

## Daniel William Sacks

### Contact Information

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### Employment

*Indiana University, Kelley School of Business*

Associate Professor of Business Economics and Public Policy (with tenure) 7/2021 -

Assistant Professor of Business Economics and Public Policy, 2014-2021

Weimer Faculty Fellow, 2021-

Affiliate, Institute for Business Analytics

Faculty Fellow, Center for Business of Life Sciences

### Education

Ph.D. in Applied Economics, The Wharton School, University of Pennsylvania, 2014

B.A., Economics and History, Haverford College, Phi Beta Kappa, *magna cum laude*, 2008

### Honors, Grants, and Fellowships

2022 Exceptional Inspiration and Guidance Award (Kelley Doctoral Student Association)

2021 *AEJ Policy* Excellence in Reviewing Award

2019-20 Social Security R-DRC Grant (with Alex Gelber and Damon Jones)

2019 Sauvain Teaching Award

2018-19 Altarum Institute Small Project Grant (with Kosali Simon)

2018-20 Indiana University “Grand Challenges: Responding to the Addictions Crisis” Grant  
(with Hsien-Chang Lin, Alexander Hollingsworth, and Kosali Simon)

2017-19 Sloan Foundation Grant (with Alex Gelber and Damon Jones)

2016-17 Social Security RRC Grant (with Alex Gelber and Damon Jones)

2015 Trustees Teaching Award, Indiana University

2015-17 Sloan Foundation Grant (with Alex Gelber and Damon Jones)

2012 Robert R. Nathan Fellowship, Wharton School

2012 Northrop Grumman Fellowship, Human Resources Center, Wharton School

2011 University of Pennsylvania TRIO Grant (with Olivia Mitchell)

2011 University of Pennsylvania Russell Ackoff Fellowship

2010 Amy Morse Prize, Business Economics and Public Policy Department, Wharton

2009 National Science Foundation Graduate Research Fellowship

### Peer-reviewed publications and peer-reviewed accepted papers

Sacks, Daniel, W. Nir Menachemi, Peter Embí, and Coady Wing. “What can we learn about SARS-CoV-2 prevalence from testing and hospital data?” 2022. Forthcoming, *Review of Economics and Statistics*.

Butters, R. Andrew, Daniel W. Sacks and Boyoung Seo. “How do national chains respond to local shocks? Evidence from Excise Taxes.” *American Economic Review*, 112(5): 1737-72. 2022.

Kolb, Aaron, Marilyn Pease, Joshua Quick, and Daniel W. Sacks. 2021. “Blind Disclosure.” *Forthcoming, American Economic Journal: Microeconomics*.

**Peer-reviewed publications and peer-reviewed accepted papers (continued)**

Gelber, Alexander M., Damon Jones, Daniel W. Sacks, and Jae Song. "Using Kinked Budget Sets to Estimate Extensive Margin Responses: Evidence from the Earnings Test." *American Economic Journal: Applied Economics*, 13(4): 150-93. 2021.

Aaronson, Daniel, Scott Brave, R. Andrew Butters, Michael Fogarty, Daniel W. Sacks, and Boyoung Seo. "Forecasting unemployment insurance claims in real time with Google Trends." *International Journal of Forecasting*, 2021.

Sacks, Daniel W., Alex Hollingsworth, Thuy Nguyen, and Kosali Simon. "Can policy affect initiation of addictive substance use? Evidence from opioids." *Journal of Health Economics*, 76 (2021).

Sacks, Daniel W., With Khoa Vu, Tsan-Yao Huang, and Pinar Karaca-Mandic. "How do insurance firms respond to financial risk sharing regulations? Evidence from the Affordable Care Act." *Health Economics*, 30(6).

Lurie, Ithai, Daniel W. Sacks, and Brad Heim. "Does the Individual Mandate Affect Insurance Coverage? Evidence from Tax Returns." *American Economic Journal: Economic Policy*, 13(2): 378-407.

Gelber, Alexander M., Damon Jones, Daniel W. Sacks, and Jae Song. "The Employment Effect of the Social Security Earnings Test." *Forthcoming, Journal of Human Resources*. Published online ahead of print, March 9, 2020.

Sacks, Daniel W., Coleman Drake, Jean Abraham, and Kosali Simon. "Same Game, Different Names: Cream-skimming in the Post-ACA Individual Health Insurance Market." *Inquiry*, 57: 1-9.

Gelber, Alexander M., Damon Jones, and Daniel W. Sacks, "Estimating Earnings Adjustment Frictions: Method and Evidence from the Social Security Earnings Test." *American Economic Journal: Applied Economics*, 2020, 12(1): 1-31. (Lead article)

Lin, Haizhen and Daniel W. Sacks. "Intertemporal Substitution in Health Care Demand: Evidence from the RAND Health Insurance Experiment." *Journal of Public Economics*, 2019, 175: 29-43.

Daniel W. Sacks. "Why Do HMOs Spend Less? Patient Selection, Physician Price Sensitivity, and Prices." *Journal of Public Economics*, 2018, 168: 146-161.

Abraham, Jean, Coleman Drake, Daniel W. Sacks, and Kosali Simon. "Demand for Health Insurance Marketplace Plans Was Highly Elastic in 2014-2015." *Economics Letters*, 2017, 69-73.

Daniel W. Sacks, Betsey Stevenson, and Justin Wolfers. "The New Stylized Facts About Income and Subjective Well-Being." *Emotion* 2012 12(6): 1181-7. With Betsey Stevenson and Justin Wolfers.

Daniel W. Sacks, Betsey Stevenson, and Justin Wolfers. "Subjective Well-Being, Income, Economic Development, and Growth." *Development Challenges in a Post-Crisis World*, World Bank, Washington D.C., 2010.

**Publications, not peer reviewed**

Sacks, Daniel W. "The Health Insurance Marketplaces." *JAMA*. 2018; 320(6):549-550.

Sacks, Daniel W. and Betsey Stevenson. "The Rug Rat Race: Comments and Discussion," *Brookings Papers on Economic Activity* 2010 (Spring): 184-195. With Betsey Stevenson.

Preston, Anne and Daniel W. Sacks. "Nonprofit Wages: Theory and Evidence." In Bruce Seaman and Dennis Young (eds.), *Handbook of Research on Nonprofit Economics and Management*. Edward Elgar Press. 2010.

### **Working papers**

Butters, R. Andrew, Daniel W. Sacks and Boyoung Seo. 2022. "Why Do Retail Prices Fall When Seasonal Demand Peaks?" *Revisions Requested, RAND Journal of Economics*.

Mukherjee, Anita, Daniel W. Sacks, and Hoyoung Yoo. 2021. "Did the Opioid Crisis Dampen Post-Recession Employment Recovery? Evidence from Labor Market Flows." *Revisions requested, Journal of Human Resources*.

Drake, Coleman, Sih-Ting Cai, David Anderson, and Daniel W. Sacks. 2021. "Financial Transaction Costs Reduce Benefit Take-Up: Evidence from Zero-Premium Health Insurance Plans in Colorado."

Friedson, Andrew, Moyan Li, Katherine Meckel, and Daniel I. Rees. 2021. "Cigarette Taxes, Smoking, and Health in the Long Run."

Friedson, Andrew, Moyan Li, Katherine Meckel, and Daniel I. Rees. 2021 "Exposure to Cigarette Taxes and the Persistence of Smoking into Adulthood

### **Presentations and Discussions (including scheduled)**

2022 TOPS (Tobacco Online Policy Seminar), Wisconsin (Business School), NBER Race and Stratification Working Group Spring Meetings, Discrimination and Disparities

2021 ASHEcon, National Tax Association Annual Conference

2020 ASSA-HERO Session, Economics of the Opioid Epidemic research conference, University of Chicago (Booth – Marketing), University of Chicago (ChESS)

2019 ASSA-HERO Session, NBER Spring Public Economics, Becker Friedman Institute Health Economics Initiative Annual Conference, Midwest Health Economics Conference

2018 Indiana University-Purdue University Indianapolis, University of Virginia (Batten), UCSD Bunching Workshop, Purdue University, American Society of Health Economists Biannual Conference, National Tax Association Spring Meetings, University of Illinois (Gies), Midwest Health Economics Conference, China Summer Institute of Public Economics, Aarhus University, Annual Health Economics Conference

2017 Junior Health Economics Summit, AEAs (Discussant), H2D2 Day, International Organization Conference, Social Security, Kellogg Health Care Markets Conference, Stanford University, Social Security Retirement Research Center, Annual Health Econometrics Workshop

### **Referee Service**

*American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, American Economic Review, American Economic Review: Insights, American Journal of Health Economics, Economic Inquiry, Economic Journal, Health Economics, International Economic Review, Israel National Science Foundation, Journal of Economic Behavior and Organization, Journal of Development Economics, Journal of the European Economic Association, Journal of Health Economics, Journal of Human Resources, Journal of Labor Research, Journal of Labor Economics, Journal of Political Economy, Journal of Public Economics, Labour Economics, Management Science, Nature Human Behaviour, Quarterly Journal of Economics*

### **Graduate Students Supervised**

Anne Portlock (2018), Aparna Soni (2019), Yaying Zhou (in progress), Moyan Li (in progress), Cong Gian (in Progress)