

DANIELLE LI

<https://danielle-li.github.io>

EMPLOYMENT	MIT Sloan School of Management Class of 1922 Career Development Associate Professor (without tenure)	2019-Present
	MIT Sloan School of Management Assistant Professor of Technological Innovation, Entrepreneurship, and Strategic Management	2017-2019
	Harvard Business School Assistant Professor of Business Administration	2014-2017
	Kellogg School of Management, Northwestern University Assistant Professor of Management and Strategy	2012-2014
ACADEMIC AFFILIATIONS	Faculty Research Fellow, National Bureau of Economic Research	2017-Present
EDUCATION	Massachusetts Institute of Technology (MIT) Ph.D., Economics, 2012	
	Harvard College A.B., Mathematics and History of Science, 2005	
PUBLISHED PAPERS	Insurance Design and Pharmaceutical Innovation (with Leila Agha and Soomi Kim) <i>American Economic Review: Insights</i> , Forthcoming.	
	Missing Novelty in Drug Development (with Josh Krieger and Dimitris Papanikolaou) <i>Review of Financial Studies</i> , March 2021.	
	Internal Deadlines, Drug Approvals, and Safety Problems (with Lauren Cohen and Umit Gurun) <i>American Economic Review: Insights</i> , March 2021: Vol. 3, No. 1.	
	Trust, Collaboration, and Economic Growth (with Jiro Kondo and Dimitris Papanikolaou) <i>Management Science</i> , March 2021: Vol. 67, No.3.	
	Promotions and the Peter Principle (with Alan Benson and Kelly Shue) <i>Quarterly Journal of Economics</i> , November 2019: Vol. 134, No. 4.	
	Public R&D Investments and Private Sector Patenting: Evidence from NIH	

Funding Rules (with Pierre Azoulay, Joshua Graff-Zivin, and Bhaven Sampat)
Review of Economic Studies, January 2019: Vol. 86, No. 1

Discretion in Hiring (with Mitch Hoffman and Lisa Kahn)
Quarterly Journal of Economics, May 2018: Vol. 133, No. 2.

The Applied Value of Public Investments in Biomedical Research (with Pierre Azoulay and Bhaven Sampat)
Science, 31 March 2017: Vol. 355, No. 6332.

Information vs. Bias in Evaluation: Evidence from the NIH
American Economic Journal: Applied Economics, April 2017: Vol. 9, No. 2.
 (Winner of AEJ Applied Best Paper Prize)

Big Names or Big Ideas: Do Peer Review Panels Select the Best Science Proposals? (with Leila Agha)
Science, 24 April 2015: Vol. 348, No. 6233.

**BOOK
CHAPTERS**

Scientific Grant Funding (with Pierre Azoulay)
 Austan Goolsbee and Ben Jones eds.
Innovation and Public Policy, University of Chicago Press: 2021

**WORKING
PAPERS**

“Potential” and the Gender Promotion Gap (with Alan Benson and Kelly Shue)
 Hiring as Exploration (with Lindsey Raymond and Peter Bergman)
 NBER Working Paper #27736

**WORKS IN
PROGRESS**

Exploration and Spillovers from Failure (with Alexander Frankel, Joshua Krieger, and Dimitris Papanikolaou)
 Evidence from Police Body Cameras (with Alexander Frankel)
 Learning versus Persuasion in Clinical Trial Design (with Pierre Azoulay, Alessandro Bonatti, and Jennifer Kao)

**OLDER
WORKING
PAPERS**

School Accountability and Principal Mobility: How No Child Left Behind Affects the Allocation of School Leaders
 Cheaper By the Dozen: Using Sibling Discounts at Catholic Schools to Estimate the Price Elasticity of Private School Attendance (with Susan Dynarski and Jonathan Gruber)

**TEACHING AND
OTHER
EXPERIENCE**

Competitive Strategy, MIT Sloan	2018-Present
The Entrepreneurial Manager, Harvard Business School	2014-2017
Business Strategy, Kellogg School of Management	2012-2014
(MGMT431)	2011

Teaching Assistant for Graduate Labor Economics, MIT	2011
Teaching Assistant for Competitive Strategy, MIT Sloan	2008-2011
Advisor in Applied Math and Economics, Harvard College	2007-2011
Graduate Resident Tutor in Quincy House, Harvard College	2005-2006
Poverty Action Lab, Project Coordinator (Udaipur, India)	

**INVITED
PRESENTATIONS**

2021-2022 (scheduled so far): Bocconi University, Management and Technology Seminar; University of Chicago, Booth Applied Microeconomics Seminar; Summer Institute in Machine Learning in Economics; ESMT Berlin Faculty Seminar; NBER Organizational Economics Seminar; MIT Sloan Dean's Circle Talk; MIT Organizational Economics Seminar; MIT Institute for Data, Systems, and Society Talk; CEPR Workshop on Incentives, Management and Organization and Entrepreneurship (discussant); University of Pennsylvania, Wharton Business Economics and Public Policy Seminar; Columbia University, GSB Management Seminar; MIT Economics-Computer Science Working Group Seminar; University of British Columbia, Saunders Finance Seminar; Carnegie Mellon University, Tepper Business Technologies Seminar; Columbia University, GSB Finance Seminar; Bonn IZA Workshop on Online Matching (keynote); Dartmouth College, Finance, Organizations, and Markets Conference; Allied Social Science Association Annual Meeting; Allied Social Science Association Annual Meeting (discussant); NBER Summer Institute Digitization Meetings (discussant).

2020-2021: Bonn IZA Labor Economics Seminar; Harvard University; Hong Kong University of Science and Technology, Economics Department Seminar; Stanford University, GSB Applied Microeconomics Seminar; UCLA, Anderson Strategy Seminar; UC San Diego, Economics Department Seminar; Yale University, Economics Department Industrial Organization Seminar; UC Berkeley, Haas Business and Public Policy Seminar; Brown University, Economics Department Applied Microeconomics Seminar; Microsoft Research, Departmental Seminar; NBER Economics of Artificial Intelligence Conference; American Enterprise Institute, Departmental Seminar; Dartmouth College, Finance, Organizations, and Markets Conference (discussant); Allied Social Science Association Annual Meeting; Allied Social Science Association Annual Meeting (discussant).

2019-2020: NBER Summer Institute, Labor Studies Meetings; NBER Summer Institute, Digitization Meetings; NBER Summer Institute, Healthcare Meetings; CEPR International Virtual Organizational Economics Seminar; Goethe University Frankfurt, Economics Department Seminar; McGill University, Economics Department Seminar; Stanford University, Economics department and GSB joint Applied Microeconomics Seminar; ETH Zurich Workshop and Lecture series on the Law and Economics of Innovation; Allied Social Science Association Annual Meeting; Allied Social Science Association Annual Meeting (discussant); Society of Institutional and Organizational Economics Conference; National Academies Workshop on Drug R&D and Patient Access; American-European Health Economics Workshop (keynote).

2018-2019: NBER Summer Institute, Innovation Meetings; Harvard University, Center of Mathematical Sciences and Applications Seminar; CEPR Workshop on Incentives, Management and Organization and Entrepreneurship; University

of Chicago, Economics Department Applied Microeconomics Seminar; Columbia University, Economics Department and GSB Applied Microeconomics Seminar; Washington University in St. Louis Economics Department Applied Microeconomics Seminar; Cornell University, Economics Department Seminar; Bureau of Economic Analysis Seminar; Boston College, Economics Department Seminar; Energy Policy Institute, Clean Energy Innovation Conference; University of Pennsylvania, Wharton Management Department Seminar; Allied Social Science Association Annual Meeting; Allied Social Science Association Annual Meeting (discussant).

2017-2018: Harvard Kennedy School Future of Healthcare Markets Meeting; Fall NBER Organizational Economics Meeting (discussant); Winter NBER Entrepreneurship Meetings; Winter NBER Healthcare Meetings; Allied Social Science Association Annual Meeting; Allied Social Science Association Annual Meeting (discussant); Princeton University, Economics Department Applied Microeconomics Seminar; University of Pittsburgh, Economics Department Macroeconomics Seminar; Red Rock Finance Conference; Jackson Hole Winter Finance Conference; Georgia Tech Roundtable for Engineering Entrepreneurship Research (discussant); Harvard/MIT/Stanford Empirical Management Conference; Utah Winter Business Economics Conference; Spring NBER Organizational Economics Meetings (discussant); Munich Summer Institute; Queens University Organizational Economics Conference (discussant); Sloan Foundation Advancing Science of Science Workshop (discussant); London Business School Summer Finance Symposium.

2016-2017: University of Warwick, Economics Department Applied Microeconomics Seminar; London School of Economics, Applied Microeconomics Seminar; Sciences Po, Economics Departmental Seminar; Bocconi University, Economics Department Applied Microeconomics Seminar; Fall NBER Organizational Economics Meetings; NBER Productivity Lunch; Public Company Accounting Oversight Board Center for Economic Analysis Conference (discussant); NBER/IPS Valuing Health Research Conference; Tsinghua University Economics Departmental Seminar; MIT, Sloan TIES Group Seminar.

2015-2016: Society for Institutional and Organizational Economics Conference; NBER Summer Institute, Personnel Economics Meetings; National Institutes of Health, National Institute of Aging Workshop; AIEA-NBER Conference; Consortium of Social Science Organizations Congressional Briefing; Duke University, Fuqua Strategy Conference; Georgia Tech Roundtable for Engineering Entrepreneurship Research; Georgia Tech Roundtable for Engineering Entrepreneurship Research (discussant); Stanford University Empirical Management Conference; NBER Digitalization Meetings; Harvard University, Economics Department Labor/Public Finance Seminar; MIT Organizational Economics Lunch; Society of Labor Economists Meetings; Stanford University, Economics Department and GSB Applied Microeconomics Seminar.

2014-2015: Queens University Economics of Entrepreneurship and Innovation Conference; Boston University, Strategy and Innovation Seminar; National University of Singapore, Economics Department Seminar; UC Berkeley, Haas Business and Public Policy Seminar; Bocconi University, Economics

Department Applied Microeconomics Seminar; University of Southern California, Marshall Strategy Seminar; INSEAD, Economics and Political Science Seminar; Copenhagen Business School, Management Seminar; Utah Winter Business Economics Conference (discussant); Allied Social Science Association Annual Meetings; Allied Social Science Association Annual Meetings (discussant); London School of Economics, Economics Department Seminar; MIT Organizational Economics Lunch; Fall NBER Organizational Economics Meetings; NBER Summer Institute, Personnel Economics Meetings.

2013-2014: NYU Stern Strategy Conference; American Association for the Advancement of Science; National Science Foundation, Science of Science Policy Workshop; University of Chicago, Applied Microeconomics Seminar; NBER Productivity, Innovation, and Entrepreneurship Meetings; Midwest Economic Association Seminar; University of Illinois Chicago, Economics Department Seminar; MIT, Economics Department and Sloan Applied Microeconomics Seminar; University of Tokyo Market Frictions Conference; Columbia University GSB/Economics Department; Georgia Tech, Scheller College of Business Strategy and Innovation Seminar; HBS Strategy Conference; Yale University, Labor/Public Economics Workshop; Allied Social Science Association Annual Meetings; National Institutes of Health, Center for Scientific Review Seminar.

2012-2013: Workshop on Natural Experiments and Controlled Field Studies; University of Regensburg, Economics Department Seminar; Ludwig Maximilians University, Institute of Strategy, Technology, and Organization Seminar; Stockholm Institute of Transition Economics, Economics Department Seminar; University Carlos III, Economics Department Seminar; University Pompeu Fabra, Economics and Business Department Seminar; University of Warwick, Economics Department Applied Microeconomics Seminar; Committee on Institutional Cooperation STARMETRICS Workshop; Spring NBER Organizational Economics Meetings (discussant); Northwestern University, Economics Department Applied Microeconomics Seminar; Stanford University, GSB/Economics Department Seminar; Purdue University, Krannert Economics Seminar; NBER Open Science Conference (discussant); Georgia Tech Roundtable for Engineering Entrepreneurship Research (discussant); Allied Social Science Association Annual Meetings (discussant); National Institutes of Health, Center for Scientific Review Seminar.

2011-2012: University of Toronto, Rotman Strategy Seminar; Harvard Business School, Entrepreneurial Management Seminar; Harvard Business School, Technology Operations and Management Seminar; Harvard Business School, Negotiations, Organizations, and Markets Seminar; Harvard Kennedy School Seminar; Dartmouth College, Economics Department Seminar; London School of Economics, Economics Department Seminar; Northwestern University, Kellogg Management and Strategy Seminar; Boston University, Economics Department Seminar; UC Berkeley, Haas Business and Public Policy Seminar; Columbia University, GSB Economics Seminar; NBER Summer Institute, Innovation Policy and the Economy Meetings.

2010-2011: Allied Social Science Association Annual Meeting (discussant),

Consortium for Competitiveness and Cooperation (CCC) Conference, National Bureau of Economic Research (NBER) Productivity Lunch.

**EDITORIAL,
PROGRAMMING,
AND SERVICE**

Associate Editor, Management Science
Associate Editor, International Journal of Industrial Organization
Program Committee, Society of Institutional and Organizational Economics Conference, 2019
Advisory Council Member, National Institute of General Medical Sciences (NIGMS) at the National Institutes of Health

REFeree

American Economic Journal: Applied Economics, American Economic Journal: Policy, American Economic Review, American Economic Review: Insights, Econometrica, Economics of Education Review, International Journal of Industrial Organization, Journal of Accounting Research, Journal of the European Economic Association, Journal of Finance, Journal of Law, Economics, and Organization, Journal of Political Economy, Journal of Public Economics, Management Science, Nature, PLOS One, PNAS, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Science.