Caitlyn Fleming
Curriculum Vitae

Contact Information

University of Illinois at Chicago
601 South Morgan Street
Chicago, IL 60607

Phone: (908) 268-9360
Email: cflemi7@uic.edu

Education

Doctor of Philosophy, Economics — Expected 2020
University of Illinois at Chicago, Chicago, IL

Master of Arts, Economics — 2017
University of Illinois at Chicago, Chicago, IL

Bachelor of Arts, Economics and International Studies — 2011
Colby College, Waterville, ME
Senior Paper: The Impact of HIV/AIDS on Foreign Direct Investment in Africa

Research Interests

Health economics, industrial organization, labor economics, applied microeconomics

Coursework

2017-2018: Economic Evaluation of Health Care Intervention, GIS for Planners
2016-2017: Health Economics and Public Policy (at University of Chicago Harris School), Economic Development, Economics of Education, Labor Economics, Microeconometrics, Public Economics
2015-2016: Microeconmics I & II, Macroeconomics I & II, Econometrics I & II

Publications

Kaestner, R., Garrett, B., Chen, J., Gangopadhyaya, A., & **Fleming, C.** (2017). Effects of ACA Medicaid expansions on health insurance coverage and labor supply. *Journal of Policy Analysis & Management*, 36(3): 608-642.

Tomasik, J. & **Fleming, C.** (2015). Lessons from the field: Promising interprofessional collaboration practices. *Robert Wood Johnson Foundation: Princeton, NJ.*

Works in Progress

Inertia, Learning, and Welfare in Physician Prescribing Behavior: The Case of Generic Entry

Selection, Subsidies, and Welfare in Health Insurance: Employer Sponsored Health Insurance Versus the ACA Marketplaces (with Sebestian Fleitas, Gautam Gowrisankaran, and Anthony LoSasso)

Firm Fixed Costs in the Small Group Insurance Market (with Anthony LoSasso and Nick Tilipman)

Research Experience

Research Assistant, Professor Anthony LoSasso — August 2016 - present
Health Policy and Administration

Research Assistant, Professor Robert Kaestner — August 2015 - July 2016
Institute for Government and Public Affairs

Teaching Experience

ECON 215: Health Economics, Teaching Assistant — Spring 2018

Professional Experience

Senior Analyst — 2012-2015
Center for Applied Research (CFAR), Boston, MA

Research Associate — 2011-2012
Stax, Inc., Boston, MA

Presentations

2018: UIC Economics Graduate Student Seminar, UIC Economics Active Research Lunch, Illinois Economics Association Annual Meeting (*scheduled*), APPAM Annual Fall Research Conference (*scheduled*)
2017: UIC Health Policy and Administration Working Group
2016: AcademyHealth Annual Research Meeting (poster)

Professional Activities

Referee
Journal of Policy Analysis and Management

Service
Chair, UIC Economics Graduate Student Organization (2017-2018)
Graduate Student Mentor (2017 – present)

Memberships
Association for Public Policy Analysis & Management, Illinois Economics Association

Awards

Department Travel Funding Award
University of Illinois at Chicago, 2016

Distinction in Economics
Colby College, 2011

Skills

Stata, R, LaTeX, MS Office

30 years
UIC UNIVERSITY OF ILLINOIS AT CHICAGO

Department of Economics (MC 144)
College of Liberal Arts and Sciences
University Hall, Room 725
601 South Morgan Street
Chicago, IL 60607-7107

September 21, 2018

Re: Caitlyn Fleming

Dear colleagues:

It gives me great pleasure to recommend **Caitlyn Fleming** for the NBER Boot Camp in Health Economics. Caitlyn has just begun her fourth year in the doctoral program in economics at the University of Illinois at Chicago. Tony LoSasso (who is appointed in the UIC School of Public Health) and I co-advise both Caitlyn and Lu Gao, who is also applying for this NBER program. Caitlyn and Lu are two of the top students in our program and both would benefit tremendously from attending the NBER Boot Camp. I very much hope you can find space for both of them.

I've known Caitlyn since her first year in our program, when she took my second semester core econometrics class, which is a mixture of research design topics (i.e. differences in differences, matching, regression discontinuity), a lot of instrumental variables, GMM, and quantile regressions. She was a model student. She always came to class prepared, having read the material, and was the most active participant in class discussion. She also did exceptionally well and earned a high A grade.

Tony and I had the pleasure of supervising Caitlyn's third year paper, a required component of our PhD program. Caitlyn studies how the entry of generic prescription drugs affects physicians prescribing behavior, using detailed claims data on antipsychotic drugs provided by a national insurance carrier. She documents that when the generic becomes available, there is a discrete, instantaneous drop in prescriptions filled for the brand-name drug and then a continued slow decline over the next year. To better understand this pattern, she finds that physicians who first prescribe this class of drugs after the generic is available were more likely to prescribe generics than physicians who prescribed the brand-name drug before the generic is available. She then uses a within-physician event-study model to show that the two groups' prescribing behavior tends to converge about three months after the generic is introduced. The larger goal of her work is to understand the roles of brand loyalty, switching costs, and learning in influencing physician prescribing behavior. To this end, she has begun work on a discrete choice methodology borrowed from the IO literature. I think this research agenda is exciting and has the potential to spawn a number of papers. I'll also add that this project was entirely Caitlyn's idea and she has largely driven the analysis herself.

Caitlyn would be an excellent match for the Boot Camp. Her work is at the intersection of health economics, IO, and behavioral economics, which match the themes of the Boot Camp. I think she would especially benefit, though, because of the limitations of our fairly small department. Our course structure is designed to give the students a broad background applied

Phone (312) 996-2684

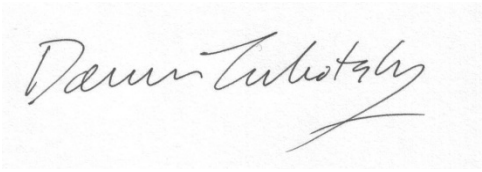
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microeconomics and so most students take a class in labor economics, public finance, education, health, and development. We don't have the faculty size to offer deeper, two-semester sequences in multiple fields. We also do not offer a class in Industrial Organization. Additional training in health economics and IO would be incredibly valuable to her. Further, it would be wonderful for her to interact with graduate students and top faculty in the field.

She is also well prepared for the Boot Camp. She performed excellently in her course work at UIC and also took Health Economics at the University of Chicago (because the faculty member who usually teaches it at UIC was on-leave during her second year) and earned an A. I meet with her regularly to discuss her research and she is among the most mature, engaged, dedicated, and intelligent students with whom I've worked in my sixteen years at the University of Illinois at Urbana-Champaign and now at Chicago. Last year our two top health economists got tenure-track jobs at Vasser (Alicia Atwood) and Tulane (Engy Zeidan). I very much expect Caitlyn will have similar success on the job market.

I hope it is clear how highly I think of Caitlyn. Thank you for considering her application to the NBER Boot Camp.

Sincerely,



Darren Lubotsky
Associate Professor & Director of Graduate Studies
Department of Economics
University of Illinois at Chicago

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Caitlyn Fleming
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September 18, 2018

National Bureau of Economic Research
1050 Massachusetts Ave
Cambridge, MA 02138

Dear Professors Handel, Ho, and Kolstad,

I am applying to attend the NBER Health Economics Research Boot Camp. I am in my fourth year of the economics doctoral program at the University of Illinois at Chicago. I am confident that my research interests and background make me an ideal candidate to attend the boot camp.

My research interests are closely aligned with the topics that will be covered at the boot camp: health economics as it intersects with industrial organization, public economics, and behavioral economics. My current research focuses on physician inertia in prescribing behavior. I explore both the impact of generic entry on prescribing behavior and the impact that payments from pharmaceutical firms have on physician search costs in the pre-generic period. I am interested in learning more about structural methods used in industrial organization research and how this could improve my own research.

Before I began my Ph.D., I worked at a management consulting firm, where my primary clients were in the health care industry, including hospitals, health systems, and professional associations. This institutional background, as well as my research interests and access to a unique data set, make me a strong candidate to attend the boot camp.

Enclosed are my curriculum vita, which includes my coursework, and rationale essay. A letter of recommendation from Darren Lubotsky will follow. Thank you for your consideration, I look forward to hearing from you.

Sincerely,



Caitlyn Fleming

A two-page essay explaining the rationale for attending the boot camp. This should include a brief description of the applicant's current and future research direction.

I am excited for the opportunity to both learn at and contribute to the NBER Health Economics Research Boot Camp. In particular, its focus on research at the intersection of industrial organization, behavioral economics, and public economics perfectly aligns with my own research interests on physician prescribing behavior. I hope to bring my unique background to the boot camp and to leave with a better understanding of health economics, new collaborators interested in the field, and inspiring, new research ideas.

While UIC has provided me many opportunities, the economics department is small and does not contain expertise in either industrial organization or behavioral economics. I have been diligent in finding opportunities to fill in these gaps, such as taking courses at the University of Chicago and regularly attending conferences to be exposed to more researchers working in my field. I see this boot camp as an ideal fit to provide some of the specialization in coursework I desire, as well as a way to improve my network and bring about new projects with my peers.

My research interests in health economics are at the intersection of behavioral economics and industrial organization. My dissertation research focuses on physician prescribing behavior. I first explore physician inertia in the face of generic entry and separately identify structural inertia from unobserved persistence preference heterogeneity. To the extent to which I find structural inertia, I separately identify psychological switching costs, search costs, and learning. The source of inertia has important policy implications: if physicians' choice persistence is a function of learning, investments in policy interventions may not be worthwhile if physicians make the welfare-enhancing choice eventually. I find that inertial behavior decreases under the changing choice set as generic drugs enter the market. Physicians familiar with the pre-generic choice set are less likely to prescribe the generic once it becomes available, though it takes only about three months for incumbent physicians to prescribe the generic at the same rate as newer physicians.

In future research, I plan to address the role of payments to physicians from pharmaceutical firms in search costs. Payments to physicians are typically associated with a meeting with a pharmaceutical representative designed to provide the physicians with information about a drug and its qualities. I plan to study the effect of physician-industry interactions on prescribing patterns and the extent to which these interactions may mitigate physician search costs for new drugs. My research uses methods that are new to me and I am excited to learn more about additional relevant methods at the health economics research boot camp.

To explore these research questions, I use an exciting and unique data set from a large, national insurance carrier. The data contain detailed medical and pharmaceutical claims through which I observe patient characteristics. The claims data also contain National Provider Identifiers, which

allow me to identify physicians in the data. In addition, I have comprehensive information on the plan benefits design, including all plans offered to individuals at a firm.

Separately, I study the small group employer-sponsored health insurance market, specifically the impact on this market as a result of the ACA's insurance marketplace. This research is funded by an AHRQ grant and is joint work with Sebastian Fleitas, Gautam Gowrisankaran, and Anthony LoSasso. The research evaluates the benefit from the small group market relative to having this market eliminated and being faced with marketplace exchange plans. It further analyzes the impact of counterfactual formulations of the ACA marketplaces, based on subsidies, tax deductibility, and plan benefits.

Before starting work on my Ph.D., I was an analyst at a management consulting firm in Boston. I worked primarily with health care clients, including professional organizations, hospitals, and health systems. In addressing client issues, I gained an understanding of the workforce and pipeline issues facing physician specialties, physician payment structures, and how clinical integration and other physician alignment tools could impact health systems. This background gives me a unique perspective through which to explore issues in health economics.

I am interested in learning about and conducting research that has the potential to impact policy decisions and deepen our understanding of the way health care markets work. Attending the boot camp would also foster an environment to spark new ideas and potential collaborations by providing an opportunity to network with other early researchers in health economics. Coming from a small department, it would be especially beneficial to interact with other graduate students in health economics. The boot camp provides an interesting way to meet other graduate students, understand what they are working on, and think about potential collaborations.