

Sara Parker Lue

CONTACT

Management and Global Business
Rutgers Business School - Newark & New Brunswick
One Washington Park, Room 1016
Newark, NJ 07102

Phone: 973-353-5982
sparker@business.rutgers.edu

Rutgers webpage: <http://business.rutgers.edu/faculty-research/directory/sara-parker>
Personal webpage: <https://sites.google.com/site/saraeparker/>

EDUCATION

UCLA Anderson School of Management

Ph.D. in Strategy and Policy, June 2013

Dissertation Title: “Conflict of Interest and Incentives in Health Care”

Dissertation committee: Marvin Lieberman (co-chair), Subramaniam Ramanarayanan
(co-chair), Tim Groseclose, Florian Ederer

University of California, Los Angeles

M.A. in Economics, June 2010

Wellesley College

B.A. in Honors International Relations, magna cum laude, June 2005

ACADEMIC APPOINTMENTS

Rutgers Business School

Visiting Assistant Professor, Management and Global Business Department, 2013 – 2015

Assistant Professor, Management and Global Business Department, 2015 – present

Maternity leave: AY 2017-2018; 2019-2020

OTHER WORK EXPERIENCE

Research Assistant

2011 Professors Subramaniam Ramanarayanan and Jason Snyder (UCLA Strategy and Policy)

2010 Professor Subramaniam Ramanarayanan (UCLA Strategy and Policy)

2004 Research Intern, Nippon Keidanren (Tokyo, Japan)

2002-2003 Professor Julie Matthaei (Microeconomics, Wellesley College)

Strategy Consulting

2007-2008 Fellow, McKinsey Global Institute (San Francisco, CA)
2005-2007 Research Analyst, McKinsey and Company (Waltham, MA)

RESEARCH

Interests

Reputational incentives; organizational economics of health care; strategic human resources

Refereed Publications

Parker-Lue, Sara, Michael Santoro and Greg Koski. 2015. "The Ethics and Economics of Pharmaceutical Pricing." *Annual Review of Pharmacology and Toxicology* (55): 191-206.

Parker-Lue, Sara and Marvin Lieberman. 2020. "The Impact of Diversification on Task Performance: Evidence from Kidney Transplant Centers." *Strategic Management Journal* (41) 7: 1169-1190. (Lead article) (Industry Studies Association Gomory Best Paper Award - Runner Up)

Parker-Lue, Sara. 2020. "The impact of reducing pharmaceutical industry payments on physician prescribing." *Health Economics*. (29): 382– 390.

Working Papers

"Know Your Audience: Collaboration and the Efficacy of Disclosure": submitted to *Organization Science*

"Does Disclosure Induce Cost Consciousness? Evidence from New Jersey Hospitals": submitted to *Journal of the American Medical Association*

Work in Progress

"Disclosure Fatigue" with Vanessa Burbano (Data collection; target *Management Science*)

"Impact of gender on physician treatment patterns" with Neha Shah (Data analysis)

"Impact of Housing Downturns on Physician Acceptance of Conflicts of Interest" (Data collection)

"Employee Status and Intra-firm Collaboration" (Data analysis; target *Academy of Management Journal*)

Contributions to Publications in Non-Refereed Journals

"How health care costs contribute to income disparity in the United States." *McKinsey Quarterly*, April 2009.

"Addressing Japan's health care cost challenge." *McKinsey Quarterly*, May 2008.

“The Challenge of Financing Japan’s Future Health Care Needs.” *McKinsey Global Institute Report*, May 2008.

“Accounting for the Cost of Health Care in the United States.” *McKinsey Global Institute Report*, July 2006.

REFEREED CONFERENCE PRESENTATIONS

Academy of Management Annual Meeting—“Peer Effects in the Efficacy of Disclosure of Conflicts of Interest” (2021)

Industry Studies Association – “Physician Reputations: For Hospitals, Are They a Help or Hindrance?” (2018)

Industry Studies Association—“Know Your Audience: Collaboration and the Efficacy of Disclosure” (2017)

Academy of Management Annual Meeting—“Learning by Not Doing? Transplant Centers as Focused Factories” with Marvin Lieberman (2015)

Atlanta Competitive Advantage Conference—“Transplant Centers as Focused Factories” with Marvin Lieberman (2014)

American Society of Health Economists’ Biennial Meeting—“The Persuasive Effect of External Financial Incentives: the Influence of Pharmaceutical Industry Payments on Physician Choice” (2014)

Academy of Management Annual Meeting—“The Persuasive Effect of External Financial Relationships” (2014)

American Society of Health Economists’ Biennial Meeting—“The Effect of Pharmaceutical Payment Disclosure on Physician Use of Branded Drugs” (2012)

ITEC (Institute for Technology, Enterprise and Competitiveness), Doshisha University—“Hospitals as Focused Factories” (2012)

SELECTED INVITED PRESENTATIONS

“Knowing Your Audience: the Presence of Peers and the Efficacy of Disclosure”: Seattle University, Albers School of Business and Economics (2018)

“Why Are Drugs So Expensive?” Saint Peter’s University Hospital, 2015

“Transplant Centers as Focused Factories”: Rutgers Business School MGB Seminar (2014), La Salle University School of Business (2014)

“Can Disclosure Induce Cost Consciousness?": Consortium for Competitiveness and Cooperation Doctoral Colloquium, University of Maryland (2012); Virginia Commonwealth University, Department of Health Administration (2013); University of Southern California, Marshall School of Business (2013); Yale University, Department of

Health Policy and Management (2013); California Polytechnic – San Luis Obispo,
Orfalea College of Business (2014)

FELLOWSHIPS, GRANTS AND SPONSORED RESEARCH

2014 Research funding, Blanche and Irwin Lerner Center for the Study of
Pharmaceutical Management Issues
2008-2012 UCLA Anderson Fellowship
2008-2009 UCLA Anderson Dean’s Scholarship
2004 Luce Scholar, Wellesley College
2002-2003 NSF-AIRE Grant Recipient

MEMBERSHIP

Academy of Management
Strategic Management Society
American Society of Health Economists
American Economic Association

AWARDS

2016 Junior Faculty Teaching Excellence Award, RBS
2013 Industry Studies Association Dissertation Award Finalist

MEDIA CONTRIBUTIONS/QUOTES

“Despite Promise, Pill Cost Has Not Dropped.” *Erin Burnett Out Front*. CNN. New York, 9 Oct.
2015.
Furlow, Bryant. “Public outcry over US generic drug price hikes.” *The Lancet* 11 (3): p. 840.

DIRECTED STUDENT LEARNING

Dissertation committees: Grace Dewi (2016-2017), Sebastian Jayaraj (2017-2018)

SERVICE TO THE PROFESSION

Ad Hoc Journal Referee: Management Science, Strategic Management Journal, Health
Economics, Journal of Economic Letters
Conference Submission Referee: Academy of Management (2013-2015); Strategic Management
Society (ongoing)

SERVICE TO THE COLLEGE

RBS Teaching Methods and Innovations Committee
Lerner Center participant
RBS/RBHS Merger Case Writing Team, 2015

SERVICE TO THE DEPARTMENT

BPS Course Coordinator, Spring 2018 & Spring 2021
NTT Hiring Committee, 2016
MGB Departmental Seminar Organizer, 2014-2015

TEACHING

2013-present	Business Policy & Strategy, Undergraduate, Rutgers Business School Average teaching effectiveness rating: 4.9/5 (departmental average: 4.4)
2014-present	Health Care Strategy, MD/MBA Independent Study, Rutgers Business School
2013	Empirical Methods for Business Strategy, MBA, UCLA Anderson (<i>Assistant</i>)
2012-2013	International Business Strategy, MBA, UCLA Anderson (<i>Assistant</i>)
2012-2013	Entrepreneurial Perspectives on Biotechnology, MBA, UCLA Anderson (<i>Assistant</i>)
2010-2011	Business Strategy, MBA, UCLA Anderson (<i>Assistant</i>)