

DANIELLE LI

<https://danielle-li.github.io>

<b>EMPLOYMENT</b>	MIT Sloan School of Management Associate Professor of Technological Innovation, Entrepreneurship, and Strategic Management Class of 1922 Career Development Professor	2017-Present
	Harvard Business School Assistant Professor of Business Administration	2014-2017
	Kellogg School of Management, Northwestern University Assistant Professor of Management and Strategy	2012-2014
<b>ACADEMIC AFFILIATIONS</b>	Faculty Research Fellow, National Bureau of Economic Research	2017-Present
<b>EDUCATION</b>	Massachusetts Institute of Technology (MIT) Ph.D., Economics, 2012  Harvard College A.B., Mathematics and History of Science, 2005	
<b>PUBLISHED PAPERS</b>	Missing Novelty in Drug Development (with Josh Krieger and Dimitris Papanikolaou) Forthcoming, <i>Review of Financial Studies</i>  Internal Deadlines, Drug Approvals, and Safety Problems (with Lauren Cohen and Umit Gurun) <i>American Economic Review: Insights</i> , March 2021: Vol. 3, No. 1.  Trust, Collaboration, and Economic Growth (with Jiro Kondo and Dimitris Papanikolaou) <i>Management Science</i> , March 2021: Vol. 67, No.3.  Promotions and the Peter Principle (with Alan Benson and Kelly Shue) <i>Quarterly Journal of Economics</i> , 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) <i>Review of Economic Studies</i> , January 2019: Vol. 86, No. 1  Discretion in Hiring (with Mitch Hoffman and Lisa Kahn) <i>Quarterly Journal of Economics</i> , 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 2019 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**

Hiring as Exploration (with Lindsey Raymond and Peter Bergman)  
NBER Working Paper #27736

Insurance Design and Pharmaceutical Innovation (with Leila Agha and Soomi  
Kim)  
NBER Working Paper #27563

**WORKS IN  
PROGRESS**

“Potential” and the Gender Promotion Gap (with Alan Benson and Kelly Shue)

Exploration and the Value of Failure (with Alexander Frankel, Joshua Krieger,  
and Dimitris Papanikolaou)

The (Selective) Use of Data as Evidence (with Alexander Frankel)

**OLDER  
WORKING  
PAPERS**

School Accountability and Principal Mobility: How No Child Left Behind  
Affects the Allocation of School Leaders

Cheaper By the Dozen: Using Sibling Discounts at Catholic Schools to  
Estimate the Price Elasticity of Private School Attendance (with Susan Dynarski  
and Jonathan Gruber)

**TEACHING AND  
OTHER  
EXPERIENCE**

Competitive Strategy, MIT Sloan	2018-Present
The Entrepreneurial Manager, Harvard Business School	2014-2017
Business Strategy, Kellogg School of Management (MGMT431)	2012-2014 2011
Teaching Assistant for Graduate Labor Economics, MIT	2011
Teaching Assistant for Competitive Strategy, MIT Sloan	2008-2011
Advisor in Applied Math and Economics, Harvard College	2007-2011
Graduate Resident Tutor in Quincy House, Harvard College	2005-2006
Poverty Action Lab, Project Coordinator (Udaipur, India)	

**INVITED  
PRESENTATIONS**

2020-2021 (scheduled so far): IZA Bonn, Hong Kong University of Science and Technology (economics department), Stanford (GSB), UCLA (Anderson), UC San Diego (economics department), UC Berkeley (Haas), Brown University (economics department), Yale University (economics department), UC Berkeley (economics department), Microsoft Research (departmental seminar), NBER Economics of Artificial Intelligence conference, American Enterprise Institute (departmental seminar), Finance, Organizations, and Markets conference (discussant), Allied Social Science Association Annual Meeting (presenting and discussing).

2019-2020: NBER Summer Institute, Labor Studies Meetings, NBER Summer Institute, Digitalization Meetings NBER Summer Institute Healthcare Meetings, CEPR International Virtual Organizational Economics Seminar, Innovation Policy and the Economy, Goethe University Frankfurt (economics department), McGill University (economics department), Stanford University (economics department and GSB), ETH Zurich Workshop and Lecture series on the Law and Economics of Innovation, Allied Social Science Association Annual Meeting (presenting and discussing), Society of Institutional and Organizational Economics Conference, National Academies Workshop on Drug R&D and Patient Access, American-European Health Economics Workshop (keynote)

2018-2019: NBER Summer Institute, Innovation Meetings, Harvard University, Center of Mathematical Sciences and Applications, CEPR Workshop on Incentives, Management and Organization and Entrepreneurship, University of Chicago Economics Department, Columbia University Economics Department/GSB, Washington University in St. Louis Economics Department, Cornell University Department of Economics, Bureau of Economic Analysis, Boston College Economics Department, Energy Policy Institute, Clean Energy Innovation Conference, Allied Social Science Association Annual Meeting (presenting and discussing), Radcliffe Seminar on Drug Development, Berkeley Fung Institute, MIT IWER Workshop, Wharton Business Economics.

2017-2018: HKS Future of Healthcare Markets Meeting, Fall NBER Organizational Economics Meetings (discussant), NBER Entrepreneurship Meetings, NBER Healthcare Meetings, Allied Social Science Association Annual Meeting (presenting and discussing), Princeton University (economics department), University of Pittsburg (economics department), Red Rock Finance Conference (best paper prize), Jackson Hole Winter Finance Conference, Georgia Tech REER (discussant), Harvard/MIT/Stanford Empirical Management Conference, Utah Winter Business Economics Conference, Spring NBER Organizational Economics Meetings (discussant), Munich Summer Institute, Queens University Organizational Economics Conference (discussant), NBER Summer Institute, Sloan Foundation Advancing Science of Science Workshop (discussant), London Business School Summer Finance Symposium (best paper prize)

2016-2017: University of Warwick (economics department), London School of Economics (economics department), Sciences Po (departmental seminar), Bocconi University (economics department), NBER Organizational Economics Meetings, NBER Productivity Lunch, PCAOB Center for Economic Analysis Conference (discussant), NBER/IFS Valuing Health Research Conference,

Tsinghua University, MIT (Sloan).

2015-2016: Society for Institutional and Organizational Economics Conference, NBER Summer Institute, National Institute of Aging workshop, AIEA-NBER Conference, Consortium of Social Science Organizations Congressional Briefing, Duke Strategy Conference, Georgia Tech REER (discussant and presenter), Stanford Empirical Management Conference, NBER Digitalization Meetings, Harvard Labor/PF Seminar, MIT Organizational Economics Lunch, Society of Labor Economists Meetings, Stanford Applied Microeconomics Seminar

2014-2015: Queens University Economics of Entrepreneurship and Innovation Conference, Boston University (SMG), National University of Singapore, UC Berkeley (Haas), Bocconi University (Economics Department), USC (Marshall), INSEAD, Copenhagen Business School, Utah Winter Business Economics Conference (discussant), Allied Social Science Association Annual Meeting (presenting and discussing), London School of Economics, MIT Organizational Economics Lunch, NBER Organizational Economics Meeting, NBER Summer Institute

2013-2014: NYU Stern Strategy Conference, American Association for the Advancement of Science, NSF Science of Science Policy Workshop, University of Chicago (Booth), NBER Productivity, Innovation, and Entrepreneurship, Midwest Economic Association, University of Illinois Chicago, MIT (Sloan), University of Tokyo Market Frictions Conference, Columbia University (GSB), Georgia Tech (Scheller), National Institutes of Health Center for Scientific Review, HBS Strategy Conference, Yale Labor/Public Economics Workshop, Allied Social Science Association Annual Meeting

2012-2013: Workshop on Natural Experiments and Controlled Field Studies, University of Regensburg (Economics Department), Ludwig Maximilians University Institute of Strategy, Technology, and Organization, Stockholm Institute of Transition Economics, University Carlos III (Economics Department), University Pompeu Fabra (Economics and Business Department), University of Warwick (Economics Department), Committee on Institutional Cooperation STARMETRICS Workshop, NBER Organizational Economics Meeting, NBER Summer Institute, Northwestern University (Economics Department), Stanford University (GSB), Purdue University (Krannert), NBER Open Science Conference (discussant), Georgia Tech REER (discussant), Allied Social Science Association Annual Meeting (discussant), National Institutes of Health Center for Scientific Review

2011-2012: University of Toronto (Rotman), Harvard University (HBS), Harvard University (Kennedy School), Dartmouth College, London School of Economics, Northwestern University (Kellogg), Boston University (Economics Department), UC Berkeley (Haas), Columbia University (GSB).

2010-2011: Allied Social Science Association Annual Meeting (discussant), Consortium for Competitiveness and Cooperation (CCC) Conference, National Bureau of Economic Research (NBER) Productivity Lunch.

Associate Editor, *Management Science*

**EDITORIAL,  
PROGRAMMING,  
AND SERVICE**

Associate Editor, *International Journal of Industrial Organization*  
Program Committee, Society of Institutional and Organizational Economics  
Conference, 2019  
Advisory Council Member, National Institute of General Medical Sciences  
(NIGMS) at the National Institutes of Health

**REFEREE**

*American Economic Journal: Applied Economics, American Economic Journal: Policy,  
American Economic Review, 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, Quarterly Journal of Economics, Review of Economics and Statistics, Science.*