

Curriculum Vitae

NANCY DEAN BEAULIEU

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Place of Birth: Methuen, MA

Education

1987	A.B.	Economics and Government	Cornell University
1998	Ph.D.	Health Policy (Economics)	Harvard University

Postdoctoral Training

1998-1999	Postdoctoral Fellowship	Agency for Healthcare Policy and Research	Rockville, MD
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Faculty Academic Appointments

1999-2006	Assistant Professor of Business Administration	Negotiation, Organizations, and Markets Unit	Harvard University
2014-2015	Research Scientist	Department of Health Policy & Management	Harvard School of Public Health
2015-present	Research Associate	Department of Health Care Policy	Harvard Medical School

Committee Service

Local

2001-2006	Academic Performance Committee	Harvard Business School Member
2003-2006	Committee on Higher Degrees in Health Policy	Harvard University Member

Honors and Prizes

1995	Aetna Health Plan Fellowship	Aetna Foundation
1997	Harvard Graduate Society Fellowship	Harvard University

Report of Funded and Unfunded Projects

Funding Information

Past

Duration: 2005-2009

Sponsor: Robert Wood Johnson Foundation

Title: Econometric Analysis of the Impact of Nurse Skill Level and Turnover on Patient Outcomes

Role: Co-Investigator

Duration: 2015-2018

Sponsor: Center for Medicare and Medicaid Services (subcontract)

Title: Evaluation of the Oncology Care Model

Role: Co-Investigator

Duration: 09/21/2015 – 05/31/2016

Sponsor: Medicare Payment Advisory Commission (MedPAC) MED15P0082

Title: Conceptual considerations for Accountable Care Organization (ACO) development

Role: Co-Investigator

Duration: 08/01/16-10/31/19

Sponsor: The Commonwealth Fund (Grant No. 20160683)

Title: Delivery Systems Serving Low-Income Populations (LIDS)

Role: Co-Investigator

Duration: 10/01/2014-12/31/2020

Sponsor: Laura and John Arnold Foundation

Title: Healthcare Markets and Regulation Lab

Role: Co- Investigator

Duration: 1/1/2020-12/31/2020

Sponsor: BCBSA

Title: Assessing the Health Impact of the 2008 Financial Crisis on Millennials

Role: Co-Investigator

Current

Duration: 10/01/2020-9/30/2023

Sponsor: Laura and John Arnold Foundation

Title: Healthcare Markets and Regulation Lab

Role: Co-Investigator

Duration: 09/01/2015-08/31/2021

Sponsor: AHRQ U19HS024072 (Cutler)

Title: Measuring the Clinical and Economic Outcomes Associated with Delivery Systems

Role: Co-Investigator

Duration: 6/1/2020-5/31/2022

Sponsor: Ballad Health

Title: Competition, Acquisition and Mergers in Rural Hospital Markets

Role: Co- Investigator

Duration: 08/01/2020-07/31/2021

Sponsor: Commonwealth Fund

Title: Providing Evidence and and Advice to States Related to Controlling Health Care Spending Growth

Role: Co-Investigator

Duration: 12/01/2020-11/30/2025

Sponsor: NIH/NCI R01CA255035 (Keating/Landrum)

Title: The Impact of a Changing Health Care Delivery System on the Quality of Oncology Care Role: Co-Investigator

Report of Local Teaching and Training

Teaching of Students in Courses

1999-2006	Negotiation MBA Students	Harvard Business School Full semester course
1999-2006	Coordination, Control and Mgmt of Org MBA Students	Harvard Business School Full semester course
1999-2006	Designing Peopleplans MBA Students	Harvard Business School Full semester course
1999-2006	Economics of Markets MBA Students	Harvard Business School 10 hrs per week for 2 weeks
1999-2006	Administrative Theory Doctoral Students	Harvard Business School Full semester course
2015, 2017	Program Evaluation M.P.H. Students	Harvard School of Public Health 3 hrs per week for 8 weeks

Report of Regional, National and International Invited Teaching and Presentations

Invited Presentations and Courses

Regional

2001	Selection and Improvement: Physician Responses to Performance Pay Weatherhead School of Management, Case Western Reserve University, Cleveland, OH
2002	Selection and Improvement: Physician Responses to Performance Pay Institute for Work and Employment Research, MIT Sloan, Cambridge, MA

- 2002 Selection and Improvement: Physician Responses to Performance Pay
Organizational Economics Seminar, Harvard University-MIT, Cambridge, MA
- 2002 Quality Externalities in Overlapping Physician Networks/ Health Care Program Meeting
National Bureau of Economic Research, Cambridge, MA
- 2002 The Business Case for Diabetes Disease Management
Institute for Healthcare Improvement, Boston, MA
- 2003 Putting Smart Money to Work for Quality Improvement
Harvard Business School, Cambridge, MA
- 2003 Wage Policies and Firm-Specific Human Capital/ Summer Institute
National Bureau of Economic Research, Cambridge, MA

National

- 2003 Health Plan Conversions: Are They in the Public Interest?/ Frontiers in Health Policy
Research Conference
National Bureau of Economic Research, Washington DC
- 2005 Wage Policies and Incentives to Invest in Firm-Specific Human Capital/ Alumni
Professorship Conference
University of Illinois, Institute of Labor and Industrial Relations, Champaign, IL
- 2005 Organizational Factors Involved in Diabetes Disease Management: Results from Six Case
Studies/ Meeting of the Board
Kaiser Care Management Institute, San Francisco, CA
- 2005 Models for Diabetes Care Management/ Network Retreat
Kaiser Care Management Institute, San Francisco, CA
- 2018 The impact of hospital mergers on clinical quality of care and patient experience
Academy Health, Seattle, WA

International

- 2003 Selection and Improvement: Physician Responses to Performance Pay
Center for Corporate Performance, Aarhus School of Business, Denmark
- 2005 Quality Externalities in Overlapping Physician Networks/ Biennial Conference of the
International Health Economics Association
Barcelona, Spain
- 2005 Why is Medical Care Quality So Low
Biennial Conference of the International Health Economics Association |
Barcelona, Spain
- 2019 The Impact of Hospital Mergers,
The Impact of Health System Acquisition on Community Hospital Admissions
International Health Economics Association | Basel, Switzerland

Report of Scholarship

Peer reviewed publications in print or other media

1. Zaslavsky Alan, **Beaulieu Nancy**, Landon Bruce, Cleary Paul. Dimensions of Consumer-Assessed Quality of Medicare Managed Care Health Plans. Medical Care 2000. 38(2):162-174.
2. Zaslavsky Alan, Landon Bruce, **Beaulieu Nancy**, Cleary Paul. How Consumer Assessments of

- Managed Care Vary within and among Markets. *Inquiry* 2000. 37(2):146-161.
3. Landon Bruce, Zaslavsky Alan, **Beaulieu Nancy**, Shaul James, Cleary Paul. Health Plan Characteristics And Consumers' Assessments Of Quality. *Health Affairs* 2001. 20(2):274-286.
 4. **Beaulieu Nancy**. Quality Information and Consumer Health Plan Choices. *Journal of Health Economics* 2001. 20(2):274-286.
 5. **Beaulieu Nancy**, Epstein Arnold. National Committee on Quality Assurance Health-Plan Accreditation: Predictors, Correlates of Performance, and Market Impact. *Medical Care* 2002. 40(4):325-37.
 6. **Beaulieu Nancy**, Horrigan Dennis. Putting Smart Money to Work for Quality Improvement. *Health Services Research* 2005. 40(5 Pt 1):1318-1334.
 7. Cutler David, **Beaulieu Nancy**, Ho Kate, Isham George, Lindquist Tammie, Nelson Andrew, O'Connor Patrick. The Business Case for Diabetes Disease Management at Two Managed Care Organizations. *Forum for Health Economics and Policy* 2006. 9(1): article one.
 8. Bartel Ann, **Beaulieu Nancy**, Phibbs Ciaran, Stone Patricia. Human Capital and Productivity in a Team Environment: Evidence from the Healthcare Sector. *American Economic Journal: Applied Economics* 2014. 6(2): 231-59.
 9. Martinez Elizabeth, **Beaulieu Nancy**, Gibbons Robert, Pronovost Peter, Wang Thomas. Organizational Culture and Performance. *American Economic Review*, May 2015.
 10. Joynt, Karen, Jose Figueroa, **Nancy Beaulieu**, Robert Wild, and Ashish Jha. Segmenting High Cost Medicare Patients into Potentially Actionable Cohorts. *Healthcare: The Journal of Delivery Science and Innovation*, March 2017.
 11. **Beaulieu, Nancy**, Karen E. Joynt, Robert Wild, and Ashish K. Jha. Concentration of High Cost Patients in Hospitals and Markets. *American Journal of Managed Care*, April 2017.
 12. Figueroa, Jose, Karen Joynt, **Nancy Beaulieu**, Robert Wild, and Ashish Jha. Concentration of potentially preventable spending among high cost Medicare subpopulations: An observational study. *Annals of Internal Medicine*, October 2017.
 13. Nguyen CA, Chernew ME, Ostrer I, **Beaulieu ND**. Comparison of Healthcare Delivery Systems in Low- and High-Income Communities. *American Journal of Accountable Care*. 2019; 7(4): 11 – 18
 14. Diaz-Perez M, Hanover R, Sites E, Rupp, Courtemanche, Levi E, Donohue S, Mathieu J, **Beaulieu N**, Cutler D. [Producing comparable cost and quality results from all-payer claims databases](#). *American Journal of Managed Care*. 2019; 25(5): e138 - e144. PMID: 31120710
 15. **Beaulieu ND**, Dafny LS, Landon BE, Dalton JB, Kuye I, McWilliams JM. [Changes in quality of care after hospital mergers and acquisitions](#). *NEJM*. 2020; 382(1): 51 – 59. PMID: 31893515
 16. Chien AT, Pandey A, Lu S, Bucholz EM, Toomey SL, Cutler DM, **Beaulieu ND**. Pediatric Hospital Services Within a One-Hour Drive: A National Study. *Pediatrics*. 2020; 146(5): e20201724
 17. Zhou RA, **Beaulieu ND**, Cutler D. Primary care quality and cost for privately insured patients in and out of US Health Systems: Evidence from four states. *Health Services Research*. 2020; 55(S3): 1098 – 1106
 - Shields MC, **Beaulieu ND**, Lu S, Busch AB, Cutler DM, Chien AT. Increases in Inpatient Psychiatry Beds Operated by Systems, For-Profits, and Chains, 2010 – 2016. *Psychiatric Serv*. 2021; appips202100182
 18. Chernew ME, He H, Mintz H, **Beaulieu ND**. Public Payment Rates for Hospitals and the Potential for Consolidation-Induced Cost-Shifting. *Health Affairs*. 2021; 40(8): 1277 – 1285
 19. Cham S, Landrum MB, **Beaulieu ND**, Keating NL, Wright AA. Utilization of Germline BRCA Testing in Commercially Insured Patients with Ovarian Cancer. *JAMA Network Open*. 2022; 5(1): e214703. PMID: 35015069.
 20. Shields MC, **Beaulieu ND**, Lu S, Busch AB, Cutler DM, Chien AT. Increases in Inpatient Psychiatry Beds Operated by Systems, For-Profits, and Chains, 2010-2016. *Psychiatric Services*.

2022; 73(5): 561-564. PMID: 34433287.

21. Ballad
22. Health Systems

Non-peer reviewed scientific or medical publications/materials in print or other media

1. Madrian Brigitte, **Beaulieu Nancy**. Does Medicare Eligibility Affect Retirement? In *Inquiries in the Economics of Aging*, ed. Wise David. University of Chicago Press. Pgs. 109-131. 1998.
2. **Beaulieu Nancy**. An Economic Analysis of Health Plan Conversations: Are they in the Public Interest? In *Frontiers in Health Policy Research*, eds. Cutler David and Garber Alan. Volume 7. Massachusetts Institute of Technology Press. 2004.
3. **Beaulieu Nancy**, Bloom David, Stein Richard. Breakaway: The Global Burden of Cancer – Challenges and Opportunities. A Report of the Economist Intelligence Unit. The Economist. 2009.

Professional educational materials or reports, in print or other media

1. **Beaulieu Nancy**, Zimmerman Aaron. The New England Patriots: Making the Team. Harvard Business School Case N9-905-011.
2. **Beaulieu Nancy**, Zimmerman Aaron. Saving Disney. Harvard Business School Case 905-014.
3. **Beaulieu Nancy**, Zimmerman Aaron. ORIX KK: Incentives in Japan. Harvard Business School Case 905-013.
4. **Beaulieu Nancy**, Zimmerman Aaron. FBI: Mission Extended. Harvard Business School Case 905-061.
5. **Beaulieu Nancy**, Groysberg Boris, Doherty Kyle. Furman Selz LLC (A): A Tale of Two Acquisitions. Harvard Business School Case 905-080.
6. **Beaulieu Nancy**, Groysberg Boris, Doherty Kyle. Furman Selz LLC (B). Harvard Business School Case 905-081.
7. Grossman Allen, Suesse Jennifer, **Beaulieu Nancy**. Compensation Reform at Denver Public Schools. Harvard Business School Case PEL-002.
8. **Beaulieu Nancy**, Warder Jamie. The Captain Crisis in the United States Army. Harvard Business School Case 903-126.
9. **Beaulieu Nancy**. Contingent Workforce Planning at Motorola, Inc. Harvard Business School Case 902-211.
10. Bohmer Richard, **Beaulieu Nancy**. Tufts Health Plan. Harvard Business School Case 699-160.
11. Bohmer Richard, **Beaulieu Nancy**. HealthPartners. Harvard Business School Case 699-131.