

*Mailing Address*

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Boston, MA 02163

**OLIVIA ZHAO**

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Nationality: USA

**Education**

**Harvard Business School, Harvard Graduate School of Arts and Sciences** Boston, MA  
PhD Health Policy (Management) 2026 (expected)

*Dissertation title: "Prescription Drugs: Innovation, Payment, and Prescribing"*

*Dissertation committee: Leemore Dafny, Amitabh Chandra, Leila Agha, Mark Shepard*

**University of Oxford** United Kingdom  
MPhil Economics, Marshall Scholarship (2018) 2020

*Thesis title: "Contracting Pay-for-Performance in the NHS"*

**Massachusetts Institute of Technology** Cambridge, MA  
BS Economics 2018

**Research interests**

*Fields:* Health economics, health policy

*Topics:* Innovation, pharmaceutical industry, antitrust and competition policy

**Publications**

- San Soucie, C, ND Beaulieu, JD Buxbaum, D Cutler, JK Leyenaar, SC McBride, **O Zhao**, and AT Chien. "A National Analysis of General Pediatric Inpatient Unit Closures and Openings, 2011–2018." *Hospital Pediatrics* 14, no. 11 (November 2024): 899–908. doi: 10.1542/hpeds.2024-007754
- **Zhao O** and AD Sinaiko. Effects of a Real-Time Information-Based Intervention on Physician Prescribing Behavior. *Academy of Management Proceedings*. 2024.
- Sinaiko AD, CE Sloan, MJ Soto, **O Zhao**, C Lin, FR Goss. Clinician Response to Patient Medication Prices Displayed in the Electronic Health Record. *JAMA Internal Medicine*. 2023;183(10):1172-75. doi:10.1001/jamainternmed.2023.3307
- Vogel M, **O Zhao**, WB Feldman, A Chandra, AS Kesselheim, BN Rome. Cost of Exempting Sole Orphan Drugs From Medicare Negotiation. *JAMA Internal Medicine*. 2024;184(1):63-69. doi:10.1001/jamainternmed.2023.6293

**Working papers**

Kong E and **O Zhao**. Market Incentives and the Drug Development Pipeline: Evidence from Antibiotics. SSRN Working Paper. 2023. doi:10.2139/ssrn.4676384

**Presentations**

American Society of Health Economists (ASHE) Annual Conference	2025, 2024, 2023
Boston University Technology & Policy Research Initiative IP Day	2024
Academy of Management Annual Meeting	2024
<i><b>Health Care Management Division Best Paper Award:</b> “Effects of a Real-Time Information-Based Intervention on Physician Prescribing Behavior”</i>	
Pediatric Academic Societies Annual Meeting	2024
Informa Healthcare Conference	2023
AcademyHealth Annual Research Meeting	2023

**Teaching**

Transforming Health Care Delivery	2024
<i>MBA, Harvard Business School, Ariel Stern (no rating available)</i>	
U.S. Healthcare Industry and Regulatory Policy	2023, 2022
<i>Masters, Harvard Kennedy School, Leemore Dafny (average rating 4.7/5.0, Distinction in Student Teaching)</i>	
Research in Global Health and Health Policy	2023
<i>Undergraduate, Harvard College, David Cutler (average rating 4.8/5.0)</i>	
Essentials of the Profession (Health Policy module – section co-leader)	2023, 2025
<i>MD, Harvard Medical School (no rating available)</i>	
Analytic Frameworks for Public Policy	2022, 2021
<i>Masters, Harvard Kennedy School, Richard Zeckhauser (average rating 4.8/5.0)</i>	

**Other research experience**

<b>Harvard Business School</b>	Boston, MA
<i>Research Assistant to Leemore Dafny</i>	Sep 2020 – Dec 2022
<b>Harvard Kennedy School</b>	Cambridge, MA
<i>Research Assistant to Mark Shepard</i>	May 2021 – Dec 2022
<b>Institute for Fiscal Studies</b>	London, UK
<i>Summer Fellow/Visiting Researcher</i>	May 2019 – Aug 2020

**Other activities**

MIT Presidential Committee on Distinguished Fellowships	2021-present
HBS Wyss Awards for Excellence in Mentoring Selection Committee	2022-present
Health Policy PhD Peer Mentor	2021-2022
Health Policy & Management Student Seminar Organizer	2022-2023
HBS Program for Research in Markets & Organizations Research Advisor	2023