

CONTACT INFORMATION	Department of Economics, Emory University Rich Memorial Building Atlanta, GA 30322	(404) 727-8643 <a href="mailto:evan.saltzman@emory.edu">evan.saltzman@emory.edu</a> Personal Website
RESEARCH INTERESTS	Health economics, industrial organization	
EDUCATION	<b>University of Pennsylvania, Wharton School</b>	
	Ph.D., Managerial Science and Applied Economics	5/2018
	M.S., Managerial Science and Applied Economics	12/2016
	<b>Georgia Institute of Technology</b>	
	M.S., Operations Research	12/2009
	<b>College of William &amp; Mary</b>	
	B.S., Mathematics, Economics (Highest Honors, summa cum laude)	5/2008
PROFESSIONAL EXPERIENCE	<b>Emory University</b> Assistant Professor of Economics	8/2018-present
	<b>RAND Corporation</b> Adjunct Technical Analyst Quantitative Project Associate III Quantitative Project Associate II	8/2014-present 6/2014-8/2014 8/2010-6/2014
ECONOMICS PAPERS	<ol style="list-style-type: none"> <li><b>Saltzman, E.</b> “Managing Adverse Selection: Underinsurance vs. Underenrollment” <i>RAND Journal of Economics</i>, 52(2): 359–381, 2021. Media coverage: <i>The New York Times</i></li> <li><b>Saltzman, E.</b> “Demand for Health Insurance: Evidence from the California and Washington ACA Exchanges.” <i>Journal of Health Economics</i>, 63: 197–222, 2019.</li> </ol>	
HEALTH POLICY PAPERS	<ol style="list-style-type: none"> <li><b>Saltzman, E.</b>, Eibner, C., and Enthoven, A. “Improving the Affordable Care Act: An Assessment of Policy Options for Providing Subsidies.” <i>Health Affairs</i>, 34(12): 2095–2103, 2015.</li> <li>Taylor, E., <b>Saltzman, E.</b>, Bauhoff, S., Pacula, R., and Eibner, C. “More Choice in Health Insurance Marketplaces May Reduce The Value of Subsidies Available to Low-Income Enrollees.” <i>Health Affairs</i>, 34(1): 104–110, 2015.</li> </ol>	
OTHER PAPERS	<ol style="list-style-type: none"> <li>Gonzales, D., Kaplan, J., <b>Saltzman, E.</b>, Winkelman, Z., and Woods, D. “Cloud-Trust – A Cloud Security Assessment Model for Infrastructure As a Service (IaaS) Clouds.” <i>IEEE Transactions on Cloud Computing</i>, 5(3): 523–536, 2016.</li> <li><b>Saltzman, E.</b>, Drew, J., Leemis, L., and Henderson, S. “Simulating Multivariate Nonhomogeneous Poisson Processes Using Projections.” <i>ACM Transactions on Computer Modeling and Simulation (TOMACS)</i>, 33(3), 2012.</li> <li><b>Saltzman, E.</b> and Gonzales, D. “Optimal Number of Gateways for Mobile Ad-hoc Networks (MANET) with Two Subnets.” <i>Proceedings of the Military Communications Conference – MILCOM 2011</i>: 1921–1925, 2011.</li> <li>Schreiber, S. and <b>Saltzman, E.</b> “Evolution of Predator and Prey Movement into Sink Habitats.” <i>The American Naturalist</i>, 174(1): 68–81, 2009.</li> </ol>	

## WORKING PAPERS

1. “Inertia, Market Power, and Adverse Selection in Health Insurance: Evidence from the ACA Exchanges” Technical report, *National Bureau of Economic Research*. (with Ashley Swanson and Daniel Polsky, revisions requested at *The Review of Economics and Statistics*)
2. “Learning in a Selection Market: The Case of the ACA Exchanges” (with Claudio Lucarelli, under review)

## WORK IN PROGRESS

1. “What Does a Public Option Do? Evidence from California’s Exchange”
2. “Doomed from the Start? Taming Adverse Selection in a New Market”
3. “Decision Assistance and Insurer Steering in Health Insurance” (with Ian McCarthy)
4. “Pooled Procurement, Innovation, and Welfare in Pharmaceutical Markets.” (with Emma Boswell Dean)

## UNCLASSIFIED RAND PUBLICATIONS

1. **Saltzman, E.** and Eibner, C. “Donald Trump’s Health Care Reform Proposals: Anticipated Effects on Insurance Coverage, Out-of-Pocket Costs, and the Federal Deficit.” *The Commonwealth Fund*, 2016.
2. Nowak, S., **Saltzman, E.**, and Cordova, A. “Alternatives to the ACA’s Affordability Firewall.” *RAND Corporation*, RR-1296, 2015.
3. **Saltzman, E.** and Eibner, C. “The Effect of Eliminating the Affordable Care Act’s Tax Credits in Federally Facilitated Marketplaces.” *RAND Corporation*, RR-980, 2015.  
  
(cited in *King v. Burwell, Opinion of the Supreme Court of the United States*)
4. Eibner, C. and **Saltzman, E.** “Assessing Alternative Modifications to the Affordable Care Act: Impact on Individual Market Premiums and Insurance Coverage.” *RAND Corporation*, RR-708, 2014.
5. **Saltzman, E.** and Eibner, C. “Evaluating the “Keep Your Health Plan Fix”: Implications for the Affordable Care Act Compared to Legislative Alternatives.” *RAND Corporation*, RR-529, 2014.
6. Peltz, E., Brauner M., Keating, E., **Saltzman, E.**, Tremblay, D., and Boren, P. “DoD Depot-Level Repairable Supply Chain Management Process Effectiveness & Opportunities for Improvement.” *RAND Corporation*, RR-398, 2014.
7. Gonzales, D et al. “Wireless Emergency Alerts: A Mobile Penetration Strategy. *RAND Corporation*.” *RAND Corporation*, RR-174, 2014.
8. Porche, I., Wilson, B., Johnson, E., Tierney, S., and **Saltzman, E.** “Data Flood: Helping the Navy Address the Rising Tide of Sensor Information.” *RAND Corporation*, RR-315, 2014.
9. Eibner, C., Cordova, A., Nowak, S., Price, C., **Saltzman, E.**, and Woods, D. “The Affordable Care Act and Health Insurance Markets: Simulating the Effects of Regulation.” *RAND Corporation*, RR-189, 2013.
10. Price C. and **Saltzman, E.** “Delaying the Employer Mandate: Small Change in the Short Term, Big Cost in the Long Term.” *RAND Corporation*, RR-411, 2013.
11. Nowak S., Eibner, C., Adamson, D. and **Saltzman, E.** “Effects of the Affordable Care Act on Consumer Health Care Spending and Risk of Catastrophic Health Costs.” *RAND Corporation*, RR-383, 2013.

12. Price C., Donohue, J., **Saltzman, E.**, Woods, D., and Eibner, C. "The Economic Impact of Medicaid Expansion on Pennsylvania." *RAND Corporation*, RR-256, 2013.
13. Cordova, A., Price C. and **Saltzman, E.** "A Two-Step Procedure to Estimate Participation and Premiums in Multistate Health Plans." *RAND Corporation*, RR-202, 2013.
14. Price C. and **Saltzman, E.** "The Economic Impact of the Affordable Care Act on Arkansas." *RAND Corporation*, RR-157, 2013.
15. Keating, E. et al. "Air Attack Against Wildfires: Understanding U.S. Forest Service Requirements for Large Aircraft." *RAND Corporation*, MG-1234, 2011.

#### INVITED

#### PRESENTATIONS

**2023:** ASSA Annual Meetings (scheduled)  
**2022:** ASHEcon Annual Conference (Austin, TX), Annual Health Econometrics Workshop (scheduled), Johns Hopkins University (scheduled), Southeastern Health Economics Study Group (scheduled), Caribbean Health Economics Symposium (scheduled)  
**2021:** ASHEcon Annual Conference (virtual), Conference on Health Risk Management and Insurance (virtual), Rice University, Caribbean Health Economics Symposium (Scrub Island, British Virgin Islands)  
**2020:** ASHEcon Annual Conference (St. Louis, MO - canceled due to COVID-19)  
**2019:** ASHEcon Annual Conference (Washington, DC), Annual Health Economics Conference (San Francisco, CA), Southeastern Health Economics Study Group (Knoxville, TN)  
**2018:** RAND Corporation, Urban Institute, Drexel University, Congressional Budget Office (CBO), Emory University, University of Minnesota, University of Maryland, Villanova University, ASHEcon Biennial Conference (Atlanta, GA), Sixth Annual Health Insurance Exchange Conference (Philadelphia, PA)  
**2017:** Villanova University, University of Pennsylvania Industrial Organization Workshop  
**2016:** ASHEcon Biennial Conference (Philadelphia, PA, discussant)  
**2014:** Academy Health Annual Research Meeting (San Diego, CA)  
**2012:** Military Operations Research Workshop, (Washington, D.C.)  
**2011:** MILCOM (Baltimore, MD)

#### OP-ED ARTICLES

1. **Saltzman, E.** and Eibner, C. "Insuring Younger Adults Through the ACA's Marketplaces: Options to Expand Enrollment." *The Commonwealth Fund Blog*, 2016.
2. **Saltzman, E.** "Taking the Training Wheels Off of Health Reform." *Leonard Davis Institute Health PolicySense*, 2016.
3. Cordova, A., Nowak, S., and **Saltzman, E.** "Modifying the ACA's Family Subsidy Rules to Help Ensure Affordability." *The Commonwealth Fund Blog*, 2016.
4. **Saltzman, E.** and Eibner, C. "What Happens if the ACA's Tax Credits Are Replaced with Premium Support?" *The Commonwealth Fund Blog*, 2015.
5. Eibner, C. and **Saltzman, E.** "Charging Older Adults Higher Premiums Could Cost Taxpayers." *The Commonwealth Fund Blog*, 2015.
6. **Saltzman, E.** and Eibner, C. "The Ramifications of Repealing the Individual Mandate." *The Commonwealth Fund Blog*, 2015.
7. **Saltzman, E.** "Checking the ACA's Vital Signs." *The Health Care Blog*, 2014.

8. Eibner, C. and **Saltzman, E.** “Who Does the Affordable Care Act Leave Behind?” *The RAND Blog*, 2014.
9. **Saltzman, E.** “Employer Mandate Delay II: Nothing to See Here.” *The RAND Blog*, 2014.
10. Price, C. and **Saltzman, E.** “Data Points: Why Delay of the Employer Mandate May Not Actually Mean That Much.” *The Health Care Blog*, 2013.

MEDIA  
INTERVIEWS &  
CITATIONS

- “A \$10,000 Obamacare penalty? Doubtful.” *PolitiFact*, Oct 28, 2020.
- “Republicans Killed the Obamacare Mandate. New Data Shows It Didn’t Really Matter.” *The New York Times*, Sep 18, 2020.
- “Selling Insurance Across State Lines.” *FactCheck.org*, Jul 21, 2017.
- “25 million people could lose health insurance under Donald Trump’s plan, analysis shows.” *The Washington Post*, Sep 23, 2016.
- “How Clinton’s and Trump’s Health Plans Would Affect Costs and the Uninsured.” *ABC News*, Sep 23, 2016.
- “Having survived court ruling, what’s next challenge for health insurance markets?” *PBS Newshour*, Jun 25, 2015.
- “King v. Burwell: Opinion of the Court.” *Supreme Court of the United States*, Jun 25, 2015.
- “Looming Decision Could Cripple Part Of NC Health Insurance Market.” *NPR*, Jun 18, 2015.
- “Six quick facts about today’s massive Supreme Court case that could derail Obamacare.” *The Washington Post*, Mar 4, 2015.
- “Be Afraid, Be Very Afraid.” *U.S. News and World Report*, Mar 3, 2015.
- “Brief Amici Curiae for Bipartisan Economic Scholars in Support of Respondents.” Jan 28, 2015.
- “Health-Law Suit Hints at G.O.P. Divide.” *The New York Times*, Jan 10, 2015.
- “Supreme Court Ruling Against Obamacare Would Take Insurance From Millions: Reports.” *NBC News*, Jan 8, 2015.
- “Happy Hour Roundup.” *The Washington Post*, Jan 8, 2015.
- “The Supreme Court is one step closer to torpedoing Obamacare.” *The Washington Post*, Nov 7, 2014.
- “Health Care in the Hands of the Court.” *The New York Times*, Nov 4, 2014.
- “How the Supreme Court could still wreak havoc on Obamacare.” *The Washington Post*, Oct 21, 2014.
- “Keeping Your Insurance Policy.” *The New York Times*, Mar 6, 2014.
- “Obamacare officials: No concern about mass insurance cancellations.” *CBS News*, Mar 5, 2014.
- “Study: Allowing people to stay in existing health plans unlikely to disrupt exchanges.” *The Washington Post*, Jan 21, 2014.

TEACHING  
EXPERIENCE

**Emory University, Department of Economics**

(Fall 2018-Present)

- ECON 777, Empirical Industrial Organization (Ph.D. course)
  - Spring 2022: average evaluation score 8.6 (out of 9)
  - Spring 2020: average evaluation score 8.6 (out of 9)
- ECON 201, Intermediate Microeconomics (Undergraduate course)
  - Spring 2022: average evaluation score 8.5 (out of 9)
  - Fall 2021: average evaluation score 8.5 (out of 9)
  - Spring 2021: average evaluation score 8.3 (out of 9)
  - Fall 2020: average evaluation score 8.6 (out of 9)
  - Spring 2020: average evaluation score 8.5 (out of 9)
  - Fall 2019: average evaluation score 8.5 (out of 9)
  - Spring 2019: average evaluation score 8.5 (out of 9)
  - Fall 2018: average evaluation score 7.3 (out of 9)

**Univ. of Pennsylvania, Perelman School of Medicine**

Summer (2015-2017)

- Teaching Assistant for HPR 501, Economics of Health Care Delivery (taught by Dr. Mark Pauly)
- Taught economics introductory lecture, organized and led review sessions

**George Mason University, School of Business**

Spring 2012

- Taught OM 320, Supply Chain Management (upper-level undergraduate course)
- Developed course syllabus, lectures, and assessments

**Georgia Institute of Technology**

Spring 2009

- Teaching Assistant for ISyE 4803, Supply Chain Economics (taught by Dr. Paul Griffin)
- Gave guest lecture, assisted in preparation of course assessments

PHD  
DISSERTATION  
COMMITTEES

1. Andrew Smith (committee member, 2022-present)
2. Ishitha Kumar (committee member, 2021-present)
3. Sam Wunderly (committee member, 2020-2022)
4. Yisroel Cahn (committee member, 2020-2022)

SENIOR HONORS  
THESIS  
COMMITTEES

1. Abigail Millender (primary advisor, 2022-2023)
2. Sam Cohen (primary advisor, 2022-2023)
3. Angela Choksi (primary advisor, 2021-2022)
4. Aditya Venkataramani (primary advisor, 2021-2022)
5. Yuki Liu (committee member, 2021-2022)
6. Nikita Dsouza (committee member, 2020-2021)
7. Jasmine Cui (primary advisor, 2020-2021)
8. Michael Leeder (primary advisor, 2019-2020)
9. Nivedita Potapragada (committee member, 2018-2019)
10. Mathew Padanilam (committee member, 2018-2019)
11. Sarah Mahoney (primary advisor, 2018-2019)

DIRECTED  
READINGS  
SUPERVISED

1. Sam Cohen (Spring 2022)
2. Abigail Millender (Spring 2022)
3. Harshit Patel (Spring 2022)
4. Stephen Adams (Fall 2021)
5. Angela Choksi (Spring 2021)
6. Maria Leon Asilis (Fall 2020)

STUDENT  
RECOMMENDATION  
LETTERS

**2021-2022:**

1. Sam Wunderly (Economics PhD Job Market)
2. Yisroel Cahn (Economics PhD Job Market)
3. Ali Hamza Roy (Medical School)
4. Sirui Hu (Graduate School)
5. Harshit Patel (Law School)
6. Dean Silvers (Goizueta Business School)
7. Andrew Feld (Internship)
8. Jace Bausher (Internship)
9. Aidan Ha (Goizueta Business School)
10. Abby Millender (Internship)
11. Kenny Dong (Graduate School)
12. Jack Liu (Graduate School)
13. Lauren Stekler (Graduate School)
14. Leona Yang (Graduate School)
15. Alex Zheng (Graduate School)
16. Yijun Shen (Graduate School)
17. Charlie Nie (Graduate School)
18. Haoning Liu (Graduate School)
19. Meredith Jin (Graduate School)
20. Jeffrey Ma (Graduate School)
21. Yicheng Wang (Transfer Application)
22. Justin Joseph (Research Grant)
23. Kelly Tong (Graduate School)
24. Alison Thomas (Medical School)
25. Iris Jiang (Study Abroad)

26. Sachi Bhasin (Study Abroad)
27. Lionel Lu (Transfer Application)
28. Victor Nakmontanakum (Transfer Application)
29. Amit Kavadi (Internship)
30. Naman Jogani (Transfer Application)

**2020-2021:**

1. Stella Bush (Internship)
2. Amit Kavadi (Goizueta Business School)
3. Amit Kavadi (Emory Woodruff Scholar)
4. Karan Gill (Goizueta Business School)
5. Nicholas Trimble (Goizueta Business School)
6. Nicholas Trimble (Emory Woodruff Scholar)
7. Daniel Lee (Goizueta Business School)
8. Aaron Thaler (Goizueta Business School)
9. Aaron Thaler (Emory Woodruff Scholar)
10. Kendall Haeurwas (Emory Woodruff Scholar)
11. Kristine Xin (Graduate School)
12. Kexuan Zhang (Graduate School)
13. Teresa Yu (Graduate School)
14. Astrid Liu (Graduate School)
15. Jerry Tang (Study Abroad)
16. Maria Leon Asilis (Graduate School)
17. Sarah Mahoney (Graduate School)
18. Julia Francois (REU Program)
19. Valentina Fontainhas (Goizueta Business School)
20. Jacob Sugarmann (Transfer Application)
21. Ivan Chang (Transfer Application)
22. Helen Yan (Transfer Application)
23. Ruize Niu (Emory Fellowship)
24. Yash Bhatia (Transfer Application)
25. Ali Hamza Roy (Medical School)

**2019-2020:**

1. Ethan Glickfield (Goizueta Business School)

2. Sienna Nordquist (Rhodes/Marshall Scholarship)
3. Sienna Nordquist (Graduate School)
4. Chelsea Sun (Graduate School)
5. Nikita Dsouza (Research Position and Scholarship)
6. Betty Zhang (Law School)
7. Aaron Thaler (Internship)
8. Ethan Angrist (Goizueta Business School)
9. Teresa Tao (Goizueta Business School)
10. Khanh Vu (Study Abroad)
11. Amit Kavadi (Transfer Application)
12. Leida Cisneros (Scholarship)
13. Sarah Mahoney (Graduate School)

**2018-2019:**

1. Betty Zhang (Internship)
2. William Buehler (Goizueta Business School)
3. Jiacheng Zhu (Study Abroad)
4. Alison Thomas (Medical School)
5. Jack Sha (Transfer Application)

REFeree SERVICE Refereed papers submitted to *The American Economic Review*, *Econometrica*, *American Economic Journal: Economic Policy*, *The Review of Economics and Statistics*, *Journal of Health Economics*, *American Journal of Health Economics*, *Economic Inquiry*, *Journal of Risk and Insurance*, *Medical Care Research and Review*, *Health Affairs*, *Risk Management and Insurance Review*, *International Journal of Health Economics and Management*, and *International Journal of Health Care Finance and Economics*.

OTHER SERVICE **2021-2022:**

- Faculty Advisor to the Emory College Honor Council (College)
- Participated on a panel for recruitment of Emory Scholars (College)
- Teaching mentor to PhD Students/TATTO 605 (Department)
- Graduate Committee member (Department)
- Conducted graduate program admission interviews (Department)
- Met with accepted graduate student candidates (Department)
- Conducted focus groups of undergraduate students on the state of the Economics undergraduate program (Department)
- Participated in Phi Eta Sigma Research Night (Student Organization)



**2020-2021:**

- Participated in the Emory COVID-19 Media Panel (University)
- Participated on a panel for recruitment of Emory Scholars (College)
- Participated in Emory College Council Major Tea (College)
- Teaching mentor to PhD Students/TATTO 605 (Department)
- Conducted graduate program admission interviews (Department)
- Participated in Phi Eta Sigma Research Night (Student Organization)
- Participated on the Economics Student Society (ESS) Health Care Policy Panel (Student Organization)
- Participated on an Emory Undergraduate Research Journal panel (Student Organization)
- Faculty sponsor for Art for Heart (Student Organization)

**2019-2020:**

- Working paper coordinator (Department)
- Assisted in the creation of a syllabus for the 4-plus-1 program (Department)
- Participated in the Emory Expo event on behalf of the Economics Department (Department)
- Met with accepted graduate student candidates (Department)
- Participated in Phi Eta Sigma Research Night (Student Organization)
- Participated in Economics Student Society Health Care Economics Industry Panel (Student Organization)

**2018-2019:**

- Participated on a panel for recruitment of Emory Scholars (College)
- Faculty recruitment committee for applied microeconomics (Department)
- Graduate Committee member (Department)
- Participated in the Emory Expo event on behalf of the Economics Department (Department)
- Participated in Phi Eta Sigma Scholarship Night (Student Organization)

**FELLOWSHIPS/  
INTERNSHIPS**

**Centers for Disease Control and Prevention**  
**Veterans Health Administration**  
**Noblis, Inc.**  
**MITRE Corporation**  
**Willis Towers Watson**  
**Office of Personnel Management (OPM)**  
**NSF REU at William & Mary**

4/2010-7/2010  
8/2009-7/2010  
5/2009-7/2009  
5/2008-8/2008  
5/2007-8/2007  
5/2006-8/2006  
5/2005-8/2005

AWARDS	Leonard Davis Institute, Associate Fellow	2017
	RAND Bronze Medal Award	2014
	RAND Impact Award	2012
	President's Fellowship (Georgia Tech)	2008
	Phi Beta Kappa, Alpha Chapter (William & Mary)	2008
	Barry M. Goldwater Scholarship for Math, Science, and Engineering	2006
	Monroe Scholar Honor Student (William & Mary)	2004
SECURITY CLEARANCES	Held Department of Defense TS/SCI clearance (2010-2015).	