

# CHIARA GARDENGHI

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## EDUCATION

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### 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

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Prof. [Michael J. Dickstein](#)

Dept. of Economics

NYU Stern School of Business

✉ [michael.dickstein@nyu.edu](mailto:michael.dickstein@nyu.edu)

Prof. [Christopher Conlon](#)

Dept. of Economics

NYU Stern School of Business

✉ [cconlon@stern.nyu.edu](mailto:cconlon@stern.nyu.edu)

Prof. [Luís Cabral](#)

Dept. of Economics

NYU Stern School of Business

✉ [luis.cabral@nyu.edu](mailto:luis.cabral@nyu.edu)

## RESEARCH FIELDS

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Industrial Organization, Health Economics, Applied Microeconomics

## WORKING PAPERS

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### **“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 within the context of physician-administered vaccines, that medical providers purchase and administer directly to their patients. I use prior antitrust cases involving vaccines to recover the specific terms of bundled discount contracts—which are typically proprietary information. 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

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**“Cost-Plus Reimbursement Contracts and Healthcare Market Segmentation”**  
(with J. Wang)

## TEACHING

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### *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

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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

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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

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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

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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

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

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

Citizenship: Italian

Last update: November 2024