

## Curriculum Vitae

JACOB GLAZER

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Marital Status: Married, 2 children

### Fields of Interest

Health Economics, Industrial Organization, Microeconomics and Game Theory

### Education

1977-1980	Haifa University, Haifa, Israel; B.A. Economics.
1982-1986	Northwestern University, Kellogg, Graduate School of Management, M.E.D.S. Department, Ph.D. Economics.

### Academic Positions

1986 - 1987	Post-doctorate in Economics, Bell Communications Research Inc.
1987 - 1990	Assistant Professor of Economics, Department of Economics, Boston University.
1990 - 1993	Lecturer, Tel Aviv University, Faculty of Management.
1993 - 1997	Senior Lecturer, Tel Aviv University, Faculty of Management.
1997- 2003	Associate Professor, Tel Aviv University, Faculty of Management.
2002- present	Visiting Professor, Boston University, Department of economics
2003 - present	Professor of Economics, Tel Aviv University, Faculty of Management

### Other Positions

1994- 1999	Chair, Health Care Systems Management Program, the Faculty of Management
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- Tel Aviv University.  
 1999- 2002 Associate Dean, Faculty of Management, Tel Aviv University.
- 2002-2006 Chair, Health Care Systems Management Program, the Faculty of Management  
 Tel Aviv University.
- 1997- present A Member of the Board of Trustees, the Institute of Health Policy Research in  
 Israel.
- 1990- present A member of several public committees addressing health policy issues in Israel,  
 such as: the capitation formula under the National Health Insurance Law,  
 hospitals' reimbursement in Israel and more.
- 2007- present The Haimovich Chair for Strategic Management, the Faculty of Management,  
 Tel Aviv University
- 2007 A member of the Arrow Award Selection Committee for the nomination of the  
 best paper in Health Economics

### **Teaching Experience**

Industrial Organization, Principles of Economics, Microeconomics, Health Economics,  
 International Trade, Game Theory, Operations Research, Probability and Statistics.

### **Selected Contracts and Grants**

Consultant: Harvard School of Public Health, project to study substitution among physician  
 services in connection with fee schedules, 1989.

Co investigator: National Institute of Drug Abuse, project to study drug testing in the  
 workplace, 1991.

Co Principal Investigator: Contract from the Veterans' Administration, project to study  
 hospitals' payment systems, 1992, 1993.

Consultant: National Institute of Mental Health, grant to study "Adverse Selection and  
 Managed Care", 1999 – 2004.

Consultant: Agency for Health Care Policy and Research, grant to study "Structuring  
 Markets and Competition in Health Care", 1999- present.

Co Principal Investigator,: Contract from The Institute of Health Policy Research in Israel,  
 "The Israeli Health Care System--Trends and Forecasts", 1997.

Principal Investigator, the National Institute of Mental Health, R34 MH071242-02,"The  
 Economics of Quality Reporting in Mental Health and Health Services", 2004-2006.

**JACOB GLAZER**

## List of Publications

**Papers, published and accepted**

Jacob Glazer and Albert Ma, "Efficient Allocation of a Prize-King Solomon's Dilemma", Games and Economic Behavior, Vol. 1, No. 3, 1989, 222-233.

Sudipto Bhattacharya, Jacob Glazer and David Sappington, "Sharing Productive Knowledge in Internally Financed R&D Contests", Journal of Industrial Economics, September 1990, 118-128.

Raquel Fernandez and Jacob Glazer, "The Scope for Collusive Behavior Among Debtor Countries", Journal of Development Economics, Vol. 32, 1990, 297-313. Appeared also in Spanish in EL TRIMESTRE ECONOMICO, Mexico, 1990.

Jacob Glazer and Ronen Israel, "Managerial Incentives and Financial Signaling in Product Market Competition", International Journal of Industrial Organization, Vol. 8, 1990, 271-280.

Jacob Glazer and Andrew Weiss, "Pricing and Coordination: Strategically Stable Equilibria", Games and Economic Behavior, Vol. 2, No. 1, 1990, 118-128.

Raquel Fernandez and Jacob Glazer, "Striking for a Bargain Between Two Completely Informed Agents", American Economic Review, Vol. 81, No. 1, March 1991, 240-252.

Sudipto Bhattacharya, Jacob Glazer and David Sappington, "Licensing and the Sharing of Knowledge in Research Joint Ventures", Journal of Economic Theory, Vol. 56, No. 1, February 1992, 43-69.

Jacob Glazer and Robert Rosenthal, "A Note on Abreu-Matsushima Mechanisms", Econometrica, Vol. 60, No. 6, 1992.

Jacob Glazer and Thomas G. McGuire, "Should Physicians Be Permitted to 'Balance Bill' Patients?", Journal of Health Economics, 11, 1993, 239-258.

Jacob Glazer, "Optimal Incentives in the Health Services Sector", The Economic Quarterly, December 1993, 477-486 (in Hebrew).

- Jacob Glazer, "The Strategic Effects of Long-Term in Debt in Imperfect Competition", Journal of Economic Theory, Vol. 62, No. 2, April 1994, 428-443.
- Jacob Glazer and Thomas G. McGuire, "Payer Competition and Cost Shifting in Health in Health Care", Journal of Economics & Management Strategy, Vol. 3, No. 1, Spring 1994, 71-92.
- Jacob Glazer and Amir Shmueli, "The Physician's Behavior and Equity under a Fundholding Contract", European Economic Review, 39, 1995, 781-785.
- Jacob Glazer and Motty Perry, "Virtual Implementation in Backwards Induction", Games and Economic Behavior, 15, 1996, 27-32
- Jacob Glazer and Ariel Rubinstein, "An Extensive Game as a Guide for Solving a Normal Game", Journal of Economic Theory, Vol. 70, No. 1, July 1996, 32-42.
- Jacob Glazer and Amir Shmueli, "L'equite dans le cadre de contrats de budget limite", in S. Jacobsone (ed), Economie de la sante, trajectories du future, INSEE methods No. 64-65, Economica, 1997
- Jacob Glazer, "The Capitation Formula under the National Health Insurance Law in Israel: the Need for Reconsideration, ", The Economic Quarterly, 1998 (in Hebrew).
- Jacob Glazer and Ariel Rubinstein, "Motives and Implementation: on the Design of Mechanisms to Elicit Opinions", the Journal of Economic Theory, 79, 1998, 157-173..
- Amir Shmueli and Jacob Glazer, "Addressing the Inequity of Capitation by Variable Soft Contracts", Health Economics Journal, Vol. 8 No. 4, June 1999.
- Jacob Glazer and Thomas G. McGuire, "Optimal Risk Adjustment of Health Insurance Premiums", The American Economic Review, Vol. 90 No. 4, October 2000, pp. 1055-1071.
- Richard G. Frank, Jacob Glazer and Thomas G. McGuire, "Measuring Adverse Selection in Managed Health Care", Journal of Health Economics, 19(6), November 2000, pp. 829-854.
- Jacob Glazer and Ariel Rubinstein, "Debates and Decisions: On a Rationale of Argumentation Rules", Games and Economic Behavior, 36 (2001), pp. 158-173.

Jacob Glazer and Thomas G. McGuire, "Private Employers Don't Need Formal Risk Adjustment", Inquiry, Vol. 38 No. 3, Fall 2001, pp. 260-269.

Jacob Glazer and Thomas G. McGuire, "Setting Health Plan Premiums to Ensure Efficient Quality in Health Care: Minimum Variance Optimal Risk Adjustment", Journal of Public Economics, 84 (2002) 153-173.

Jacob Glazer and Thomas G. McGuire, "Multiple Payers, Commonality and Free-riding in Health Care: Medicare and Private Payers", the Journal of Health Economics, 21, 2002, pp. 1049-1069.

Jacob Glazer and Andrew Weiss, "Conflicting Preferences and Voluntary Restrictions on Choice", Economics for an Imperfect World: Essays In Honor of Joseph Stiglitz, MIT Press, 2003.

Jacob Glazer and Ariel Rubinstein, "On Optimal Rules of Persuasion", Econometrica, Vol. 72, No. 6, November 2004, pp 1715-1736.

Jacob Glazer and Ariel Rubinstein, "A Game Theoretic Approach to the Pragmatics of Debates: An Expository Note", Games and Pragmatics, Palgrave MacMillan, publishers, Anton Benz, Gerhard Jaeger, and Robert van Rooij, editors, 2005.

Jacob Glazer and Thomas G. McGuire, "Optimal Risk Adjustment" Elgar Companion to Health Economics, Andrew Jones Editor, 2006.

Jacob Glazer and Thomas G. McGuire, "Optimal Quality Reporting in Markets for Health Plans," the Journal of Health Economics, 25(2), 295-310, 2006.

Jacob Glazer and Thomas G. McGuire, "Contending with Risk Selection in Health Insurance Markets in Germany", Perspektiven der Wirtschaftspolitik, (Special Issue) 75-91, 2006.

Jacob Glazer, "Behavioral Economics and Health: A Discussion" A Conference Volume on Economics, Institutions and Behavioral Economics, Peter Diamond and Hannu Vartiainen (eds), Yrjö Jahnsson Foundation 50th Anniversary, 2007.

Jacob Glazer and Ariel Rubinstein, "On the Pragmatics of Persuasion: A Game Theoretical Approach", Theoretical Economics, Vo. 1, Issue 4, December 2006.

Jacob Glazer and Andrew Weiss, "A Model of Dysfunctional Urges and Addiction with an Application to Cigarette Smoking," the B.E. Journals in Economic Analysis & Policy, January 2007.

Jacob Glazer, Thomas G. McGuire and Joseph P. Newhouse, "Using Performance Measures to Motivate 'Report Averse' and 'Report Loving' Agents," the Journal of Health Economics, forthcoming 2007.

Jacob Glazer and Thomas G. McGuire, "Inducing Quality from Health Care providers in the presence of Adverse Selection," in "Financing Health Care- New Ideas for a Changing Society" Lu, M. and Jonsson, E. (eds.), forthcoming 2007.

### **Papers Submitted**

Jacob Glazer and Thomas G. McGuire, "The Economics of Quality Indexes," under revision for the International Journal of Industrial Organization..

Jacob Glazer, Thomas G. McGuire and Sharon-Lise T. Normand, "Mitigating the Problem of Unmeasured Outcomes in Quality Reports", under revision for the B.E. Journals in Economic Analysis & Policy.

Jacob Glazer, Thomas G. McGuire, Zhun Cao and Alan Zaslavsky, "Using Global Ratings of Health Plans to Improve the Quality of Health Care," submitted to the Journal of Health Economics.