

Jennifer Kao

UCLA Anderson School of Management
Strategy Area
110 Westwood Plaza, Cornell Hall D510
Los Angeles, CA 90095-1481

jennifer.kao@anderson.ucla.edu
<https://www.jennifer-kao.com/>

PROFESSIONAL APPOINTMENTS

Assistant Professor of Strategy, UCLA, Anderson School of Management	2019-Present
Research Associate, California Center for Population Research	2021-Present
Faculty Associate, UCLA Center for Health Policy Research	2022-Present

EDUCATION

Harvard University & Harvard Kennedy School of Government
Ph.D., Public Policy, 2019
Thesis: *Essays on the Economics of Health and Innovation*
Advisors: David Cutler (chair), Pierre Azoulay, Amitabh Chandra

London School of Economics and Political Science
M.Sc., Economics, 2012

University of California, Berkeley
B.S., Business Administration, 2010

HONORS, FELLOWSHIPS, & GRANTS

National Institute for Health Care Management (Invitation for Full Proposal)	2024
UCLA Price Center for Entrepreneurship & Innovation Research Grant	2023 – 2024
UCLA Society of Hellman Fellows	2022 – 2023
UCLA Price Center for Entrepreneurship & Innovation Research Grant	2022 – 2023
UCLA Faculty Research Grant	2022 – 2023
UCLA Pandemic Resources Research Award	2022
UCLA Fink Center for Finance Faculty Grant	2020 – 2021
Harvard University GSAS Dissertation Completion Fellowship	2018
NBER Pre-Doctoral Fellow on Aging and Health Economics	2016 – 2019
NBER-IFS Pre-Doctoral Fellowship on the Value of Medical Research	2016
Vicki Norberg-Bohm Fellowship	2014 – 2015
Pre-Doctoral Fellow, Harvard Environmental Economics Program	2013 – 2019
Harvard University GSAS Fellowship	2013 – 2015

PUBLICATIONS AND WORKING PAPERS

Wesley Greenblatt, Charu Gupta, and **Jennifer Kao**. “Drug Repurposing During the Covid-19 Pandemic: Lessons for Expediting Drug Development and Access.” *Health Affairs* 42:3, 424-432 (2023)

Jennifer Kao, Joseph S. Ross, and Jennifer E. Miller. “Transparency of Results Reporting in Cancer Clinical Trials.” *JAMA Network Open* 6(8):e2328117 (2023). (Previous title: “Trial Transparency – Reporting Across Three Dissemination Platforms”)

Amitabh Chandra, **Jennifer Kao**, Kathleen Miller, and Ariel D. Stern. 2021. “Regulatory Incentives for Pharmaceutical Innovation: the FDA's Breakthrough Therapy Designation.” (Conditionally accepted at *The Review of Economics and Statistics*)

Katie Miller, Aaron Kearsley, Ariel Stern, and **Jennifer Kao**. “The FDA Breakthrough Therapy Program Designation Reduced Late-stage Development Times.” (Revisions requested)

Jennifer Kao. “Information Disclosure in the Presence of Competition: Evidence from the Pharmaceutical Industry.” (Revisions requested)

Jennifer Kao. “Charted Territory: Evidence from Mapping the Cancer Genome and R&D Decisions in the Pharmaceutical Industry.” (Revisions requested)

Pierre Azoulay, Misty Heggeness, and **Jennifer Kao**. “Medical Research and Health Care Finance: Evidence from Academic Medical Centers.” (Preparing for submission)

Jennifer Kao and Tamar Oostrom. “The Effect of Insurance on Disparities in Trial Enrollment.” (Preparing for submission)

Jennifer Kao and Rebecca McKibbin. “Expanding Access to Medical Treatments: Research in New Uses Throughout the Drug Development Lifecycle.” (Previous title: “Drug Repurposing in the United States: How Regulation Shapes Evidence Quality and Experimentation”)

SELECTED RESEARCH IN PROGRESS

Pierre Azoulay, Alessandro Bonatti, **Jennifer Kao**, and Danielle Li. “Learning and Persuasion in Clinical Trial Design.”

Colleen Cunningham and **Jennifer Kao**. “Negative Information and Innovation.”

Charu Gupta and **Jennifer Kao**. “Strategic Entry in Regulated Markets.” (Previous title: “R&D Decisions for New Medical Technologies: Evidence from New Uses of Existing Drugs and Off-Label Drug Use”)

Charu Gupta and **Jennifer Kao**. “Does Going Public Affect Pharmaceutical Innovation? Evidence from Clinical Trials.”

OTHER PUBLICATIONS AND MULTIMEDIA

Jennifer Kao. *A Health Podyssey (Health Affairs Podcast)* “Podcast: Jennifer Kao on Drug Repurposing” March 2023

Jennifer Kao. “Information Disclosure in the Presence of Competition: Evidence for the Pharmaceutical Industry.” *Academy of Management Proceedings*. 2022 (1). August 2022.

Jennifer Kao. “Charted Territory: Evidence from Mapping the Cancer Genome and R&D Decisions in the Pharmaceutical Industry.” *Academy of Management Proceedings*. 2019(1). August 2019.

Jennifer Kao. “Pharmaceutical Regulation and Off-Label Uses.” NBER-IFS White Papers on the Value of Medical Research. February 2017.

Miguel Coelho, **Jennifer Kao**, and Isabelle Roland. “Private Investment and Innovation.” In Tim Besley and John Van Reenen (Eds.) *Investing for Prosperity: A Manifesto for Growth*. September 2013.

Novella Bottini, Miguel Coelho, and **Jennifer Kao**. “Infrastructure and Growth.” In Tim Besley and John Van Reenen (Eds.) *Investing for Prosperity: A Manifesto for Growth*. September 2013.

Novella Bottini, Miguel Coelho, and **Jennifer Kao**. “A Blueprint for an Infrastructure Bank.” In Tim Besley and John Van Reenen (Eds.) *Investing for Prosperity: A Manifesto for Growth*. September 2013.

TEACHING

Assignments

Business Strategy, UCLA Anderson, Fully Employed MBA Program	2019-Present
Business Strategy, UCLA Anderson, Executive MBA Program	2023-Present
Teaching Fellow for U.S. Health Care Policy, Harvard College	2018

Other teaching

Anderson School of Management Research Group Seminar (Guest Lecturer: “An Economic Approach to Studying Innovation in Health Care”)	Oct 2021
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PRESENTATIONS

“Strategic Entry in Regulated Markets”
Academy of Management (August 2023)
American Society of Health Economists Conference (June 2023)

“The Effect of Insurance on Disparities in Trial Enrollment”
So-Cal Strategy and OT Workshop (April 2023)

“Drug Repurposing and How Incentives Shape the Development of Scientific Evidence”
APPAM Annual Research Conference (March 2022)

“Information Disclosure in the Presence of Competition: Evidence from the Pharmaceutical Industry”

Columbia/Wharton Management, Analytics and Data Conference (May 2023)
Ohio State Economics Seminar (April 2023)
BYU-Utah Winter Strategy Conference (March 2023)
Duke Fuqua Strategy Conference (October 2022)
Academy of Management (August 2022)
Munich Summer Institute (June 2022)
Industry Studies Conference (June 2022)
Duke Empirical Health Law and Policy Workshop (May 2022)
2022 Sumantra Ghoshal Strategy Conference (May 2022)
Bates-White Life Sciences Symposium (May 2022)
UC Santa Barbara Economics Seminar (May 2022)
International Industrial Organization Conference (May 2022)
Taiwan Symposium on Innovation Economics and Entrepreneurship (April 2022)
NBER Productivity Seminar (April 2022)
UCLA Seminar on Pharmaceutical Economics and Policy Seminar Series (March 2022)
Chicago Booth Junior Health Economics Summit (February 2022)
Charles Rivers Associates (February 2022)
U.S. Food and Drug Administration Economics Brown Bag (December 2021)
American Society of Health Economists Conference (June 2021)

“Charted Territory: Evidence from Mapping the Cancer Genome and R&D Decisions in the Pharmaceutical Industry”

ASSA Annual Meeting (January 2024 – Scheduled)
CEPR Conference in Health Economics (June 2023)
Strategy, Innovation, and Entrepreneurship Workshop (February 2023)
UC Berkeley, Haas School of Business, Economics of Innovation PhD seminar (November 2020)
Academy of Management (August 2019)
INFORMS Healthcare (July 2019)
University of Toronto Mississauga (February 2019)
Northwestern Kellogg School of Management (February 2019)
Fuqua School of Business, Duke University (January 2019)
UCLA Anderson School of Management (January 2019)
Imperial College Business School (January 2019)
Dyson Cornell SC Johnson College of Business (January 2019)
NBER Productivity Seminar (December 2018)

Wharton Innovation Doctoral Symposium (October 2017)

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

Asia Innovation and Entrepreneurship Association-NBER Conference (August 2021)

NBER Summer Institute, Innovation (July 2021)

Munich Summer Institute (June 2021)

NABE Tech Economics Conference (November 2019)

American Society of Health Economists Conference (June 2018)

Bates-White Life Sciences Symposium (May 2018)

“Medical Research and Health Care Finance: Evidence from Academic Medical Centers”

APPAM Annual Research Conference (November 2020)

NBER Summer Institute, Health Care (July 2020)

UCLA Strategy Brown Bag (January 2020)

ASSA Annual Meeting / Health Economics Research Organization Session (January 2020)

NBER Productivity Seminar (May 2017)

International Network on the Value of Health Research (September 2016)

“R&D Decisions for New Medical Technologies: Evidence from New Uses of Existing Drugs and Off-Label Drug Use”

Munich Summer Institute (May 2017)

PROFESSIONAL SERVICE

Memberships:

American Economic Association, Academy of Management, American Society of Health Economists, Industry Studies Association, The Econometric Society

Referee for *American Economic Review*, *Review of Economic Studies*, *Journal of Political Economy*, *Management Science*, *American Economic Journal: Economic Policy*, *The RAND Journal of Economics*, *The Review of Financial Studies*, *Journal of Public Economics*, *Journal of Health Economics*, *Research Policy*, *Health Affairs*, *American Journal of Health Economics*, *Health Economics*, *Proceedings of the National Academy of Sciences of the United States of America*, *npj Digital Medicine*, *The Milbank Quarterly*, *Healthcare: The Journal of Delivery Science and Innovation*, *Organization Science*

Conferences, Workshops, and Committees:

Invited Panelist: AOM Annual Meeting: Strategy and Innovation in the Biopharmaceutical and Healthcare Sectors Paper Development Workshop (August 2023)

Invited Participant: HBS Junior Innovation Economics Conference (May 2023)

Invited Discussions: ASSA Annual Meeting: Innovation and Inequality Session, Energy and Environmental Innovation Session (January 2023)

Invited Discussion: International Industrial Organization Conference (May 2022)
Invited Participant: AEA CSWEP CeMENT Workshop (January 2021)
Organizing Committee: NABE Tech Economics Conference (November 2020)
Session Organizer: ASSA / American Economic Association Annual Meeting
(January 2020)
Invited Participant: AOM TIM Junior Faculty Consortium (August 2019)
Invited Discussion: Wharton Innovation Doctoral Symposium (October 2017)

University/Department Service:

UCLA Legislative Assembly	2021-Present
PhD Admissions Committee	2020-Present
UCLA Anderson Strategy Seminar Co-organizer	2021-Present

Current Advisees:

Yiyang Zeng (UCLA Anderson PhD Management)

SELECTED MEDIA COVERAGE

“Drug Repurposing During the Covid-19 Pandemic: Lessons for Expediting Drug Development and Access.”

“What Wants to Repurpose Cheap Drugs?” *Anderson Review* (July 2023)

“Information Disclosure in the Presence of Competition: Evidence from the Pharmaceutical Industry”

“Mandated Disclosure of Clinical Trials Ignored — Especially for Competitive Drugs” *Anderson Review* (December 2022)

“Chartered Territory: Mapping the Cancer Genome and R&D Decisions in the Pharmaceutical Industry”

“How Publicly Funded Research Leads to Cancer Drug Trials” *Anderson Review* (December 2019)

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

“The FDA’s Speedy Drug Approvals Are Safe: A Win-Win for Patients and Pharma Innovation” *HBS Working Knowledge* (March 2023)

“Speeding the Development and Approval of Breakthrough Drugs” *The NBER Digest* (February 2023)

“FDA’s Breakthrough Program: Faster Drug OKs Without Sacrificing Safety” *Anderson Review* (January 2023)

“Medical Research and Health Care Financing: Evidence from Academic Medical Centers”

“Following Medicare reimbursement rate changes, research actually increased” *Anderson Review* (December 2020)

WORK EXPERIENCE

Research Assistant for Professors David Cutler and Amitabh Chandra, Kyruus	2015
Research Assistant for Professor Ramana Nanda, Harvard Business School	2014
Research Assistant for Professors Tim Besley and John Van Reenen, LSE Growth Commission	2012-2013
Research Assistant for Professor Catherine Wolfram, UC Berkeley, Haas School of Business	2010-2011
Research Assistant for Professor Sofia Berto Villas-Boas, UC Berkeley, Department of Agricultural and Resource Economics	2009-2010
Research Assistant for Professor Anne Joseph O'Connell, UC Berkeley School of Law	2008-2009