

CONOR B. RYAN

Department of Economics
 Pennsylvania State University
 505 Kern Building
 University Park, PA 16802

Mobile: (708)-308-3723
 Email: conor.ryan@psu.edu
 Website: www.conor-ryan.com

Education

2015-2021	Ph.D. in Economics, University of Minnesota Job Market Paper: "How does Insurance Competition Affect Medical Consumption?" Committee: Tom Holmes, Amil Petrin, Naoki Aizawa, Stephen Parente
2015-2020	M.A. in Economics, University of Minnesota
2007-2011	B.S. in Civil Engineering, <i>cum laude</i> , Cornell University

Research Interests

Industrial Organization, Health Economics, Antitrust

Current and Past Positions

2021-Present	Assistant Professor, Department of Economics, Pennsylvania State University
2018-2019	Public Health Intern, Office of the Assistant Secretary for Planning and Evaluation, Department of Health and Human Services
2017-2019	Research Assistant to Fatih Guvenen, Department of Economics, University of Minnesota
2016	Summer Associate, Macroeconomic Analysis Division, Congressional Budget Office
2013-2015	Senior Health Care Data Analyst, American Action Forum
2011-2013	Statistician, Economic Analysis Group, Antitrust Division, US Department of Justice

Fellowships and Awards

2023-2025	Suicide Prevention and Opioid Addiction Services Program Research Grant, Virginia Department of Veteran Services
2019-2020	Doctoral Dissertation Fellowship, College of Liberal Arts, University of Minnesota
2018	First Place, Third Year Paper Competition, Department of Economics, University of Minnesota
2016-2017	Morton and Artice Silverman Fellowship, Department of Economics, University of Minnesota
2015-2016	Kurt Winkelmann and Janine Gleason Fellowship, Department of Economics, University of Minnesota

Teaching Experience

2023-Present	Industrial Organization (PhD level), Pennsylvania State University, Instructor
2022-Present	Health Economics (Undergraduate level), Pennsylvania State University, Instructor
2021-2022	Economics of the Corporation (Undergraduate level), Pennsylvania State University, Instructor
2017-2018	Health Care Analytics (Masters level), University of Minnesota, Teaching Assistant
2016-2017	Macroeconomic Theory (Ph.D. level), University of Minnesota, Teaching Assistant
2015-2016	Principles of Macroeconomics, University of Minnesota, Teaching Assistant

1. “How does Insurance Competition Affect Medical Consumption?”

Abstract: Competition in insurance markets affects not only the premium but also the cost-sharing terms—e.g. copays and coinsurance rates—which may affect a patient’s medical decisions and health outcomes. Using medical claims data linked to insurance product choices, I estimate a model in which consumers select an insurance plan and make medical consumption decisions given the cost-sharing terms of their insurance. Firms compete on both the premium and the copay for primary care. A \$10 increase in the copay leads to an 6% decrease in medical consumption and a 0.2 percentage point increase in inpatient mortality. Mergers have heterogeneous effects on the primary care copay, leading to between a \$6 reduction and \$27 increase in mean annual medical consumption. Mergers that reduce medical spending also reduce welfare from medical consumption. The welfare benefit of lower total medical costs is outweighed by greater inpatient mortality.

2. “Mergers in the Presence of Adverse Selection”

Abstract: In the presence of adverse selection, mergers can increase welfare through a reduction in inefficient sorting. I capture this trade-off in a tractable discrete choice model and characterize the sorting externalities internalized between merging firms. Mergers benefit consumers when the firms are small, willingness to pay is moderately increasing in cost, and consumer costs are skewed. Applying the model to the non-group health insurance market, 13% of potential mergers would improve consumer surplus. In markets where the sorting distortion exceeds \$5 per person, nearly one-third of mergers improve consumer surplus, highlighting the importance of considering adverse selection in merger evaluation.

3. “A Tractable Income Process for Business Cycle Analysis”, with Fatih Guvenen and Alisdair McKay

Abstract: We estimate a parsimonious income process that is consistent with several key features of how income risk varies over the business cycle. In particular, the estimated process generates year-to-year income changes that (i) have flat and acyclical variance, (ii) have volatile and procyclical skewness, (iii) have very high kurtosis, and (iv) imply a moderate rise in cross-sectional inequality over the life cycle consistent with the US data. Furthermore, the process also captures the predictable nature of business cycle income risk: income changes during a business cycle episode are partly predicted by income levels before that episode. The estimated process features a time-varying distribution of innovations as well as a factor structure for business cycle exposure.

4. “The Role of Information in Pharmaceutical Advertising: Theory and Evidence” with Kelli Marquardt

Abstract: This paper theoretically and empirically examines the role of information in the practice of pharmaceutical detailing (promotional interactions between drug representatives and physicians). We start with a theoretical framework in which pharmaceutical firms target detailing visits to physicians who potentially learn about drug quality and prescribe it to their patients. We derive several predictions about the role of information in these visits, which we then test empirically using Medicare Part D prescriptions and pharmaceutical detailing visit data. We find there is little empirical evidence to support learning as a primary mechanism of detailing visits and, in fact, document strong evidence to the contrary.

Publications

1. “Sources of Inertia in the Individual Health Insurance Market” with Coleman Drake and Bryan Dowd, *Journal of Public Economics*, 208, 2022: 104622
2. “The Demand for Individual Insurance: Evidence from a Private Online Marketplace,” with Roger Feldman and Stephen Parente, *American Journal of Health Economics*, 8(2), 2022: 275-299
3. “UPP as a Predictor of Merger Price Effects,” with Nathan Miller, Marc Remer, and Gloria Sheu, *International Journal of Industrial Organization*, 52, 2017: 216-247
4. “Pass-Through and the Prediction of Merger Price Effects,” with Nathan Miller, Marc Remer, and Gloria Sheu, *Journal of Industrial Economics*, 64(4) 201, 2016: 683-709

Professional Activities

1. Referee for *Review of Economics and Statistics*, *Review of Industrial Organization*, *RAND Journal of Economics*, *American Journal of Managed Care*, *International Journal of Industrial Organization*, *American Economic Journal: Microeconomics*
2. Data Witness in *U.S. v Leung*, *U.S. v Bai*

Skills

Programming: R, Julia, SQL, Python, STATA, SAS, Matlab, and Excel

Language: English (native), French (intermediate), Spanish (advanced)