

Sara Parker Lue

CONTACT

Management and Global Business
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ACADEMIC APPOINTMENTS

Rutgers Business School

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

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

AWARDS AND FUNDING

2016	Junior Faculty Teaching Excellence Award, RBS
2014	Research funding, Blanche and Irwin Lerner Center for the Study of Pharmaceutical Management Issues
2013	Industry Studies Association Dissertation Award Finalist
2008-2012	UCLA Anderson Fellowship
2008-2009	UCLA Anderson Dean’s Scholarship
2004	Luce Scholar, Wellesley College
2002-2003	NSF-AIRE Grant Recipient

RESEARCH

Interests

Strategic human resources, organizational economics of health care, boundary of the firm, impact of reputation on agency issues, regulatory policy

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.

Working Papers

"Reputation as a Remedy for Conflicts of Interest? Evidence from Pharmaceutical Industry Payment Disclosures" (Under Review, *Academy of Management Journal*)

"Know Your Audience: Collaboration and the Efficacy of Disclosure" (Preparing for submission, target: *Organization Science*)

"Expecting the Unexpected: the Impact of Diversification on Organ Transplant Centers" with Marvin Lieberman (Preparing for submission, *Strategic Management Journal*)

"The Persuasive Effect of External Financial Incentives: the Influence of Pharmaceutical Industry Payments on Physician Choice"

Work in Progress

"Employee Status and Intra-firm Collaboration" (Data collection; target *Organization Science*)

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

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

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.

TEACHING

2013-present	Business Policy & Strategy, Undergraduate, Rutgers Business School
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
(Assistant)
- 2010-2011 Business Strategy, MBA, UCLA Anderson (Assistant)

REFEREED CONFERENCE PRESENTATIONS

- 2017 Industry Studies Association—““Know Your Audience: Collaboration and the Efficacy of Disclosure”
- 2015 Academy of Management Annual Meeting—“Learning by Not Doing? Transplant Centers as Focused Factories” with Marvin Lieberman
- 2014 Atlanta Competitive Advantage Conference—“Transplant Centers as Focused Factories” with Marvin Lieberman
American Society of Health Economists’ Biennial Meeting—“The Persuasive Effect of External Financial Incentives: the Influence of Pharmaceutical Industry Payments on Physician Choice”
Academy of Management Annual Meeting—“The Persuasive Effect of External Financial Relationships”
- 2012 American Society of Health Economists’ Biennial Meeting—“The Effect of Pharmaceutical Payment Disclosure on Physician Use of Branded Drugs”
ITEC (Institute for Technology, Enterprise and Competitiveness), Doshisha University—“Hospitals as Focused Factories”

SELECTED INVITED PRESENTATIONS

- “Why Are Drugs So Expensive?” Saint Peter’s University Hospital, 2015
- “Transplant Centers as Focused Factories”: Rutgers Business School
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)

Media Appearances/Interviews

- “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.

WORK EXPERIENCE

Strategy Consulting

2007-2008 Fellow, McKinsey Global Institute
2005-2007 Research Analyst, McKinsey and Company

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)

MEMBERSHIP

Academy of Management
American Society of Health Economists
American Economic Association

AD HOC REFEREE EXPERIENCE

Strategic Management Journal, Health Economics, Journal of Economic Letters

SERVICE

Dissertation committees: Grace Dewi, Sebastian Jayaraj
MGB Departmental Seminar Organizer, 2014-2015
NTT Hiring Committee, 2016
RBS/RBHS Merger Case Writing Team, 2015