Updated: January 2026

DANIELLE LI

https://danielle-li.github.io

EMPLOYMENT

MIT Sloan School of Management David Sarnoff Professor	2024-Present
MIT Sloan School of Management Associate Professor (with tenure)	2022-2024
Columbia Business School Visiting Associate Professor (with tenure)	2021-2022
MIT Sloan School of Management Class of 1922 Career Development Associate Professor	2019-2022
MIT Sloan School of Management Assistant Professor	2017-2019
Harvard Business School Assistant Professor of Business Administration	2014-2017
Kellogg School of Management, Northwestern University Assistant Professor of Management and Strategy	2012-2014

ACADEMIC AFFILIATIONS

Research Associate, National Bureau of Economic Research

EDUCATION

Massachusetts Institute of Technology (MIT)
Ph.D., Economics

Harvard College
A.B., Mathematics and History of Science

PUBLISHED PAPERS

"Potential" and the Gender Promotion Gap (with Alan Benson and Kelly Shue)
Forthcoming, American Economic Review

What if NIH Had Been 40% Smaller? (with Pierre Azoulay, Matt Clancy, and Bhaven Sampat)
Science, September 2025: Vol 389, Issue 6767

Generative AI at Work (with Erik Brynjolfsson and Lindsey Raymond)
Quarterly Journal of Economics, May 2025: Volume 140, Issue 2

Hiring as Exploration (with Lindsey Raymond and Peter Bergman)
Review of Economic Studies, June 2025.

Insurance Design and Pharmaceutical Innovation (with Leila Agha and Soomi Kim)
American Economic Review: Insights, June 2022: Vol. 4, No. 2.

Missing Novelty in Drug Development (with Josh Krieger and Dimitris Papanikolaou)
Review of Financial Studies, February 2022: Vol. 35, No. 2.

Internal Deadlines, Drug Approvals, and Safety Problems (with Lauren Cohen and Umit Gurun)
American Economic Review: Insights, March 2021: Vol. 3, No. 1.

Trust, Collaboration, and Economic Growth (with Jiro Kondo and Dimitris Papanikolaou)
Management Science, March 2021: Vol. 67, No.3.

Promotions and the Peter Principle (with Alan Benson and Kelly Shue)
Quarterly Journal of Economics, November 2019: Vol. 134, No. 4.

Public R&D Investments and Private Sector Patenting: Evidence from NIH Funding Rules (with Pierre Azoulay, Joshua Graff-Zivin, and Bhaven Sampat)
Review of Economic Studies, January 2019: Vol. 86, No. 1

Discretion in Hiring (with Mitch Hoffman and Lisa Kahn)
Quarterly Journal of Economics, May 2018: Vol. 133, No. 2.

The Applied Value of Public Investments in Biomedical Research (with Pierre Azoulay and Bhaven Sampat)
Science, 31 March 2017: Vol. 355, No. 6332.

Information vs. Bias in Evaluation: Evidence from the NIH
American Economic Journal: Applied Economics, April 2017: Vol. 9, No. 2.
(Winner of AEJ Applied Best Paper Prize)

Big Names or Big Ideas: Do Peer Review Panels Select the Best Science Proposals? (with Leila Agha)
Science, 24 April 2015: Vol. 348, No. 6233.

BOOK CHAPTERS

Scientific Grant Funding (with Pierre Azoulay)
Austan Goolsbee and Ben Jones eds.
Innovation and Public Policy, University of Chicago Press: 2021

WORKING PAPERS

Exploration and Learning in R&D Investment (with Alexander Frankel, Joshua Krieger, and Dimitris Papanikolaou)
NBER Working Paper #31290

Labor as Capital: AI and the Ownership of Expertise (with Zoe Cullen and Shengwu Li)

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PHD ADVISEES (W/ FIRST PLACEMENT)	Lindsey Raymond (Committee Chair, 2024, MIT Economics and Schwartzman School) Soomi Kim (Committee Chair, 2023, Columbia Business School)
EDITORIAL, PROGRAMMING, AND SERVICE	Associate Editor, Management Science (2020-2023); Program Committee, Society of Labor Economists (2023); Program Committee, Society of Institutional and Organizational Economics Conference (2019-2020); Program Committee, CEPR Workshop on Incentives, Management and Organization and Entrepreneurship (2020-2024); Advisory Council Member, National Institute of General Medical Sciences (NIGMS) at the National Institutes of Health (2020-2024)
REFEREE	*American Economic Journal: Applied Economics, American Economic Journal: Policy, American Economic Review, American Economic Review: Insights, Econometrica, Economics of Education Review, International Journal of Industrial Organization, Journal of Accounting Research, Journal of the European Economic Association, Journal of Finance, Journal of Law, Economics, and Organization, Journal of Political Economy, Journal of Public Economics, Management Science, Nature, PLOS One, PNAS, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Science.*