

## SUSAN FENG LU

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### EDUCATION

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- 2009            **Northwestern University**, Kellogg School of Management, Evanston, IL  
Ph.D., Managerial Economics and Strategy
- 2003            **Beijing University**, Beijing, China  
M.A., in Economics
- 2000            **Beijing University**, Beijing, China  
B.A., in Economics and International Relations

### ACADEMIC EXPERIENCE

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- 2017-present    **Purdue University**, Regenstrief Center for Healthcare Engineering, West Lafayette, IN  
Affiliated Faculty of Healthcare Engineering
- 2014-present    **Purdue University**, Krannert School of Management, West Lafayette, IN  
Assistant Professor of Management
- 2008-2014       **University of Rochester**, W. Simon Graduate School of Business, Rochester, NY  
Assistant Professor of Economics and Management  
(*Maternity leave in AY2009-2010 and AY2012-2013*)

### RESEARCH INTERESTS

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- Healthcare Operations and Analytics: staffing management, quality management, machine learning
- Nonprofit Operations: patient routing, donations
- Innovation: technology adoption, health IT, scientific production

### JOURNAL PUBLICATIONS

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1. Lu, S.F., H. Rui and A. Seidmann. 2017. "Does Technology Substitute for Nurses? Staffing Decisions in Nursing Homes" (Previously circulated as "Is Technology Eating Nurses? Staffing Decisions in Nursing Homes"), **Management Science**, forthcoming  
- Won the *WHITE* best paper award in 2015
2. Lu, S.F. and H. Rui. 2017. "Can We Trust Online Physician Ratings? Evidence from Cardiac Surgeons in Florida", **Management Science**, forthcoming  
- Won the *NET* Institute Summer Grant in 2014
3. Lu, L.X. and S.F. Lu. 2017. "Distance, Quality or Relationship? Interhospital Transfer of Heart Attack Patients", **Production & Operations Management**, forthcoming

4. Angrist, J., P. Azoulay, G. Ellison, R. Hill and S. F. Lu. 2017. "Economic Research Evolves: Fields and Styles." **American Economic Review** Papers & Proceedings, 107(5), 293-97.
5. Brickley, J. A., S. F. Lu and G. J. Wedig. 2017. "Malpractice Laws and Incentives to Shield Assets: Evidence from Nursing Homes." **Journal of Empirical Legal Studies**, 14(2), 301-32.
6. Lu, S.F. and L.X. Lu. 2016. "Do Mandatory Overtime Law Improve Quality? Staffing and Operational Flexibility in Nursing Homes", **Management Science**, forthcoming
  - Finalist, Pierskalla Award by INFORMS Health Applications Society in 2016
7. Lu, S. F. 2016. "The Role of Donations in Quality Disclosure Evidence from Nonprofit Nursing Homes." **American Journal of Health Economics**, 2(4), 431-62.
8. Sun, T. S., S. F. Lu and G. Z. Jin. 2016. "Solving Shortage in a Priceless Market: Insights from Blood Donation." **Journal of Health Economics**, 48, 149-65.
  - Featured on Nobel Prize Laureate Al Roth's blog - [Market Designer](#) and in NBER News
  - JHE is a top journal in the field of health economics with impact factor 2.339.
9. Zhang, N., S. F. Lu, B. Xu, B. X. Wu, R. Rodriguez-Monguio and J. Gurwitz. 2016. "Health Information Technologies: Which Nursing Homes Adopted Them?" **Journal of the American Medical Directors Association**, 17(5), 441-47.
  - JAMDA is a top journal in the field of long term care with impact factor 6.616.
10. Lu, S. F., G. Z. Jin, B. Uzzi and B. Jones. 2013. "The Retraction Penalty: Evidence from the Web of Science." **Nature Scientific Reports**, 3.
  - Media covered by [Nature](#) and [Retraction Watch](#)
  - NSR is a *Nature* journal with impact factor 5.228.
11. Lu, S. F. and G. J. Wedig. 2013. "Clustering, Agency Costs and Operating Efficiency: Evidence from Nursing Home Chains." **Management Science**, 59(3), 677-94.
12. Lu, S. F. and D. Dranove. 2013. "Profiting from Gaizhi: Management Buyouts during China's Privatization." **Journal of Comparative Economics**, 41(2), 634-50.
13. Lu, S. F. 2012. "Multitasking, Information Disclosure, and Product Quality: Evidence from Nursing Homes." **Journal of Economics & Management Strategy**, 21(3), 673-705.
  - Won the *ASHE* best student paper award in 2008
  - JEMS is a top journal in the field of *Strategy*.
  - Selected into the teaching materials by colleagues from other universities (e.g., Northwestern University, Miami University and so on)

14. Lu, S. F. and Y. Yao. 2009. "The Effectiveness of Law, Financial Development, and Economic Growth in an Economy of Financial Repression: Evidence from China." **World Development**, 37(4), 763-77.

#### **WORKING PAPERS UNDER REVIEW/REVISION**

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15. "Obesity, Falls and Hip Fractures Among Nursing Home Long-Stayers"  
(with Ning Zhang, Yanhua Zhou, Jerry Gurwitz), under revision, *Journal of Gerontology*
16. "Treatments and Outcomes of Acute Myocardial Infarction in Patients with Paraplegia"  
(with Lauren Lu, Sidney Smith and Xuming Dai), under review, *JACC Cardiovascular Intervention*
17. "Does Competition Improve Quality? The Case of Nursing Homes where Public and Private Payers Coexist" (with Gerard Wedig, Konstantinos Serfes and Bingxiao Wu)  
under review, *Journal of Public Economics*
18. "The Reverse Matthew Effect: Collaboration and Consequence in Scientific Teams"  
(with Ginger Jin, Ben Jones and Brian Uzzi), under review, *Review of Economics and Statistics*  
- Recommended by [Freakonomics](#) and reported by [Retraction Watch](#)

#### **WORK IN PROGRESS FOR JOURNAL SUBMISSION**

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19. "An Analytics Approach to Predicting Treatment Effectiveness: Inter-hospital Transfer of Heart Attack Patients" (with Qi Annabelle Feng and J. George Shanthikumar)
20. "The Effect of Ownership Conversion on Staffing and Resource Utilization: Evidence from U.S. Nursing Homes" (with Lauren Lu)
21. "The Impact of Telemedicine on Operations in U.S. Emergency Departments"  
(with Huaxia Rui and Shujing Sun)
22. "Inside Job or Deep Impact? Using Extramural Citations to Assess the Value of Economics"  
(with Josh Angrist, Pierre Azoulay, Glenn Ellison, Ryan Hill), NBER working paper #23698
23. "Multi-Channel Effects of Tort Reform: Evidence from Nursing Homes"  
(with Jim Brickley and Gerard Wedig)
24. "Where to Discharge Patients? The Role of Payment Schemes"  
(with Ajin Lee and Ginger Jin)

#### **CONFERENCE PROCEEDINGS**

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25. "Ownership, Branding and Multiple Audience Concerns: Evidence From Nursing Homes"  
(with Jim Brickley and Gerard Wedig), 2013, *Academy of Management Proceedings*

## **RESEARCH GRANTS AND AWARDS**

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2016	Finalist, Pierskalla Award by INFORMS Health Applications Society
2016	Purdue Research Foundation (PRF) Grant
2016	John & Mary Willis Young Faculty Scholar Award
2015	Workshop on Health IT and Economics (WHITE) Best Paper Award
2014	The NET Institute Summer Grant for the project on online physician ratings
2014	Early Career Investigator by the NIH-funded HMORN Conference
2010-2012	BSOS Seed Grants for the project on scientific misconducts
2008	American Society of Health Economics (ASHE) Best Student Paper Award
2003-2007	Kellogg School of Management Fellowship

## **INVITED SEMINAR PRESENTATIONS**

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- Hong Kong University (invited and to be scheduled, 2017)
- National University of Singapore, NUS Business School (November, 2017)
- University of Minnesota, Carson School of Management (October, 2017)
- Case Western Reserve University, Weatherhead School of Management (November, 2014)
- Harvard University, Harvard Business School (November, 2014)
- University of Chicago, Department of Public Health Science (October, 2014)
- Drexel University, LeBow College of Business (October, 2014)
- Purdue University, Krannert School of Management (January, 2014)
- Indiana University Purdue University Indianapolis, Department of Economics (April, 2013)
- Lehigh University, College of Business and Economics (September, 2011)
- Compass Lexecon Economic Consulting (February, 2008)
- Queen's University, Department of Economics (February, 2008)
- University of Rochester, W. Simon Graduate School of Business (January, 2008)
- Charles River Economic Consulting (January, 2008)
- Cornerstone Economic Consulting (January, 2008)

## **INVITED WORKSHOP PRESENTATIONS**

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- University of North Carolina at Chapel Hill, Workshop on the Business of Healthcare (October, 2017)
- University of North Carolina at Chapel Hill, Workshop on the Economics of Aging (June, 2017)
- Stanford University, SIEPR and NBER (March, 2017)
- Indiana University, Patient-centric Healthcare Management Workshop (November, 2015)
- University of Illinois at Chicago, Midwest Health Economics Workshop (April, 2010)

## **TEACHING EXPERIENCE**

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- Operations Management (Undergraduates, MGMT 361)
  - Undergraduate Outstanding and Distinguished Teacher: 2015 Spring, 2015 Fall, 2016 Spring, 2017 Spring
- Strategic Decision Making: Theory and Practice (EMBA, MBA, STR422)
- Health Management and Strategy (MBA, STR/HSM430)
- Business Economics in Health Care Industry (MBA, HSM420, with G. Wedig)

- Advanced Game Theory (PhD, AEC 512)

### **CURRICULUM DEVELOPMENT**

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- Co-designed MGMT 361 Operations Management (undergraduate) with P. Shi and M. Lu to reflect the advancement in business models and techniques for related subjects.
- Developed AEC512 in Winter 2014 for PhD students focusing on advanced game theory.
- Developed STR/HSM430 in Spring 2010 for MBA and other graduate students that focuses on healthcare strategy and making inferences from the healthcare data.
- Redesigned STR422 in Winter 2010 for EMBA and MBA students to combine both game theory and real world business cases in the course.
- Co-designed HSM420 with G. Wedig Winter 2009 for MBA and other graduate students that focuses on healthcare policies, insurance plans and reimbursement mechanism.

### **MENTORING SERVICES**

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- PhD Thesis External Examiner: Rajib L Saha, University of Rochester (2013, placed at the Indian School of Business)
- PhD Thesis Committee Member: Zhongjie Ma, Purdue University (expected 2018)
- PhD Thesis Committee Member: Yuanchen Li, Purdue University (expected 2019)
- Faculty advisor for the student organization “PurFit”

### **PROFESSIONAL SERVICES**

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- Member of American Society of Health Economists, Industrial Organization Society, American Economic Association, INFORMS, MSOM and POMS
- Judge, POMS College of Healthcare Student Competition, 2016, 2017
- Session Chair
  - POMS Annual Meeting, 2015, 2016, 2017
  - INFORMS Annual Meeting, 2015, 2016
  - ASHE Annual Meeting, 2014
  - IIOC Annual Meeting , 2010, 2011
- Referee for *Management Science, Manufacturing & Service Operations Management, Production & Operations Management, Economic Inquiry, European Economics Review, Health Economics, Information System Research, International Journal of Industrial Organization, Journal of Economics and Management Strategy, Journal of Economics and Organizational Behavior, Journal of Industrial Economics, Journal of Labor Economics, Journal of Transaction Economics, Journal of Medical Internet Research, Review of Industrial Economics, Southern Economic Journal, World Development and China Economics Review*
- Grant Reviewer for *Social Sciences and Humanities Research Council of Canada*

- Services at Purdue University
  - Digital Footprint Committee (2017-present)
  - RCHE Faculty Recruiting Committee (2017-present)
  - Meeting with the CEO of John Deere (2017)
  - BIAC board meeting (2017)
  - Meeting with alumni/donors who are interested in healthcare (2015)
  - MGMT 361 Operations Management Course Coordinator (2015, 2017)
  - PhD Admission Committee (2015, 2016, 2017)
  - Undergraduate SCIA major orientation in the “Krannert Day”
  - MS GSCM student orientation (2015, 2016, 2017)
  - PHD student orientation and welcome dinner party (2014, 2015, 2016, 2017)
  - Participated in the activities of the Krannert Healthcare Research Group
  - Advised master and undergraduate students on job search and course selection
  - Wrote recommendation letters for undergraduate students
  
- Services at University of Rochester
  - Strategic Decision Making: Theory and Practice (EMBA/MBA, STR422) Course Coordinator (2009-2014)
  - Advised MBA students on job search and course selection
  - Faculty advisor for the MBA Healthcare Club
  - Health Management and Strategy (MBA, STR/HSM430) Course Coordinator (2010-2014)
  - Advanced Game Theory (PhD, AEC 512) Course Coordinator (2014)
  - Master Curriculum for the Healthcare Area (2009-2014)
  - MBA Administrative Committee (2009-2014)

## **PERSONAL**

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- Married
- Three children (born in 2009, 2012 and 2016)