

## SUSAN FENG LU

Krannert School of Management  
Purdue University  
Krannert 441  
West Lafayette, IN 47907

Phone: 765-494-4397  
E-mail: [lu428@purdue.edu](mailto:lu428@purdue.edu)  
Website: <https://sites.google.com/site/susanluhome/>  
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### EDUCATION

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- 2009            **Northwestern University**, Kellogg School of Management, Evanston, IL  
                  Ph.D., Managerial Economics and Strategy (MEDS)
- 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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- 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: coordination care, patient routing and nursing home operations
- Innovation: health technology, online physician ratings and process of scientific production
- Blood Donation: inventory management and bullwhip effect

### JOURNAL PUBLICATIONS

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1. “Distance, Quality or Relationship? Interhospital Transfer of Heart Attack Patients”  
(with Lauren Lu), 2017, *Production & Operations Management*, forthcoming
2. “Economic Research Evolves: Fields and Styles”  
(with Josh Angrist, Pierre Azoulay, Glenn Ellison, Ryan Hill)  
2017, *American Economic Review: Papers and Proceedings*, 107(5), 293-297
3. “Can We Trust Online Physician Ratings? Evidence from Cardiac Surgeons in Florida”  
(with Huaxia Rui), 2016, *Management Science*, forthcoming
4. “Does Technology Substitute for Nurses? Staffing Decisions in Nursing Homes”  
(Previously circulated as “Is Technology Eating Nurses? Staffing Decisions in Nursing Homes”)  
(with Huaxia Rui and Avi Seidmann), 2016, *Management Science*, forthcoming  
- Won the *WHITE* best paper award in 2015

5. "Malpractice Laws and Incentives to Shield Assets: Evidence From Nursing Homes"  
(with Jim Brickley and Gerard Wedig), 2016, *Journal of Empirical Legal Studies*, forthcoming
6. "Solving Shortage in Priceless Market: Insights from Blood Donation"  
(with Tianshu Sun and Ginger Jin), 2016, *Journal of Health Economics*, Vol 48, 149-165  
- Featured on Nobel Prize Laureate Al Roth's blog - [Market Designer](#) and in NBER News
7. "Health Information Technologies: Which Nursing Homes Adopted Them?"  
(with Ning Zhang, Biao Xu, Bingxiao Wu, Rosa Rodriguez-Moguoio, Jerry Gurwitz)  
2016, *Journal of the American Medical Directors Association*, 17(5), 441-447
8. "Do Mandatory Overtime Law Improve Quality? Staffing and Operational Flexibility in Nursing Homes" (with Lauren Lu), 2016, *Management Science*, forthcoming  
- Finalist, Pierskalla Award by Health Applications Society in 2016
9. "The Role of Donations in Quality Disclosure: Evidence from Nonprofit Nursing Homes"  
2016, *American Journal of Health Economics*, 2(4), 431-446
10. "The Retraction Penalty: Evidence from the Web of Science"  
(with Ginger Jin, Benjamin Jones and Brian Uzzi), 2013, *Scientific Reports*, 3(3146)  
- Media covered by [Nature](#) and [Retraction Watch](#)
11. "Profiting from *Gaizhi*: Management Buyouts during China's Privatization"  
(with David Dranove), 2013, *Journal of Comparative Economics*, 41(2), 634-650
12. "Clustering, Agency Costs and Operating Efficiency: Evidence from Nursing Home Chains"  
(with Gerard Wedig), 2013, *Management Science*, 59(3), 677-694
13. "Multitasking, Information Disclosure and Product Quality: Evidence from Nursing Homes"  
2012, *Journal of Economics & Management Strategy*, 21(3), 673-705  
- Won the *ASHE* student paper award in 2008
14. "The Effectiveness of Law, Financial Development and Economic Growth in An Economy of Financial Repression: Evidence from China" (with Yang Yao), 2009, *World Development*, 37(4), 763-777

## **WORKING PAPERS**

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- "The Reverse Matthew Effect: Collaboration and Consequence in Scientific Teams"  
(with Ginger Jin, Ben Jones and Brian Uzzi), 2016  
- Recommended by [Freakonomics](#) and reported by [Retraction Watch](#)

- “Treatments and Outcomes of Acute Myocardial Infarction in Patients with Paraplegia”  
(with Lauren Lu, Sidney Smith and Xuming Dai), 2017
- “Does Competition Improve Quality? The Case of Nursing Homes where Public and Private Payers Coexist” (with Gerard Wedig, Konstantinos Serfes and Bingxiao Wu), 2017
- “Obesity, Falls and Hip Fractures Among Nursing Home Long-Stayers”  
(with Ning Zhang, Yanhua Zhou, Jerry Gurwitz), 2017

### **WORK IN PROGRESS**

- “Inside Job or Deep Impact? Using Extramural Citations to Assess the Value of Economics”  
(with Josh Angrist, Pierre Azoulay, Glenn Ellison)
- “The Effect of Ownership Conversion on Staffing and Resource Utilization: Evidence from U.S. Nursing Homes” (with Lauren Lu)
- “An Analytics Approach to Predicting Treatment Effectiveness: Interhospital Transfer of Heart Attack Patients” (with Qi Annabelle Feng and J. George Shanthikumar)
- “The Impact of Health IT on Interhospital Transfer of Heart Attack Patients”  
(with Lauren Lu)
- “The Impact of Tort Reform on Nursing Home Operations”  
(with Jim Brickley and Gerard Wedig)

### **OTHER PUBLICATIONS**

- “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**

2016	Finalist, Pierskalla Award by Health Applications Society
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 PRESENTATIONS**

- National University of Singapore, NUS Business School (November, 2017)
- Hong Kong University (invited and to be scheduled, 2017)

- University of North Carolina, Kenan Institute of Private Enterprise (June, 2017)
- Stanford University, SIEPR and NBER (March, 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)

### **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 Gerard Wedig)
- Advanced Game Theory (PhD, AEC 512)

### **CURRICULUM DEVELOPMENT**

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- Co-designed MGMT 361 in 2015 to make ongoing improvements to the core undergraduate class.
- Developed AEC512 in Winter 2014 for PhD students from scratch that focuses on advanced game theory.
- Developed STR/HSM430 in Spring 2010 for MBA and other graduate students from scratch that focuses on healthcare strategy and making inferences from the healthcare data.
- Completely 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 in Winter 2009 for MBA and other graduate students from scratch 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)
- Organization advisor for the student organization "PurFit"

## **PROFESSIONAL SERVICES**

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- Member of America Society of Health Economics, Industrial Organization Society, 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, Information System Research, Journal of Labor Economics, European Economics Review, Journal of Industrial Economics, Journal of Economics and Management Strategy, Journal of Economics and Organizational Behavior, International Journal of Industrial Organization, Review of Industrial Economics, Journal of Transaction Economics, Journal of Medical Internet Research, Economic Inquiry, Southern Economic Journal, World Development and China Economics Review*
  
- Grant Reviewer for *Social Sciences and Humanities Research Council of Canada*
  
- University Services
  - MGMT 361 Operations Management Course Coordinator (2015, 2017)
  - PhD Admission Committee (2015)
  - Introduced SCIA major to undergraduate students in the “Krannert Day”
  - Gave MS GSCM student orientation
  - Participated the activities organized by the Krannert Healthcare Research Group
  - Advised students on job search and course selection
  - Wrote recommendation letters for students
  - Strategic Decision Making: Theory and Practice (EMBA/MBA, STR422) Course Coordinator (2009-2014)
  - 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 with three children (born in 2009, 2012 and 2016)