

R. LAWRENCE VAN HORN
Owen Graduate School of Management
VANDERBILT UNIVERSITY
Nashville, TN
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January 2014

EDUCATION:

University of Pennsylvania, <i>The Wharton School, Departments of Health Care Systems & Department of Management</i> Ph.D. Managerial Science & Applied Economics (1997)	Philadelphia, PA
University of Rochester, <i>William E. Simon Graduate School of Business Administration</i> MBA with concentration in Organizations and Markets (1992)	Rochester, NY
University of Rochester, <i>School of Medicine & Dentistry, Department of Community & Preventive Medicine</i> MPH with concentration in Health Care Administration (1990)	Rochester, NY
University of Rochester, BA Philosophy with concentration in Bioethics (1989)	Rochester, NY

POSITIONS HELD:

<i>Associate Professor of Law (By courtesy)</i> Law School, Vanderbilt University	7/13-present Nashville, TN
<i>Associate Professor of Health Policy (By courtesy)</i> School of Medicine, Vanderbilt University	7/13-present Nashville, TN
<i>Co-Director (with Senator Bill Frist) Fellows Program</i> Nashville Health Care Council, Chamber of Commerce	7/12-present Nashville, TN
<i>Executive Director of Health Affairs</i> Owen Graduate School of Management, Vanderbilt University	7/10-present Nashville, TN
<i>Associate Professor of Economics & Management</i> Owen Graduate School of Management, Vanderbilt University	7/06-present Nashville, TN
<i>Associate Professor of Economics and Management</i> William E Simon Graduate School of Business, The University of Rochester	7/02-7/06 Rochester, NY
<i>Director, Institute for Health Care Management</i> William E Simon Graduate School of Business, The University of Rochester Responsible for creation of a new Institute based on corporate partnerships between Excellus Blue Cross Blue Shield, Bausch & Lomb, and the University of Rochester Medical Center.	7/04-7/06 Rochester, NY
<i>Area Coordinator for Health Science Programs</i> William E Simon Graduate School of Business, The University of Rochester Responsible for creation of MBA program in health care, design of curriculum, marketing, and creation of non-degree executive programs.	7/99-7/06 Rochester, NY
<i>Assistant Professor of Economics and Management</i> William E Simon Graduate School of Business, The University of Rochester	7/96-6/01 Rochester, NY

PUBLICATIONS:

Business and Economics

- Brickley, A. James, Van Horn, R.L., Wedig, J. Gerald (2010) "Board Composition and NonProfit Conduct: Evidence From Hospitals" *Journal of Economic Behavior & Organization Volume 76, Issue (2) p.196-208, November*
- Dobson, G., Pinker E. and Van Horn, R.L. (2009) "Division of Labor in Medical Office Practices" *Manufacturing & Service Operations Management Vol11(3) p.525-537.*
- Brickley, J, Misra, S. and Van Horn, R.L. (2006) "Contract Duration Evidence from Franchise Contracts" *Journal of Law and Economics v49(1)*
- Leone, A; Van Horn, R.L. (2005) "How do nonprofit hospitals manage earnings?" *Journal of Health Economics v 24 (4) p 815-837-July*
- Leone, A; Van Horn, R.L., and Wedig, G. (2005) "Abnormal Returns and the Regulation of Nonprofit Hospital Sales and Conversions." *Journal of Health Economics v 24 (2) p.113-135, January*
- Richard, O., Van Horn, R.L. (2004) "Persistence in Prescriptions of Branded Drugs." *International Journal of Industrial Organization Vol 22 (4) p. 523-540, Spring*
- Brickley, J, Van Horn, R.L. (2002) "Managerial Incentives in Nonprofit Organizations: Evidence from Hospitals," *Journal of Law and Economics v95 (1) p.227-250.*
- Brailer D.J, Van Horn R.L. (1993) "Response to Health and the Welfare of U.S. Business", *Harvard Business Review* May/Jun Vol. 71, (3).
- Brailer D.J, Van Horn R.L.(1993) "Health and the Welfare of U.S. Business", *Harvard Business Review* Mar/Apr Vol. 71, (2) p125-132.

Health Services Research

- Froeb, LM, and Van Horn RL. (2013) "Regulators Using New 'Travel Cost' Models In Merger Enforcement" *Hospitals & Health Health Networks* July
- Resnick MJ et al. Van Horn RL Penson, DF (2013) " Long term functional outcomes following treatment for localized prostate cancer: results from the prostate cancer outcomes *New England Journal of Medicine* 368: 436-445
- Berman, H., Lerner, A., Madden, P., Van Horn, R.L. (2011) "Nonprofit health care market concentration and the public interest" *Inquiry* 48(2): 102-108.
- Iacobucci, D., Hoeffler, S., Van Horn, R.L. (2010) "The Politics of Health Care" *Journal of Medical Marketing* Vol 10 p. 305-311 October
- Parente, S. and Van Horn, R.L. (2006) "Valuing Hospital Investment in information technology: does governance make a difference?" *Health Care Financing Review Winter 2006*
- Van Horn, R.L. (2005) "Executive Compensation in Nonprofit Health Care Organizations" *Inquiry v 42 (2)*
- Escarce, J., Van Horn, R.L., Pauly, M.V., Williams, S. (1999) "Health Maintenance Organizations and Hospital Quality for Coronary Artery Bypass Surgery " *Medical Care Research & Review, v56, (3) p.340-362.*
- Wedig, G, Hassan, M., Van Horn, R.L., Morissey, M. (1998) "Hospital Affiliation and Capital Structure: How will Capital Markets Guide Health Care Restructuring " *Journal of Public Budgeting and Financial Management Vol. 10, (3).*
- Van Horn, R.L, Burns, L.R., Wholey, D. (1997) "The Impact of Physician Involvement in Managed Care on Efficient Use of Hospital Resources." *Medical Care Fall*

UNDER REVIEW

- Mennemeyer, S. Morrissey, M., Van Horn R.L " Are Hospital Senior Managers Ready for Value Based Reimbursement"
- Doane, M., Froeb, L. and Van Horn R.L. "How Well Do Travel Cost Models Measure The Effects of Hospital Mergers?"

WORKING PAPERS & PROJECTS

Thomas, R. and Van Horn R. L. “Pay for performance in Division I College Football Coach Contracts”

Kappa, S., Morgan, T., Van Horn, R.L., et. al “Perioperative Cost Comparison of Robotic and Open Radical Cystectomy for bladder cancer.”

Penson, D., Van Horn R.L “ Small Area Variation Revisited – A Supplier Induced Demand Explanation”

Van Horn, R.L. “ Organizational Structure of US Hospitals”

Van Horn, R.L., Wedig, G. “Governance and Conduct in the Market for Managed Health Care.”

CONFERENCE & INVITED PRESENTATIONS:

“????”, Applied Health Analytics Nexxus Fall Conference, Nashville, TN November 11, 2014

“????”, Brad Logan in Orlando or Dr. Johnson in Georgia, October 18, 2014

“????”, Tennessee Nursing Association, Nashville, TN October 11, 2014

“????”, HCA, Counce, TN September 30, 2014

“????”, Ohio Hospital Association Board Retreat, Farmington, PA August 14, 2014

“The Math Challenge Facing our Country and the impact for Health” , Texas Healthcare Trustees, Dallas, TX July 25 2014

“You Either Believe in Magic or You Believe in Math, The Changing Economics and Regulation of Health Care”, Louisiana Hospital Association, Orange Beach, AL July 22, 2014

“???” , TN HFMA, Nashville, TN May 21, 2014

“Health Care Today”, Midas, Tucson AZ May 19, 2014

“???” , PIAA, Toronto CA May 16, 2014

“You Either Believe in Magic or You Believe in Math, The Changing Economics and Regulation of Health Care”, Cardinal Health, Columbus, OH May 13, 2014

“????”. Leading Age of Tennessee Nashville, TN May 6, 2014

“The Changing Economics of Health Care Delivery”, AACD Annual Perioperative Summit, Nashville, TN March 28, 2014

“?????” , Blackstone , Miami, FL March 19, 2014

“?????” , West Tennessee Hospital Medical Symposium, Jackson, TN March 1, 2014

“?????” , Capella Nashville, TN February 21, 2014

“?????” , Proassurance Las Vegas, NV, February 17, 2014

“Global Economic Perspective On Health Care”, Tennessee Rheumatology Society, Nashville, TN , February 15, 2014

“????”, HIMMS, Nashville, TN January 29, 2014

“????”, Jack Johnson Radio, Nashville, TN December 16, 2013

“The Health Care Industry – Today and Tomorrow”, HCA, Nashville, TN December 13, 2013

“You Either Believe in Magic or You Believe in Math, The Changing Economics and Regulation of Health Care”, Cardinal Health, Ohio November 12, 2013

“Outlook for the U.S. Economy and Implications”, Alliance Board Meeting November 11, 2013

“You Either Believe in Magic or You Believe in Math, The Changing Economics and Regulation of Health Care”, AUA, Monterey, CA November 1, 2013

“You Either Believe in Magic or You Believe in Math, The Changing Economics and Regulation of Health Care”, Pediatric Respiratory Seminar, Children’s Hospital, Nashville, TN October 23, 2013

“ACA Implementation and Economic Consequences”, QHR, Charleston, SC October 3, 2013

“Healthcare Math and the Risks Facing the U.S. Healthcare Industry”, CSRO 2013 State Society Advocacy Conference, Chicago, IL September 28, 2013

“An Inconvenient Truth: We Are Broke And Americans Don’t Understand Insurance”, NBGH Washington DC, September 24, 2013

“Affordable Care Act – The Economics and Future Impact”, ProAssurance 2013 Leadership Circle, Colorado Springs, CO September 19, 2013

“Healthcare Math and the Risks Facing the U.S. Healthcare Industry”, Jeffries, Nashville, TN August 27, 2013

“Healthcare Math and the Risks Facing the U.S. Healthcare Industry”, Healthways, Cool Springs, TN June 26, 2013

“Healthcare Math and the Risks Facing the U.S. Healthcare Industry”, ESPACES, Belle Meade, TN June 6, 2013

“Observations On The Evolution of US Provider Markets”, Kurt Salmon, May 16, 2013

“Healthcare Math and the Risks Facing the U.S. Healthcare Industry”, PICA, April 13, 2013

“Healthcare Math and the Risks Facing the U.S. Healthcare Industry”, AUA 2013 Urology Joint Advocacy Conference, Washington, DC March 11, 2013

“Healthcare Math and the Risks Facing the U.S. Healthcare Industry”, Citigroup Annual Healthcare Conference, New York, NY February 26, 2013

“Healthcare Math and the Risks Facing the U.S. Healthcare Industry”, ProAssurance Risk Management Conference, Las Vegas, NV February 11, 2013

“Healthcare Math and the Risks Facing the U.S. Healthcare Industry”, Shade Tree Presentation Vanderbilt Medical Center, Nashville, TN January 30, 2013

“The Impact of the Elections for the Health Care Delivery”, PICA – 2013 New York Podiatric Clinical Conference, New York, NY January 26 & 27, 2013

“Health Economics & the Law-Is the ICU Relevant?”, Vanderbilt Medical Center, Nashville, TN December 7, 2012

“Compliance Issues through the Eyes of the Board of Directors – Directions in Healthcare 2012”, Waller Conference, Nashville, TN November 29, 2012

“What Health Reform Means Now”, QHR Trustee Conference, Savannah, GA November 9, 2012

“Healthcare Math and the Risks Facing the U.S. Healthcare Industry”, Virginia Hospital & Healthcare Association Annual Meeting, Hot Springs, VA November 8, 2012

“Care Management Education: Confronting Challenges for Innovation with a Modern Curriculum”, Harvard Business School, Boston, MA October 4 & 5, 2012

“Healthcare math and the Risks Facing the U.S. Healthcare Industry”, Virginia Hospital Board Retreat, Charlottesville, VA July 11 & 12, 2012

“Washington Update – What to Expect”, QHR Board Meeting, Franklin TN June 14, 2012

“Healthcare Math & the Risk Facing the U.S. Healthcare Industry”, HFMA Alabama Chapter Conference, Sandestin, FL June 4, 2012

“Setting the Stage: Our Healthcare Future, Who is going to pay?”, OWE Club Meeting, Nashville, TN May 7, 2012

“Healthcare Reform Crisis: Problems and Possibilities”, Osher Lifelong Learning Program, Nashville, TN April 2, 2012

“Setting the Stage: Our Healthcare Future”, Microsoft HPAC, Chicago, IL March 28, 2012

“Setting the Stage: Our Healthcare Future”, Touomey Healthcare System Board Retreat, Wild Dunes, SC March 23, 2012

“Healthcare Policy and Spending” Shade Tree Presentation Vanderbilt Medical School, Nashville, TN March 14, 2012

“The Economic Future of Healthcare Delivery”, Citigroup, 2012 Global Healthcare Conference, New York City, NY February 29, 2012

“Changing Healthcare Environment”, PICA Board Meeting, Nashville, TN February 24, 2012

“Economics of Healthcare”, Vanderbilt Medical Center, Nashville, TN January 16, 2012

“The Economics of U.S. Health Reform”, Healthcare Financial Management Association-HFMA, New Orleans, LA November 14, 2011

“The Economics of U.S. Health Reform”, Vanderbilt University Graduate School, Healthcare Improvement Group, Nashville, TN November 2, 2011

“The Economics of U.S. Health Reform”, Quorum Nursing Workshop, Nashville, TN October 27, 2011

- “The Economics of U.S. Health Reform”, PICA, Attorney Presentation, Nashville, TN October 20, 2011
- “The Economics of U.S. Health Reform”, Blue Cross Blue Shield Fall Statewide Training Event, Nashville, TN October 20, 2011
- “The Economics of U.S. Health Reform”, Tennessee Perfusion Association Conference, Nashville, TN September 23, 2011
- “The Economics of U.S. Health Reform”, ProAssurance Companies Leadership Circle Meeting, Kohler, WI September 21, 2011
- “The Economics of U.S. Health Reform”, Huntsville Hospital Leadership Retreat, Huntsville, AL August 24, 2011
- “The Economics of U.S. Health Reform”, Quorum, Strategic Summit, Estes Park, CO August 11, 2011
- “The Economics of U.S. Health Reform”, PICA, Risk Management, Boston, MA July 30, 2011
- “The Economics of U.S. Health Reform”, Quorum National CFO Webinar, Nashville, TN July 28, 2011
- “The Economics of U.S. Health Reform”, PICA, Risk Management, Anaheim, CA June 11, 2011
- “How Well Do Travel Cost Models Measure the Effects of Hospital Mergers?”, Kellogg School of Management, Northwestern University, Evanston, IL April 20, 2011
- “The Economics of U.S. Health Reform”, PICA, Risk Management, Chicago, IL March 3, 2011
- “The Economics of U.S. Health Reform”, Healthcare Financial Management Association –HFMA, Nashville, TN February 24, 2011
- “How Well Do Travel Cost Models Measure the Effects of Hospital Mergers?”, The Fuqua School of Business, Duke University, Durham, NC February 18, 2011
- “How Well Do Travel Cost Models Measure the Effects of Hospital Mergers?”, Gatton College of Business and Economics, University of Kentucky, February 11, 2011
- “The Economics of U.S. Health Reform”, Proassurance Corp., Ross Bridge, AL January 13, 2011
- “The Economics of U.S. Health Reform”, Chartered Financial Analyst –CFA, Nashville, TN January 13, 2011
- “The Economics of U.S. Health Reform”, Essent Healthcare, Nashville, TN December 15, 2010
- “The Economics of U.S. Health Reform”, Vanderbilt University Medical Center Leadership Team, Nashville, TN November 18, 2010
- “The Economics of U.S. Health Reform”, Quorum Q2 Group, Hotel del Coronado Resort, San Diego, CA November 11, 2010
- “The Economics of U.S. Health Reform”, Vanderbilt University Medical Center Leadership Team, Nashville, TN October 21, 2010
- “The Economics of U.S. Health Reform”, PICA Board Meeting, Franklin, TN October 15, 2010

“The Economics of U.S. Health Reform”, Medicare Sustainability Panel, VHBA Annual Conference, Nashville, TN October 1, 2010

“The Economics of U.S. Health Reform”, Quorum Board of Trustees, Charlotte, N.C., September 14, 2010

“The Economics of U.S. Health Reform”, HME News Annual Conference, Nashville, TN September 13, 2010

“The Economics of U.S. Health Reform”, Quorum Consulting Group, Brentwood, TN September 8, 2010,

“The Economics of U.S. Health Reform”, ACG Tennessee 25 for 2025, Bass, Berry & Sims, Nashville, TN June 23, 2010

“The Economics of U.S. Health Reform”, Health Care Summit, Healthcare Finance Management Association, Hyatt Nashville, TN May 19, 2010

“The Economics of U.S. Health Reform”, Pharmacology Graduate, Student Association, Vanderbilt University Medical School, Light Hall, Nashville, TN May 13, 2010

“The Economics of U.S. Health Reform”, Life Insurance Company of Alabama, April 29, 2010

“Hospital Quality and Executive Compensation” Lister Hill Seminar Series, School of Public Health, University of Alabama Birmingham, Birmingham, AL, Nov 9, 2009

“The Impeding Health Care Crisis” HFMA Spring Institute, Hutton Hotel, Nashville, TN May 14, 2009

“Governance and Executive Compensation in Nonprofit Organizations: Evidence from Hospitals”. Accounting & Finance Seminar Series, Graduate School of Management, UC Davis, Davis, CA, April 22, 2009

“Statistical Value of a Human Life” Discussant Vanderbilt Law School, Nashville, TN March 26, 2009

“Stimulus Funding and Health Care IT” TN HIMSS CIO Council, Hyatt Hotel, Nashville, TN March 3, 2009

“Factors Shaping the future of health care delivery” Shattuck Hammond Speaker Series, Nashville, TN January 29, 2009

“Turning the Tide: The Future of healthcare Under the Obama Administration” Vanderbilt University Medical School, Nashville, TN January 22, 2009

“Factors Shaping the Future of Health Care Delivery” HCA Internal Audit, Nashville, TN January 21, 2009

“Factors Shaping the Future of Health Care Delivery” NPAS - HCA, Sommet Center, Nashville, TN December 16, 2008

“Factors Shaping the Future of Health Care Delivery” Blue Cross Blue Shield Conference, Gaylord Opryland Hotel, Nashville, TN December 4, 2008

“Consumerism in Health Care” Vanderbilt Health Care Business Alliance, Marriott Hotel, Nashville, TN November 1, 2008

“Factors Shaping the Future of Health Care Delivery” Harvard Business School Alumni Assoc., Stoney River, Nashville, TN December 4, 2008

“The Future of Health Care Delivery” Vanderbilt Construction Management Symposium, Nashville, TN August 22, 2008

“What Everyone Should Know about Healthcare but Probably Doesn’t” Microsoft Health Executive Forum, Arlington, VA, June 12, 2008

“Shifting Accountability in Health Care” Microsoft Health Plan Executive Forum, April 11, 2008 Ponte Vedra, FL

“Governance and Executive Compensation in Nonprofit Organizations: Evidence from Hospitals”. Lister Hill Seminar Series, School of Public Health, University of Alabama Birmingham, Birmingham, AL, April 9, 2008

“Factors Shaping the Future of Health Care” Stroudwater Associates Annual Meeting, Saddlebrook, FL March 29, 2008

“What Everyone Should Know about Healthcare but Probably Doesn’t” Microsoft Health Executive Forum, Las Colinas, TX, March 13, 2008

“What Everyone Should Know about Healthcare but Probably Doesn’t” Medicare Fraud & Abuse Annual Conference, Nashville, TN November 6, 2007

National Association of Occupational Health Professionals, Keynote Panel Discussion, Nashville, TN October 23, 2007

“What Everyone Should Know about Healthcare but Probably Doesn’t” Microsoft Health Executive Forum, Kohler, WI, Oct 8, 2007

“What Everyone Should Know about Healthcare but Probably Doesn’t” Excellus Blue Cross Blue Shield, Waterloo, NY, Jun 28, 2007

“What Everyone Should Know about Healthcare but Probably Doesn’t” HIMSS, Schermerhorn, Nashville, TN, Apr 26, 2007

“What Everyone Should Know about Healthcare but Probably Doesn’t” MGMA Conference, Memphis, TN, Feb 15, 2007

“Board Composition and Private Inurement in Nonprofit Organizations: Evidence from Hospitals” , Leonard Davis Institute Seminar Series, University of Pennsylvania, Philadelphia PA April 1, 2004.

“Board Composition and Private Inurement in Nonprofit Organizations: Evidence from Hospitals” , The Organizational Economics of Health Care Conference, Simon School of Business, Rochester, NY October 24-25, 2004.

“The Economics of the Rochester Health Care Market” , Invited seminar Lifetime Health Board Education, Waterloo NY June 12, 2003.

“The Economics of the Rochester Health Care Market” , Invited seminar Lifetime Health quarterly staff meeting, Rochester, NY Sep 12, 2002.

“Can Managed Care Overcome Big Pharma Promotional Spend?” Invited seminar, Health Executives Network. New York, NY, November 15, 2002.

Invited Discussant and Panelist Third Annual Health Care Organizations Conference, Wharton School of Business, The University of Pennsylvania, Philadelphia, PA June 6, 2001.

“Incentives in Nonprofit Organizations: Evidence from Hospitals” Second Annual Health Care Organizations Conference, University of Minnesota, Minneapolis MN June 1, 2000.

“Incentives in Nonprofit Organizations: Evidence from Hospitals” Western Economic Association International’s 75th Annual Conference, Vancouver, Canada July 1, 2000.

Invited Discussant, Health Care Division, Academy of Management, August 9th, 1999.

“HMO contracting and provider quality – a dynamic treatment,” International Health Economics Association Annual Meeting, Amsterdam, The Netherlands, June 9th, 1999

“Fee Schedules, Agency & Referrals: The Effect of Price Changes on Physician Labor Supply,” Health Economics Research Organization, ASSA Annual Meetings, New York, NY, Jan. 1999.

Discussant, Health Care Management Division, Academy of Management Annual Meeting. San Diego, CA, August 1998

“Agency problems and the purchase of NFP hospitals by investor owned hospital chains” Leone, Andrew, R. Lawrence Van Horn, Association for Health Services Research, Washington DC, June 1998.

“A dynamic theory of managed care based on costly learning” Wedig, G, R. Lawrence Van Horn presentation at Allied Social Science Association, Health Economics Research Organization. Chicago, IL, January 1998.

“High Performance Succession and the Retention of Managerial Talent” R. Lawrence Van Horn Accepted for presentation at Academy of Management, Strategy Division. **Selected for publication in 1996 Best Paper Proceedings** Cincinnati Ohio, August 1996.

“Price Imperfections as a Motivation for Vertical Integration” R. Lawrence Van Horn, Suponcic, S., Accepted for presentation at Academy of Management, Health Care Administration Division. Cincinnati Ohio, August 1996.

“The Impact of Physician Involvement in Managed Care on Efficient Use of Hospital Resources ” R. Lawrence Van Horn, Lawton R. Burns, Douglas R. Wholey Accepted for presentation at Academy of Management, Health Care Administration Division. Cincinnati Ohio, August 1996.

“The Effect of Hospital Outcomes on Hospital Choice by HMOs” Jose Escarce, Mark V. Pauly, R. Lawrence Van Horn Outcomes Economics, American Economic Association Annual Meeting, January 1996.

“Hospital Debt Financing: Effect of not-for-profit status” Mahmud Hassan, R. Lawrence Van Horn, Gerry Wedig. American Public Health Association, Poster Session San Diego, CA. October 1995.

“Price Imperfections as a Motivation for Vertical Integration” R. Lawrence Van Horn, Suponcic, S., American Risk & Insurance Association, Seattle WA, August 1995

“A Systemic Approach to Physician Induced Demand” R. Lawrence Van Horn, Jitendra V. Singh
Academy of Management, Health Care Administration Division Distinctive Poster Session
Vancouver, BC, August 1995

“The Effects of Managed Care Volume and Practice Share on Efficient Use of Hospital Resources”
R. Lawrence Van Horn, Lawton R. Burns, Douglas Wholey Association for Health Services Research Annual
Conference, Health Care Management Section, Chicago IL, June 1995.

“Effect of Managed Care on Diffusion of New Medical Technologies” Scott Ramsey, Jose Escarce, Mark V. Pauly, R.
Lawrence Van Horn, Jeffrey Silber, Association for Health Services Research Annual Conference, Chicago IL, June
1995.

“Hospice Care and AIDS: Dimensions of Services, Cost and Access” Poster Session, R. Lawrence Van Horn, John
Kimberly Agnieszka Baumritter, Association for Health Services Research Annual Conference, Chicago IL, June 1995.

“Alternate Methods for the Estimation of Hospital Quality” Poster Session Gerry Wedig, R. Lawrence Van Horn,
Association for Health Services Research Annual Conference, Chicago IL, June 1995.

“Do Not-for-Profits Do Good When They Do Well,” Accounting & Finance Seminar Series, William E. Simon Graduate
School of Business Administration, University of Rochester, Rochester, NY, April 25, 2000.

“Incentives in Nonprofit Organizations: Evidence from Hospitals,” Accounting & Finance Seminar Series, William E.
Simon Graduate School of Business Administration, University of Rochester, Rochester, NY, February 18, 2000.

Moderator, Rochester Area Healthcare Consortium public forum on Medicare & Medicaid, Strasenburg Auditorium
Rochester, NY, February 2, 2000.

“Agency problems and the purchase of NFP hospitals by investor owned hospital chains,” INSEAD, Fontainebleau,
France, February 1999.

“Agency Problems in Corporate Control Transactions and Not-for-profit Organizations: Evidence from the healthcare
industry,” Managerial Economics & Decisions Sciences Seminar Series, Kellogg School of Business Administration,
Northwestern University, Evanston, IL, November 11, 1998.

“Agency Problems in Corporate Control Transactions and Not-for-profit Organizations: Evidence from the healthcare
industry.” Economics & Management Seminar Series, William E. Simon Graduate School of Business Administration,
University of Rochester, Rochester, NY, October 13, 1998.

“Earnings Management in Not-for-profit Hospitals,” Accounting Seminar Series, William E. Simon Graduate School of
Business Administration, University of Rochester, Rochester, NY, October 1, 1998.

“Perspectives on Health Care Integration” Annual board meeting of the University of Rochester Medical Center.
Rochester, NY, January, 26 1998.

“Health Economics summer Conference,” Invited participant at National Bureau of Economic Research.
Cambridge, MA, July 21 - July 23, 1997.

“Managing Quality II,” Invited Discussant at International Franco-American Quality Conference.
INSEAD, Paris, FRANCE, June 4 - June 6, 1997.

“The Effects of Managed Care Volume and Practice Share on Efficient Use of Hospital Resources,” Department of Community & Preventive Medicine, School of Medicine, University of Rochester Rochester, NY, April, 1997.

“Managing Quality I,” Invited Discussant at International Franco-American Quality Conference. The Wharton School, The University of Pennsylvania, Philadelphia, PA, June 26 - June 28, 1996.

“The Dynamics of AIDS and Hospice Organizations,” R. Lawrence Van Horn, John R. Kimberly, Agniehska Baumritter National Hospice Organization Annual Meeting, Phoenix, AZ, Nov 6-9, 1995.

“Cost Effectiveness of Hospice for the Care of Patients with AIDS,” R. Lawrence Van Horn Leonard Davis Institute of Health Economics, Seminar Series May 1995.

IMRA Store Operations & Human Resources Conference Orlando, FL Feb 18, 1993 "Healthcare Cost Containment."

Selected Media

Vanderbilt Business, **Winter, 2013**

<http://www.vanderbilt.edu/magazines/vanderbilt-business/2013/12/reciprocal-agreement/>

Larry Van Horn, Executive Director of the Health Care Programs at Owen Graduate School of Management shares his thoughts on the partnership between the Vanderbilt Business School and Medical School and the benefits of the Owen Health Care MBA.

The Tennessean, **Dec. 18, 2013**

[Q&A: A Nashville economist looks to solve health care ills](#)

Larry Van Horn, Executive Director of the Health Care MBA program at Owen Graduate School of Management, discusses the problem with publishing papers in journals that nobody reads and why simple economics could save health care.

WWTN-FM (Nashville, TN.), **Dec. 17, 2013**

[Interview: Affordable Care Act](#)

“Impact of Minimum Wage Legislation.” WWTN-FM interviewed **Larry Van Horn**, associate professor of economics and management, about the changes implemented by insurance companies under the Affordable Care Act.

Nashville Business Journal, **Dec. 10, 2013**

[Frist, Health Care Council select 2014 Fellows class](#)

The Nashville Health Care Council has selected its latest class for the Fellows program, now in its second year. **Larry Van Horn**, associate professor of economics and management, is noted as co-chair of the program.

Newsweek, **Nov. 15, 2013**

[What 72 million Americans on cholesterol meds could mean for costs](#)

New guidelines to combat cholesterol may double the number of Americans taking statins, but the cost of the drug will probably not rise in response to the increased demand. **Larry Van Horn**, Executive Director of the Health Care MBA program at Owen Graduate School of Management, is quoted.

WWTN-FM (Nashville, TN.), **Nov. 7, 2013**

Larry Van Horn: Guest on 99.7 Super Talk Nashville “Economic Impact of Obamacare”

Milwaukee Journal Sentinel **Oct. 26, 2013**

<http://m.jsonline.com/229400631.htm>

Health systems are turning to clinical quality to determine compensation. **Larry Van Horn**, associate professor of Economics and Management discusses the difficulty of measuring non-financial goals.

The Tennessean, Sept. 15, 2013

[Opinion: Health care group a guide in time of change](#)

The 2014 class of the Nashville Health Care Council Fellows is poised to develop ideas that will resonate in the boardrooms and C-suites of every health care organization in this city, write co-chairs **Larry Van Horn**, associate professor of economics and management and Executive Director of the Health Care MBA program at Vanderbilt, and former Sen. Bill Frist.

Nashville Business Journal, August 21, 2013

[What to expect from Frist's 'Fellows' in year two](#)

Population health, an increased global focus and more hands-on immersion – that's what you can expect from the Nashville Health Care Council's second Fellows class. Program co-chair **Larry Van Horn** is quoted.

Los Angeles Times, July 11, 2013

[Opinion: It's time to focus on fixing the Affordable Care Act, not gutting it](#)

Any law this complex is all but guaranteed to need some rethinking as it encounters the real world, writes columnist David Lazarus. **Larry Van Horn**, associate professor of Economics and Management and Executive Director of Vanderbilt's Health Care MBA program, is quoted.

NPR, June 4, 2012

BlueCross Test Bundling Payments to Doctors;

<http://nashvillepublicradio.org/blog/2012/06/04/bluecross-tests-bundling-payments-to-doctors/>

Larry Van Horn, associate professor of Economics and Management and Executive Director of Vanderbilt's Health Care MBA program, provides the opposing viewpoint on bundling doctor payments.

NPR - On Point, March 31, 2013

<http://onpoint.wbur.org/2013/04/01/obamacare-rollout>

Larry Van Horn, Executive Director of Health Affairs at the Owen Graduate School of Management, was a guest on National Public Radio's "On Point" Friday, discussing how states are preparing for the Affordable Care Act, set to roll out in six months.

BLOG POSTS AT FORBES.COM:

<http://www.forbes.com/sites/larryvanhorn/2010/11/29/to-fix-health-care-consumers-must-own-up-to-its-true-costs/>

<http://www.forbes.com/sites/larryvanhorn/2010/11/30/america-cant-cut-spending-without-slashing-medicare/>

<http://www.forbes.com/sites/larryvanhorn/2010/12/08/the-uninsured-buy-cell-phones-why-not-health-care/>

<http://www.forbes.com/sites/larryvanhorn/2010/12/10/big-mistake-panel-votes-to-expand-weight-loss-surgery/>

<http://www.forbes.com/sites/larryvanhorn/2010/12/13/if-health-care-ruling-holds-insurer-requirements-must-change-too/>

<http://www.forbes.com/sites/larryvanhorn/2010/12/16/dear-grandma-youre-robbing-my-health-care-benefits/>

<http://www.forbes.com/sites/larryvanhorn/2011/01/19/why-smart-people-will-never-agree-on-health-care-reform/>

<http://www.forbes.com/sites/larryvanhorn/2011/02/09/how-prescription-drug-ads-gave-my-7-year-old-an-enlarged-prostate/>

<http://www.forbes.com/sites/larryvanhorn/2011/02/25/how-americas-health-system-leads-to-bad-consumer-decisions/>

<http://www.forbes.com/sites/larryvanhorn/2011/03/11/hca-to-the-rescue-why-for-profit-hospitals-may-save-americas-health-system/>

<http://www.forbes.com/sites/larryvanhorn/2011/03/28/the-terrible-economics-of-health-care-hot-spotting/>

<http://www.forbes.com/sites/larryvanhorn/2011/04/01/health-care-jobs-further-bloat-massive-government-payroll/>

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<http://www.forbes.com/sites/larryvanhorn/2011/10/24/rationing-hospital-care-may-be-the-only-way-to-keep-medicaid-intact/>

PROFESSIONAL REPORTS:

Van Horn R.L., Brailer D.J, "Incentives to offer and limit health benefits among large employers,"
Department of Labor Publication 41USC252C3, August 1993.

FUNDED RESEARCH:

"The effect of hospital quality on chief medical officer compensation" S. Mennemeyer and Van Horn, R.L.
funded by the UAB Lister Hill Center \$30,000

"The value of Distributed Health Care Information" Van Horn R.L.
funded by Kodak Health Imaging \$87,000 January 2005 – 2006

"Dynamics of Managed Care Strategies," Morrissey, M, Wedig, G, Van Horn, R.L. Hassan, M
funded by Robert Wood Johnson Foundation \$384,000 June 1996 - June 1998.

"Environmental Turbulence, Organizational Capabilities and Strategic Response: Hospital Strategy in an Era of Managed
Care," Van Horn, R.L. \$21,000 funded by Health Care Financing Administration April 1996.

"Incentives to offer and limit health benefits among large employers," Department of Labor
Publication 41USC252C3 August 1993.

"Asymmetric Models of Service Sector Competition," Van Horn, R.L. \$5,000
Huntsman Center on Global Competition, The Wharton School University of Pennsylvania, July 1993.

AWARDS AND HONORS:

Health Care Financing Administration Dissertation Award 1996

Department of Health and Human Services NRSA fellow 1993 - 1994

Department of Health and Human Services NRSA fellow 1992 - 1993

Department of Health and Human Services NRSA fellow 1991 - 1992

William E. Simon Graduate School of Business Administration Merit Scholarship 1990-1991

REFEREE SERVICES:

Ad hoc referee for: *Journal of Accounting and Economics* *Journal of Financial Economics*
 Health Services Research *Health Care Management Review*
 Health Affairs *Journal of Health Economics*
 Journal of Managed Care *Academy of Management*
 Inquiry *International Journal of Industrial Organization*
 Journal of Accounting and Public Policy *Health Economics*

PROFESSIONAL AFFILIATIONS:

Member, American Economics Association

Member, International Health Economics Association (IHEA)

RESEARCH INTERESTS:

- Nonprofit conduct and objectives
- Agency relationships in health care markets
- Optimal physician contracting and behavior in response to at risk contracts
- Corporate governance in health care firms
- Managerial accounting in health care firms
- Measurement of health care outcomes and productivity

TEACHING INTERESTS:

Managerial Economics

Health Care Data Modeling and Analysis

SELECTED CONSULTING ENGAGEMENTS:

Consultant to Competition Economics
Consultant to PaymentAmerica
Consultant to Healthstream
Consultant to PICA Group
Consultant to Medsolutions
Consultant to ERS Group
Consultant to Booz-Allen Hamilton Health Care Practice
Consultant to KPMG Health Care National Practice Leader
United States Department of Justice / HFCA / CMS
United Healthcare
Healthnet / Foundation Health Federal Services
Purdue Pharmaceuticals
Ministry of Health, The Netherlands

RELATED EXPERIENCE:

Principal, Health Systems Innovation Network LLC (1998-present)
Investigator, Kaiser Foundation National Hospice Study (1994-1996)
Investigator, PORT Project, Department of Medicine, University of Pennsylvania (1993-1995)
Research Associate, Center for Health Choice, Philadelphia, PA (1993-1994)
Dir. Research, Care Management Science Corp., Philadelphia, PA.(1993-1994)
Consultant, APM Managerial Consultants, New York, NY.(1992-1993)
Analyst and Consultant, Blue Cross Blue Shield of Rochester.(1991)
Consultant, St. Mary's Hospital, Rochester NY (1990)
Investigator, Department of Psychiatry, Monroe Community Hospital, Rochester NY (1989).
Advisor, Physicians Advisory Group, Strong Memorial Hospital Rochester, NY. (1988)

COMMUNITY SERVICE:

Member, Health Benefits Oversight Committee (2003 –2006)
Member, Faculty Senate Benefits Committee (2002 –2006)
Vice Chairman, Community Health Network (2001 – 2002)
Board Member, Community Health Network (1998 – 2000)
Member, Blue Cross Blue Shield Technical Advisory Panel on Physician Quality Reporting (2000 – 2002)
Member, Strong Memorial Hospital Fast-track team addressing physician compensation (1997-1998)