

## **MATTHEW R. GRENNAN**

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### **EMPLOYMENT**

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**University of Pennsylvania, Wharton School**, Philadelphia, PA  
Assistant Professor, Health Care Management, July 2013 - present

**University of Toronto, Rotman School of Management**, Toronto, ON, Canada  
Assistant Professor, Strategic Management, July 2010 – June 2013

**University of Pennsylvania, Wharton School**, Philadelphia, PA  
Visiting Assistant Professor, Health Care Management, January 2013 – June 2013

### **EDUCATION**

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**New York University, Stern School of Business**, New York, NY  
Ph.D., Strategy/Economics, 2010  
Dissertation committee: Adam Brandenburger (chair), Michael Katz, Bernie Yeung, John Asker, Allan Collard-Wexler

**University of Minnesota**, St. Paul, MN  
M.S., Applied Economics, 2005

**Iowa State University**, Ames, IA  
B.S., Industrial Engineering, 2002

### **RESEARCH INTERESTS**

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**Areas:** empirical industrial organization, competitive strategy, applied microeconomics

**Topics:** bargaining, business-to-business markets, external effects of organizational structure, pricing strategies, technology development and commercialization, innovation and growth

**Industries:** health care, medical technology

### **RESEARCH PAPERS**

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Price Discrimination and Bargaining: Empirical Evidence from Medical Devices  
(*American Economic Review*, Volume 103, Number 1, February 2013, pp. 145-177(33))

Bargaining Ability and Competitive Advantage: Empirical Evidence from Medical Devices  
(forthcoming, *Management Science*)

### **RESEARCH IN PROGRESS**

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Regulating Innovation with Uncertain Quality: Medical Device Access and Risk  
(with Bob Town)

The Multiproduct Advantage: Evidence from Regulatory Delay in Medical Devices  
(with Mara Lederman)

Transparency and Prices: the Value of Information in Hospital-Supplier Bargaining  
(with Ashley Swanson)

## **TEACHING EXPERIENCE**

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Health Care Marketing (MBA, Wharton 2013)  
Health Care Entrepreneurship (Undergraduate, Wharton 2013)  
Entrepreneurship (Undergraduate, Toronto Rotman 2011-13) (*recent mean ratings: 6.6/7, 6.5/7, 6.5/7*)  
Models and Methods (PhD, Toronto Rotman 2012-13)  
Statistics for Business Control (Undergraduate, NYU Stern 2009)  
Implementing Strategy (TA) (MBA, NYU Stern 2010)  
Firms and Markets (TA) (MBA, NYU Stern 2006-07)  
Industrial Organization (TA) (PhD, NYU Stern 2007)

## **PROFESSIONAL ACTIVITIES**

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### **Invited Presentations:**

2014 (scheduled): Houston/Rice, Minnesota Carlson & Econ, NUS;  
2013: Utah WBEC (discussant), HEC Health Care IO Conference (discussant), Strategy Research Forum, NYU Stern Economics of Strategy Conference, UCLA Anderson & Econ;  
2012: Strategy Research Forum (discussant), Queens Innovation Conference (discussant), FTC Micro Conference (discussant);  
2011: IIOC, CRES Foundations of Strategy Conference (discussant), ACAC, Northwestern Kellogg, Rochester Simon, FTC Micro Conference, UPenn Wharton (Management);  
2010: Yale SOM Econ, Analysis Group (Boston), Georgia Terry Econ, Toronto Rotman Strategy, Columbia Econ, LSE Econ, Arizona Eller Econ, CRES Foundations of Strategy Conference, Cowles Structural Micro Conference, Harvard Strategy Conference (discussant), HEC Montreal;  
2009: BPS Doctoral Consortium (AoM Meetings); Consortium for Cooperation and Competition (hosted at Copenhagen Business School);

**Refereeing:** American Economic Review, American Economic Journal: Policy, Economic Journal, International Journal of Health Care Finance and Economics, International Journal of Industrial Organization, Journal of Industrial Economics, Management Science, National Science Foundation, Strategic Management Journal, RAND Journal of Economics, Review of Economics Studies

**Professional Affiliations:** Academy of Management (BPS and TIM divisions), American Economic Association, Econometric Society

**Service:** Toronto Rotman Recruiting Committee, 2011-12; Toronto Rotman Strategy Seminar, Coordinator, 2010-11; NYU Stern Management/Strategy Student Seminar, Coordinator, 2008

### **Doctoral Student Advising:**

Jillian Chown, Toronto 2016 (committee member)  
Octavio Martinez, Toronto 2014 (committee member)

## **HONORS**

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Teaching Excellence Award, Toronto Rotman (2011, 2012, 2013)  
C.W. Nichols Foundation Fellowship, NYU Stern (2009-10)  
Willensky Dissertation Fellowship, NYU Stern (2009-10)  
Doctoral Fellowship, NYU Stern (2005-09)  
Cardinal Key Honor Society (President 2001)  
Order of Omega (President 2001)  
National Merit Scholar (1997-2001)

## **PERSONAL**

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Born January 13, 1979 in Dixon, IL, United States  
Hobbies: basketball, cooking (and eating), football (a.k.a. soccer), reading, travel