CHIARA GARDENGHI

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EDUCATION

New York University, Stern School of Business
Ph.D. in Economics   2019 - 2025 (expected)

Bocconi University
M.Sc. in Economics (ESS), *110/110 Cum Laude*   2016 - 2018

Bocconi University
B.Sc. in Economics (CLES), *110/110 Cum Laude*   2013 - 2016

REFERENCES

Prof. Michael J. Dickstein
Dept. of Economics
NYU Stern School of Business
✉ michael.dickstein@nyu.edu

Prof. Christopher Conlon
Dept. of Economics
NYU Stern School of Business
✉ cconlon@stern.nyu.edu

Prof. Luís Cabral
Dept. of Economics
NYU Stern School of Business
✉ luis.cabral@nyu.edu

RESEARCH FIELDS

Industrial Organization, Health Economics, Applied Microeconomics

WORKING PAPERS

"Bundled Loyalty Discounts in Healthcare: Evidence from Physician-Administered Vaccines"
(Job Market Paper)

In many industries, multi-product sellers offer bundled loyalty discounts to buyers who refrain from purchasing competing products from rivals. These contracts can increase sales volumes by helping sellers establish a strong customer base across their product portfolios, but they also risk foreclosing competing sellers, even those offering superior products. I examine the welfare implications of bundled loyalty discounts in the context of physician-administered vaccines, which medical providers purchase and administer directly to their patients. I use prior antitrust cases involving vaccines to recover the proprietary terms of bundled discount contracts. I then develop a model of medical providers' demand and pharmaceutical companies' supply of vaccines. Using all-payer claims data from Colorado to estimate the model, I recover medical providers' preferences, vaccines' marginal costs, and the magnitude of bundled discounts that rationalizes providers' observed purchasing patterns. I use the model to evaluate the equilibrium and welfare effects of banning bundled discounts, allowing sellers and buyers to re-optimize their choices. I show that, in the absence of discounts, providers purchase fewer and lower-quality products, particularly at the expense of optional vaccines not required for school access. Insurers benefit in the short term through lower immunization coverage costs. The effect on pharmaceutical companies varies, depending on the scope and composition of their vaccine portfolios.

"Healthcare Innovation Across the Racial Divide: The Interplay of Public and Private Financing"
(Under Submission—with L. Cabral, D. Hegde and J. Lin)

"Supply-Side Incentives for Medical Technology Adoption"

Work in Progress

"Cost-Plus Reimbursement Contracts and Healthcare Market Segmentation"
(with J. Wang)

Teaching

Graduate Level:

Industrial Organization, TF for Prof. Chris Conlon and Luís Cabral (NYU Stern)	Spring 2023
PhD Math Camp, Instructor (NYU Stern)	Summer 2024

MBA/EMBA Level:

Healthcare Markets, TF for Prof. Michael J. Dickstein (NYU Stern)	Spring 2022

Undergraduate Level:

Health Economics, TF for Prof. Michael J. Dickstein (NYU Stern)	Spring 2022
Microeconomics with Algebra, TF for Prof. Luís Cabral (NYU Stern)	Fall 2021, 2022
Microeconomics, TF for Prof. Maristella Botticini (Bocconi University)	Fall 2018

Research Experience and Other Employment

Research Assistant for Prof. Guido Tabellini, Bocconi University	2018-2019
Visiting Researcher at IGIER, Bocconi University	2017-2019
Visiting Student at Nunnari Lab for Economic Experiments, Bocconi University	2016-2017
Intern at The Boston Consulting Group (Risk Team), Milan	2017

Honors and Awards

Center for Sustainable Business research grant ($2,500)	2024
Center for Global Economy and Business research grant ($7,000)	2021
Edwin and Diane Elton Fellowship, NYU Stern	2023-2024
NYU Stern School of Business PhD Fellowship	2019-2023

CONFERENCES AND PRESENTATIONS

American Society of Health Economists (ASHEcon), San Diego	2024
NBER Health Economics Research Summer Bootcamp, Berkeley	2022
AEA Workshop for Women in Health Economics and Policy, online	2021
NYU and NYU Stern Seminars: Industrial Organization, Applied Micro, Econometrics	2021-2024

PROFESSIONAL ACTIVITIES

Referee for: *Journal of Economics and Management Strategy*

Co-organizer: Econometrics Summer Reading Group at NYU Economics Department

Mentor for: PhD and MSc in Quantitative Economics students at NYU

OTHERS

Software and Programming: Python, Stata, LaTeX, GitHub, Bash (Linux)

Languages: English (Fluent), Italian (Native), French (Intermediate)

Citizenship: Italian

Last update: November 2024