amitabh, Craig Garthwaite, and **Ariel D. Stern**. 2019. “Characterizing the Drug Development Pipeline for Precision Medicines.” *Economic Dimensions of Personalized and Precision Medicine*, Ernst Berndt, Dana Goldman, and John Rowe, editors.

Bagley, Nicholas, Benjamin Berger, Amitabh Chandra, Craig Garthwaite, and **Ariel D. Stern**. 2018. “The Orphan Drug Act at 35: Observations and an Outlook for the Twenty-First Century.” *Innovation Policy and the Economy*, volume 19. Scott Stern and Joshua Lerner, editors.

#### Course Materials:

**Stern, Ariel D.** and Daniela Beyersdorfer. “1928 Diagnostics: Fighting Antibiotics Resistance.” Harvard Business School Case 621-025 (October, 2020) [25p].

**Stern, Ariel D.** and Sarah Mehta. “Maven Clinic: Women’s Health in the Digital Age.” Harvard Business School Case 620-035 (March, 2020) [21p].

**Stern, Ariel D.** and Sarah Mehta. “Ariadne Labs: Building Impactful Partnerships” Harvard Business School Case 619-017 (June, 2019) [25p].

**Stern, Ariel D.** and Sarah Mehta. “Ariadne Labs: Building Impactful Partnerships” Harvard Business School Teaching Note 620-002 (February, 2020) [16p].

Chandra, Amitabh and **Ariel D. Stern** “Technical Note on Bayesian Statistics and Frequentist Power Calculations” Harvard Business School Case 620-032 (December, 2019) [15p].

Huckman, Robert S. and **Ariel D. Stern**. “The Brigham and Women’s Hospital Innovation Hub: Driving Internal Innovation.” Harvard Business School Case 619-026 (April, 2019) [20p].

**Stern, Ariel D.** and Sarah Mehta. “Adaptive Platform Trials: The Clinical Trial of the Future?” Harvard Business School Case 618-025 (September 2017, revised January 2018) [26p].

**Stern, Ariel D.** and Sarah Mehta. “Adaptive Platform Trials: The Clinical Trial of the Future? (B).” Harvard Business School Case 620-001 (September, 2019) [6p].

**Stern, Ariel D.** and Sarah Mehta. “Adaptive Platform Trials: The Clinical Trial of the Future? (TN).” Harvard Business School Teaching Note 618-048. (March 2018) [14p].

Huckman, Robert S., **Ariel D. Stern**, and Matthew G. Preble. “Twine Health.” Harvard Business School Case 615-068 (March 2015) [14p].

Huckman, Robert S. and **Ariel D. Stern**. “Twine Health (TN).” Harvard Business School Teaching Note. 618-055. (March 2018) [19p].

## **WORKING PAPERS**

Ball, George P., Jeffrey T. Macher, and **Ariel D. Stern**. “Product Recalls and New Product Development: Own Firm Distractions and Competitor Firm Opportunities.” Harvard Business School Working Paper No. 19-028 (Under review).

Foroughi, Cirrus and **Ariel D. Stern**. “Who drives Digital Innovation?: Evidence from the U.S. Medical Device Industry.” Harvard Business School Working Paper No. 19-120. (Preparing for submission).

Fischer, Moritz, Joachim Henkel, and **Ariel D. Stern** “Pioneer (Dis-)Advantages in Markets for Technology.” Harvard Business School Working Paper No. 19-043. (Revisions requested at *Research Policy*).

Marra, Caroline, William J. Gordon, and **Ariel D. Stern**. “Early Impact of COVID-19 on Use of Connected Digital Products in Clinical Research” (Revisions requested at *BMJ Open*)

## **DIGITAL PUBLICATIONS AND MULTIMEDIA**

**Stern, Ariel D.**, Henrik Matthies, Julia Hagen, Jan B. Brönneke, and Jörg Debatin. “Want to See the Future of Digital Health Tools? Look to Germany.” *Harvard Business Review* Digital Article, December 2020.

Sanders, Samantha F., **Stern, Ariel D.** and William J. Gordon. “How to Make Remote Monitoring Tech Part of Everyday Health Care.” *Harvard Business Review* Digital Article, July 2020.

**Stern, Ariel D.** and Caroline Marra. “The growing role of connected tech in medical research.” *Harvard Business School Digital Initiative*, December 2019.

Sanders, Samantha F., Mats Terwiesch, William J. Gordon, and **Ariel D. Stern**. “How artificial intelligence is changing health care delivery.” *NEJM Catalyst*, October 2019.

Coravos, Andrea, Irene Chen, Ankit Gordhandas, and **Ariel D. Stern**. “We should treat algorithms like prescription drugs.” *Quartz*, February 2019.

Bagley, Nicholas, Amitabh Chandra, Craig Garthwaite, and **Ariel D. Stern**. “It’s time to reform the Orphan Drug Act.” *NEJM Catalyst*, December 2018.

Huckman, Robert S. and **Ariel D. Stern**. “Why apps for managing chronic disease haven’t been widely used, and how to fix it.” *Harvard Business Review* Digital Article, April 2018.

**Stern, Ariel D.** *The Cold Call Podcast with Brian Kenney* “Could a new business model make clinical drug trials more accessible to patients?” March 2018.

## **PRESENTATIONS**

“Product Recalls and New Product Development: Own Firm Distractions and Competitor Firm Opportunities”

European School of Management and Technology (December 2020)

Max Planck Institute for Innovation and Competition (November 2020)

University of Minnesota, Carlson School of Management (November 2020)

University Duisburg-Essen, Essen Health Economics Seminar Series (November 2020)

Leibnitz University Hannover, Institute of Health Economics (November 2020)

Technical University of Munich School of Management (July 2020)

Boston University, Questrom (February 2020)

University of Chicago, Booth (November 2019)

NBER Summer Institute, Innovation (July 2019)

NBER Program on Productivity, Innovation, & Entrepreneurship Meeting (March 2019)

Wharton Empirical Operations Workshop (September 2018)

“Dynamic HTA for Digital Health Solutions: Challenges and Opportunities for Patient Centered Evaluation”  
German Society for Health Economics (DGGÖ) annual conference (March 2021)

“How Economics can Shape Precision Medicines”

Boston Combined Residency Program in Pediatrics (February 2021)  
Brigham and Women’s Hospital, Grand Rounds, Rheumatology Department (February 2020)  
Broad Institute of MIT and Harvard (March 2019)  
Massachusetts General Hospital, Grand Rounds, Urology Department (February 2019)

“Regulatory Incentives for Pharmaceutical Innovation: the FDA’s Breakthrough Therapy Designation”

University of San Francisco Economics (March 2021)  
NBER Productivity Seminar (December 2019)  
Sprestadt-Forum on Health Care in Europe, Technical University of Berlin (January 2019)  
ASSA Annual Meeting / Health Economics Research Organization (January 2018)  
Harvard-MIT Center for Regulatory Science Annual Symposium (March 2017)

“The Growth of Software in Medical Technology: Implications for Firms and Regulators”

HBS-OECD Platforms and Emerging Business Models Conference (November 2019)  
Medtronic Health Economics (October 2019)  
University of Erlangen-Nuremberg, Machine Learning and Data Analytics Lab (June 2019)  
Boston University, School of Public Health (May 2018)  
Beth Israel Deaconess Medical Center, Center for Outcomes Research in Cardiology (April 2018)  
Harvard Medical School, Regulatory Sciences Advisory Group (February 2018)

“The Digital Revolution in Health Care”

Stockholm School of Economics, House of Innovation Conference (October 2020)  
Harvard-MIT Center for Regulatory Science (September 2020)  
University of Minnesota, Humphrey School of Public Affairs (October 2019)  
National Association of Business Economists (September 2019)

“The Impact of Price Regulation on the Availability of New Drugs in Germany”

Salerno School of Medicine (October 2019)

“Pioneer (Dis-)Advantages in Markets for Technology”

Academy of Management (August 2019)  
Technical University of Munich (October 2018)

“Who Drives Digital Innovation?: Evidence from the U.S. Medical Device Industry”

NBER Summer Institute, IT and Digitization (July 2019)  
NYU Stern (November 2018)  
European School of Management and Technology (November 2018)  
Munich Summer Institute (June 2018)  
Industry Studies Association Conference (May 2018)  
MIT Sloan School of Management (April 2018)  
Tilburg University, Econometrics and Operations Research Department (March 2018)  
NBER Digitization Meeting (March 2018)  
Northeastern University, Economics Department (February 2018)  
Harvard Business School, Science-Based Business Initiative Seminar (December 2017)  
NYU Stern, Economics of Strategy Workshop (June 2017)  
Max Planck Institute / Ludwig Maximilian University of Munich (June 2017)  
UCSB Economics (April 2017)



UCSD Rady School of Management (April 2017)  
Bocconi School of Management (March 2017)  
Heinz College, Carnegie Mellon University (March 2017)  
Weatherhead School of Management, Case Western Reserve University (February 2017)  
NBER Productivity Seminar (February 2017)  
Asia Innovation and Entrepreneurship Association-NBER Conference (August 2016)

“The Adoption and Diffusion of Medical Technology: Evidence from Cardiac Procedures”

Düsseldorf Institute for Competition Economics (June 2019)  
University of Milan (March 2019)  
University of Venice (March 2019)  
INFORMS Annual Meeting (November 2018)  
ASSA Annual Meeting / Health Economics Research Organization (January 2018)  
International Health Economics Association Congress (July 2017)  
Chicago Booth Junior Health Economics Summit (February 2017)

“The Impact of the Entry of Biosimilars: Evidence from Europe”

U.C. Irvine Conference on Biosimilar Innovation (February 2019)  
Chicago Booth Junior Health Economics Summit (March 2017)  
BU/Harvard/MIT Health Economics Seminar (February 2017)  
Harvard Medical School Regulatory Sciences Advisory Group (January 2017)  
MIT Center for Biomedical Innovation Summit (December 2016)  
Duke Strategy Conference (October 2016)  
American Society of Health Economics Conference (June 2016)  
Workshop on New Empirical Developments in Health and Labor Markets (June 2016)  
Bates-White Life Sciences Symposium (May 2016)  
European Biosimilars Group Conference (April 2016)  
U.K. Institute for Fiscal Studies (April 2016)  
University of Virginia Batten School of Leadership and Public Policy (March 2016)  
NBER Productivity Seminar (March 2016)  
Tulane Innovation and Behavior in Health Markets Conference (February 2016)  
International Health Economics Association Congress (July 2015)

“Biomarkers, Analytics, and the Data-Driven Future of Precision Medicine”

Harvard Data Science Initiative (October 2018)  
Harvard Business School Digital Initiative, Future Assembly Conference (April 2018)

“ACA-Era Medicaid Expansions and Pharmaceutical Innovation”

Bates-White Life Sciences Symposium (May 2018)

“Characterizing the Drug Development Pipeline for Precision Medicines”

NBER Economic Dimensions of Personalized & Precision Medicine Conference (September 2017)  
Asia Innovation and Entrepreneurship Association-NBER Conference (August 2017)  
International Institute of Public Finance Annual Congress (August 2017)  
Bates-White Life Sciences Symposium (May 2017)

“Innovation Under Regulatory Uncertainty: Evidence from Medical Technology”

Harvard Kennedy School Health Care Leadership Council Roundtable on BioPharma Regulation and Innovation (April 2016)

Georgia Tech Scheller College of Business (January 2016)  
Canadian Conference on the Economics of Entrepreneurship and Innovation (June 2015)  
Radcliffe Workshop on Innovation, Regulation, and Diffusion of Medical Technologies (May 2015)  
NBER Program on Productivity, Innovation, & Entrepreneurship Meeting (March 2015)  
NBER Summer Institute, Health Care (July 2014)  
CRISP Health Econometrics Workshop (July 2014)  
American Society of Health Economists Conference (June 2014)  
Ludwig Maximilian University Munich (April 2014)  
University of Toronto Rotman School of Management (February 2014)  
University of Chicago Harris School of Public Policy (February 2014)  
UCSD School of Global Policy and Strategy (February 2014)  
Northwestern Kellogg School of Management (January 2014)  
Stanford University, Department of Health Research and Policy (January 2014)  
RAND Corporation (January 2014)  
Yale School of Public Health, Health Policy and Management (January 2014)  
Harvard Business School (January 2014)  
MIT Sloan School of Management (December 2013)  
NBER Productivity Seminar (November 2013)

“Physician Beliefs and Patient Preferences: A New Look at Regional Variation in Health Care Spending”

Tufts Medical Center, Center for Evaluation of Value and Risk in Health (March 2016)  
Ariadne Labs, Harvard T.H. Chan School of Public Health (January 2016)  
ASSA Annual Meeting / Econometric Society (January 2016)  
International Conference on Organizational Behavior in Health Care (April 2014)  
Federal Reserve Bank of Boston (April 2014)  
NBER Health Care Meeting (March 2013)

## **PROFESSIONAL ACTIVITIES**

### Memberships:

Academy of Management; American Economic Association; American Society of Health Economists; Digital Medicine Society; German Society of Health Economists (DGGÖ); INFORMS; International Health Economics Association; Robert Bosch Foundation Fellowship Alumni Association

### Ad hoc Refereeing:

American Economic Journal: Applied Economics  
American Economic Journal: Economic Policy  
American Journal of Public Health  
Health Affairs  
Drug Discovery Today  
Health Economics  
Journal of the American Medical Association (JAMA)  
JAMA Internal Medicine  
Journal of Health Economics  
Journal of Health Politics, Policy and Law  
Journal of Human Resources  
Journal of Public Economics

Management Science  
npj Digital Medicine  
Production and Operations Management  
RAND Journal of Economics  
Review of Economics and Statistics  
Review of Industrial Organization  
Quarterly Journal of Economics

Conferences, Workshops, and Committees:

Scientific Committee: American-European Health Economics Study Group (2016 – present)  
Organizing Committee: Asia Innovation & Entrepreneurship Association-NBER Conference (2019 – present)  
Harvard Ph.D. Program in Health Policy core seminar working group (2021)  
Academy of Management: Technology & Innovation Management Division Best Dissertation Award Committee (2021)  
MSOM Healthcare Special Interest Group Workshop: Review Committee (2021)  
Panel Chair: Global Conference on Regulatory Science, Panel: “Advances in Digital Medicine and Patient Care” (October 2020)  
Invited discussion: Asia Innovation & Entrepreneurship Association-NBER Conference (August 2020)  
Invited discussion: NBER Economics of Artificial Intelligence Conference (September 2019)  
Symposium Co-Chair: Academy of Management Meetings (August 2019)  
Session Organizer: INFORMS Healthcare Conference (July 2019)  
Co-founder and Chair: Harvard Digital Medicine Symposium (May 2019)  
Invited discussion: HBS Digital Initiative Discussion Symposium (May 2019)  
Organizer: Harvard-MIT Center for Regulatory Science Doctoral Symposium (February 2019)  
Invited discussion: ASSA / American Economic Association Annual Meeting (January 2019)  
Session Chair: Harvard Program in Therapeutic Science Annual Symposium (December 2018)  
Organizing Committee: American-European Health Economics Study Group (June 2018)  
Session Chair & Organizer: American Society of Health Economists Conference (June 2018)  
Invited discussion: Roundtable for Engineering Entrepreneurship Research (November 2017)  
Invited discussion: American Society of Health Economists Conference (June 2016)  
Invited discussion: Asia Innovation & Entrepreneurship Association-NBER Conference (August 2016)  
Invited discussion: NBER Summer Institute, Innovation (July 2015)  
Invited discussion: ASSA Annual Meeting (January 2015)  
Invited discussion: American Political Science Association Annual Meeting (September 2014)  
Invited discussion: International Conference in Organizational Behavior in Health Care (April 2014)

**SELECTED MEDIA COVERAGE**

“Lessons from the Impact of Price Regulation on the Pricing of Anticancer Drugs in Germany”  
“How can cancer drug prices better match their benefits? Germany offers a cost-saving model”  
STAT News (July 2020)  
“Aligning Cost with Benefit for Cancer Drugs: Success in Germany” *Medscape* (August 2020)

“Quantifying the Use of Connected Digital Products in Clinical Research”  
“Quantifying the use of remote monitoring tools” *Study of the week* Health Tech Newsletter,

*STAT News* (April 2020)

“More clinical trials are incorporating connected digital products with each passing year”

*MobiHealthNews* (April 2020)

“The Impact of Price Regulation on the Availability of New Drugs in Germany”

“What the U.S. can learn from Germany on drug prices” *Axios* (July 2019)

“Can Germany help the U.S. lower prescription drug prices?” *WTOP Radio* (July 2019)

“Innovation Under Regulatory Uncertainty: Evidence from Medical Technology”

“The Medical Field is Ripe for Automation,” *Business Insider* (April 2017)

“Device Recalls Surge in Recent Years, Prompting Question: Why?” *General Surgery News* (April 2016)

“Sure, They're Cool, but will Smart Wearables Ever Live Up to Their Potential?” *Managed Care Magazine* (November 2015)

“Counting the Costs and Opportunities of Medical Tech Regulation,” *Smith Business Insight* (September 2015)

“Two Eminent Reasons to Speed Device Approvals,” *Medical Device and Diagnostics Industry* (September 2015)

“How FDA Hinders Medical Devices Innovation,” *Medical Device and Diagnostics Industry* (August 2015)

“What’s the Real Reason for FDA Device Delays?” *Medical Device and Diagnostics Industry* (August 2015)

“Device Industry Suffers from First-Mover Disadvantage due to FDA Regs,” *Fierce Medical Devices* (August 2015)

“Two Excellent Discussions of Biopharma/Medtech Innovation, Pricing, and Strategy,” *Discoveries in Health Policy* (August 2015)

“Too Slow or Too Sloppy? Medical Devices Want Faster FDA Approval,” *The Washington Diplomat* (August 2015)

“The Impact of the Entry of Biosimilars: Evidence from Europe”

“New Class of Generics Could Save Consumers, Insurers Billions. FDA is Moving Carefully,” *NPR, Marketplace* (July 2016)

“Drug Channels News Roundup, July 2016: Biosimilars, Drug Prices, Morris & Dickson,” *Drug Channels* (July 2016)

“Physician Beliefs and Patient Preferences: A New Look at Regional Variation in Health Care Spending”

“Cowboy Doctors Are Rustling Up Healthcare Costs,” *WGBH: Innovation Hub* (November 2015)

“‘Cowboy Doctors’ and Health Costs,” *Harvard Magazine* (September 2015)

“New Research Finds Cowboy Doctors May Contribute to High Healthcare Costs,” *WBUR, Radio Boston* (August 2014)

“Regional Variation in Health Care: Physician Beliefs or Patient Preferences?” *National Bureau of Economic Research Bulletin on Aging and Health* (2014)

“Are Hospitals Already Saving Money for Medicare?” *Bloomberg View* (August 2013)

“Will the Stork Return to Europe and Japan? Understanding Fertility Within Developed Nations”

“How Feminism Could Save Japan from Demographic Doom,” *Vox* (October 2014)

“Pro-Baby, but Stingy with Money to Support Them,” *The New York Times* (July 2013)

“The Economics of Having Children,” *Handelsblatt* (Germany) (November 2008)

## **RESEARCH IN PROGRESS**

Chandra, Amitabh, Jennifer L. Kao, Kathleen Miller, and **Ariel D. Stern**. “Regulatory Incentives for Pharmaceutical Innovation: the FDA's Breakthrough Therapy Designation.”

Huckman, Robert S. and **Ariel D. Stern**. “The Adoption and Diffusion of Medical Technology: Evidence from Cardiac Procedures.”

Garthwaite, Craig, Rebecca M. Sachs, and **Ariel D. Stern**. “ACA-Era Medicaid Expansions and Pharmaceutical Innovation”

## **OTHER**

Leadership Council, Institute for Global Health Sciences, University of California San Francisco (since September 2019)

Strategic Advisory Board, Elektra Labs (since December 2018)

Board of Visitors, Rockefeller Center for Public Policy and the Social Sciences, Dartmouth College (since July 2017)

Advisory Board, The Resolution Project (2014-2019), non-profit fostering youth leadership development through social entrepreneurship

Two-time U.S. National Collegiate Figure Skating Champion (2004, 2005)

*U.S. Figure Skating* gold test level (2005)

Member of the “Wearers of the Green,” Dartmouth’s athletic hall of fame (since May 2006)