

## Mark Stehr

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### I. ACADEMIC BACKGROUND

Doctoral:	UC Berkeley	Economics	2002
	Primary Field:	Health Economics	
	Secondary Fields:	Public Finance	
		Industrial Organization	
Bachelor:	University of Michigan	Cell and Molecular Biology	1991

### II. PROFESSIONAL EMPLOYMENT

Drexel University		
Associate Professor of Economics		2008 - present
Associate Professor of Health Management and Policy		2016 - present
Assistant Professor of Economics		2002-2007
Japan Exchange and Teaching (JET) Program		1993-1995
China Teaching Program		1992

### III. INTELLECTUAL CONTRIBUTIONS

#### A. Published and Accepted Papers

Carrera, Mariana, Royer, Heather, Stehr, Mark, and Sydnor, Justin. "The Structure of Health Incentives: Evidence from a Field Experiment" forthcoming at *Management Science*.

Gefen, D., Ben-Assuli, O., Stehr, M., Rosen, B., Denekamp, Y. "Governmental Intervention in Hospital Information Exchange (HIE) Diffusion: A Time-series Analysis Using the Bass Model", forthcoming at *European Journal of Information Systems* 44 pages.

Carrera, Mariana, Royer, Heather, Stehr, Mark, Sydnor, Justin and Taubinsky, Dmitry. "The Limits of Simple Implementation Intentions: Evidence from a Field Experiment on Making Plans to Exercise" *Journal of Health Economics* (Nov 2018) 62: 95-104.

Carrera, Mariana, Royer, Heather, Stehr, Mark, and Sydnor, Justin. "Can Financial Incentives Help People Trying to Establish New Habits? Experimental Evidence with New Gym Members" *Journal of Health Economics* (Mar 2018) 58: 202-214.

Mayne SL, Auchincloss AH, Stehr MF, Kern DM, Navas-Acien N, Kaufman JD, Michael YL, Diez Roux AV. "Associations of Bar and Restaurant Smoking Bans with Smoking Behavior in the CARDIA Study: a 25-Year Study" *American Journal of Epidemiology*, (Jan 2018) 187(6): 1250-1258.

Kern, David, Auchincloss, Amy, Stehr, Mark, Diez Roux, Ana, Moore, Latetia, Pham-Kanter, Genevieve, and Robinson, Lucy. "Neighborhood Prices of Healthier and Unhealthier Foods and Associations with Diet Quality: Evidence from the Multi-Ethnic Study of Atherosclerosis. *International Journal of Environmental Research and Public Health*. Nov 2017, 14, 1394.

Mayne SL, Auchincloss AH, Stehr MF, Kern DM, Navas-Acien N, Kaufman JD, Michael YL, Diez Roux AV. "Longitudinal associations of local cigarette prices and smoking bans with smoking behavior in the Multi-Ethnic Study of Atherosclerosis (MESA)." *Epidemiology* 28(6) (Oct 2017):863-871.

Royer, Heather, Stehr, Mark, and Sydnor, Justin. "Incentives, Commitments and Habit Formation in Exercise: Evidence from a Field Experiment with Workers at a Fortune-500 Company" *American Economic Journal: Applied Economics* 2015, 7(3): 1-35.

Carpenter, Christopher, and Stehr, Mark. "Intended and Unintended Consequences of Youth Bicycle Helmet Laws" *Journal of Law and Economics* 54(2) (May 2011): 305-324.

Stehr, Mark. "The Effect of Sunday Sales of Alcohol on Highway Crash Fatalities" *The B.E. Journal of Economic Analysis & Policy* 10(1) Article 73 (2010).

Carpenter, Christopher, and Stehr, Mark. "The Effects of Mandatory Seatbelt Laws on Seatbelt Use, Motor Vehicle Fatalities, and Crash-Related Injuries among Youths" *Journal of Health Economics* 27(3) (May 2008): 642-662.

Stehr, Mark., "The Effect of Cigarette Taxes on Smoking among Men and Women" *Health Economics* 16(12) (December 2007): 1333-1343.

Stehr, Mark., "The Effect of Sunday Sales Bans and Excise Taxes on Drinking and Cross Border Shopping for Alcoholic Beverages" *National Tax Journal* 60(1) (March 2007): 85-105.

Prata, N., Morris, L., Mazive, E., Vahidnia, F., and Stehr, M. "Relationship between HIV Risk Perception and Sexual Behavior: Results from a Population-Based Survey in Mozambique" *International Family Planning Perspectives* 32(4) (Dec 2006): 192-200.

Stehr, Mark. "Cigarette Tax Avoidance and Evasion" *Journal of Health Economics* 24(2) (March 2005): 277-297.

## **B. Working Papers**

Carrera, Mariana, Royer, Heather, Stehr, Mark, Sydnor, Justin and Taubinsky, Dmitry. "How Are Preferences for Commitment Revealed?" earlier title (for ASHEcon 2019 presentation) was, "Measuring and Addressing Self-Control Problems: Commitment Contracts vs. Piece-Rate Incentives". Under review.

Barca, Alaina, Laincz, Christopher, Stehr, Mark, Torskiy, Nicole, and Wilkins, Leigh-Ann. "Get Divorced for the Kids: Does the FAFSA Incentivize Divorce for Parents of College-Bound Children?"

## **C. Works in Progress**

Carrera, Mariana, Royer, Heather, Stehr, Mark, Sydnor, Justin and Taubinsky, Dmitry. "Do Planning Prompts Increase Gym Attendance? A Randomized Field Experiment" (presented by coauthor at 2019 ASHEcon Conference in Washington DC)

## **D. Presentations (presentations of co-authors are not listed)**

"Does Knowledge of Risk of Contracting HIV Change Sexual Behavior? The Case of Mozambican Youth" with Prata, Ndola; Morris, Leo; and Elisio Mazive. Presented by Ndola Prata at the Population Association of America Annual Meeting, Minneapolis, Minnesota, May 2003.

"Cigarette Tax Avoidance" at International Health Economics Association (IHEA) Biennial Meeting, San Francisco, California, June 2003.

"Estimating the Association between Cigarette Taxes and Smoking by Socio-economic and Demographic Sub-group" at 24<sup>th</sup> Arne Ryde Symposium: Economics of Substance Use, Lund, Sweden, August 2004.

“The Spousal Effect of Smoking Behavior: An Analysis of Older Adults”, with Kerry Anne McGeary. Presented by Kerry Anne McGeary at the 24<sup>th</sup> Arne Ryde Symposium: Economics of Substance Use, Lund, Sweden, August 2004.

“The Spousal Effect of Smoking Behavior: An Analysis of Older Adults”, with Kerry Anne McGeary. Presented by Kerry Anne McGeary at the Annual Meeting of the Eastern Economics Association, New York, New York, March 2005.

“Cigarette Tax Avoidance” at the Federal Reserve Bank of Philadelphia. June 2005.

“Estimating the Association between Cigarette Taxes and Smoking by Socio-economic and Demographic Sub-group” at the International Health Economics Association (IHEA) Biennial Meeting, Barcelona, Spain, July 2005.

“Border Crossing to Purchase Alcoholic Beverages” at Annual Meeting of the Eastern Economic Association Philadelphia, Pennsylvania, February 2006.

“The Effect of College Completion of Obesity” at Biennial Meeting of the American Society for Health Economists (ASHE), Madison, Wisconsin, June, 2006.

“The Effects of Mandatory Seatbelt Laws on Seatbelt Use, Motor Vehicle Fatalities, and Crash-Related Injuries among Youths” with Kitt Carpenter. Presented by Kitt Carpenter at University of Michigan, School of Public Health, 2006.

“The Effects of Mandatory Seatbelt Laws on Seatbelt Use, Motor Vehicle Fatalities, and Crash-Related Injuries among Youths” with Kitt Carpenter. Presented by Kitt Carpenter at University of Illinois at Chicago, College of Business Administration, 2006.

“The Effects of Mandatory Seatbelt Laws on Seatbelt Use, Motor Vehicle Fatalities, and Crash-Related Injuries among Youths” with Kitt Carpenter. Presented by Kitt Carpenter at University of California at Irvine, Department of Economics, 2006.

“The Spousal Effect of Obesity: Analysis of Older Adults” with Kerry Anne McGeary. Presented by Kerry Anne McGeary at the Annual Meeting of the Eastern Economic Association New York, New York, February 2007.

“Quasi Experimental Evidence on the Effect of Smokeless Tobacco Taxes on Smokeless Tobacco and Cigarette Use” at Annual Meeting of the Eastern Economic Association New York, New York, February 2007.

“Quasi Experimental Evidence on the Effect of Smokeless Tobacco Taxes on Smokeless Tobacco and Cigarette Use” at International Health Economics (IHEA) Biennial Meeting, Copenhagen, Denmark, July 2007.

“Quasi Experimental Evidence on the Effect of Smokeless Tobacco Taxes on Smokeless Tobacco and Cigarette Use” 2<sup>nd</sup> Conference of the American Society of Health Economists (ASHEcon) Biennial Meeting, Duke University, North Carolina, June 2008.

“Intended and Unintended Consequences of Youth Bicycle Helmet Laws” University of Massachusetts at Amherst, December 2008.

“A Field Experiment Incentivizing Exercise Among Workers”. 3<sup>rd</sup> Conference of the American Society of Health Economists (ASHEcon) Biennial Meeting. Ithaca, New York. June 2010

“A Field Experiment Incentivizing Exercise Among Workers”. Meetings of the Eastern Economics Association February 2011.

“A Field Experiment Incentivizing Exercise Among Workers”. NBER Summer Institute July 2011.

“A Field Experiment Incentivizing Exercise Among Workers”. Cornell University, Department of Policy Analysis and Management May 2012.

“How Should We Structure Workplace Incentive Programs Targeting Exercise?” Center for Health Incentives and Behavioral Economics Works in Progress Seminar, March 2014.

“How Should We Structure Workplace Incentive Programs Targeting Exercise?” International Health Economics Association (IHEA) 10<sup>th</sup> World Congress; Dublin, Ireland; July, 2014.

“How Should We Structure Workplace Incentive Programs Targeting Exercise?” Temple University; April, 2015.

“Can Planning Prompts Change Repeated Behaviors: Evidence from a Randomized Field Experiment on Gym Attendance” 7<sup>th</sup> Conference of the American Society of Health Economists (ASHEcon) Biennial Meeting. Atlanta, Georgia; June 2018.

“Carrera, Mariana, Royer, Heather, Stehr, Mark, Sydnor, Justin and Taubinsky, Dmitry. “How Are Preferences for Commitment Revealed?” Rowan University, scheduled September 16, 2019.

## **E. Discussant**

“The Impact of Marital Life Course Events on Smoking Behavior in Sweden, 1979-2000”, Paul Nystedt, at 24<sup>th</sup> Arne Ryde Symposium: Economics of Substance Use, Lund, Sweden, August 2004.

“A Sales and Income Tradeoff—Mitigating the Damage from the Hurricane Katrina Catastrophe” at the Annual Meeting of the Eastern Economic Association Philadelphia, Pennsylvania, February 2006.

“Do Blue Laws Save Lives? “The Effect of Sunday Alcohol Sales Bans on Fatal Vehicle Accidents”, Lovenheim, Michael and Steefel, Daniel at 3<sup>rd</sup> Biennial Conference of the American Society of Health Economists, Ithaca, New York, June 2010.

“Impact of the SSB Tax in Boulder on Prices” Crain, Chelsea J. 7<sup>th</sup> Conference of the American Society of Health Economists (ASHEcon) Biennial Meeting. Atlanta, Georgia; June 2018.

“The Impact of Workplace Wellness on Health, Health Care, and Employment Outcomes: A Randomized Controlled Trial, by Z. Song and K. Baicker” 7<sup>th</sup> Conference of the American Society of Health Economists (ASHEcon) Biennial Meeting. Atlanta, Georgia; June 2018.

“Using Behavioral Science to Build Exercise Habits: A Meta-Analysis of a 20-Study Randomized Controlled Trial, by Joseph Kay et al. 8<sup>th</sup> Conference of the American Society of Health Economists (ASHEcon) Washington DC; June 2019.

## **F. Conference Attendance**

“Can Financial Incentives Help People Trying to Establish New Habits? Experimental Evidence with New Gym Members” 6<sup>th</sup> Conference of the American Society of Health Economists (ASHEcon) Biennial Meeting. Philadelphia, Pennsylvania; June 2016. Co-author presented.

## **G. Funded Research Activity and Pending Grant Applications**

National Science Foundation. “A Field Experiment Incentivizing Exercise among Workers” NSF Award Number 1025846. Royer, Heather PI, Stehr, Mark co-PI, and Sydnor, Justin co-PI. \$264,288 awarded over two years..

National Institute of Health. "Commitment Contracts for Health-Behavior Change" Tracking number 10898225. Royer, Heather PI, Stehr, Mark co-I, Sydnor, Justin, co-I. \$466,000, Drexel sub-contract \$72,532, 4/1/2012 to 3/31/2014.

CDC ARRA Communities Putting Prevention to Work (CPPW). Modeled effects of Get Health Philly Tobacco Policy and Control Initiative. Drexel Subcontract, \$27,491. 6/1/2010 to 3/18/2012. Role: Sub-contractor.

National Institute of Health Center for Integrative Approaches to Health Disparities (CIAHD). "Examination of Food Price, Diet, and Markers of Cardiovascular Risk" 3-P60-MD-002249-05-S1. 9/24/2011 to 9/23/2013. Drexel subcontract \$198,037. Drexel PI, Amy Auchincloss. Role: Co-I.

#### IV. TEACHING ACTIVITIES

Drexel University (Assistant and Associate Professor)

##### **A. Undergraduate Courses**

ECON 201, Principles of Microeconomics  
 ECON 301, Intermediate Microeconomics  
 ECON 334, Public Finance  
 ECON 350, Applied Econometrics

##### **B. MBA Courses**

BUSN 502, Essentials of Economics  
 ECON 662, Economic Analysis of Health Systems  
 INTB 790, International Business Residency

##### **C. MS ECON Courses**

ECON 610, Microeconomics  
 ECON 550, Econometrics  
 ECON 616, Public Finance

##### **D. Corporate and Executive Education Courses**

BUSN 698, Methods in Health Research

##### **E. Executive Doctorate (DBA) Courses**

BUSN 924, Quantitative Methodology

##### **F. PhD Courses**

ECON 940, Econometrics I

## V. SERVICE TO THE PROFESSION

### A. Ad Hoc Reviewer (Referee)

#### 1. Grant Applications

National Institutes of Health  
National Science Foundation

#### 2. Academic Journals

*American Economic Journal: Economic Policy, American Economic Review, BE Journal of Economic Analysis and Policy, Contemporary Economic Policy, Eastern Economic Journal, Economic Inquiry, Economic Journal, Economics and Human Biology, European Journal of Health Economics, Health Economics, Health Policy, International Tax and Public Finance, Journal of Applied Gerontology, Journal of Behavioral and Experimental Economics, Journal of Economics and Business, Journal of Economic Behavior and Organization, Journal of Empirical Legal Studies, Journal of Health Economics, Journal of Law and Economics, Journal of Legal Studies, Journal of Policy Analysis and Management, Journal of Public Economics, Journal of Studies on Alcohol and Drugs, Management Science, National Tax Journal, Nicotine and Tobacco Research, Public Finance Review, Quarterly Review of Economics and Finance, Review of Economic Studies, Social Science and Medicine, Southern Economic Journal, Tobacco Control, Transport Policy, Value in Health*

### C. Memberships

American Economic Association  
International Health Economics Association  
American Society of Health Economists

### D. Popular Press Appearances

CN8 Money Matters  
CN8 Business Minute  
*Wall Street Journal* "Bicycle Helmet Wars" October 9, 2010.  
*PolitiFact Georgia* "Georgia can bring in big bucks by ending booze ban, group says." February 22, 2011.  
*Atlanta Journal-Constitution* "Metro Cities Already Talking, Acting On Sunday Sales Question" April 20, 2011.



*New York Times* "States Putting Hopes in 'Bottoms Up' to Help Bottom Line" September 28, 2011

*BBC News* "Websites Pay Users Who Meet New Year's Resolutions" January 9, 2012.

*CBS Philly* "Internet Is a Bad Place to Find Loans" November 9, 2012

*Wall Street Journal* "States Take a Shot at Looser Alcohol Rules" April 26, 2013

*Philly.com* "Philly Deals: Everybody's Got a Point of View on Tax Hikes", May 16, 2013.

*EBRU News* "What is Next for Motor city" July 23, 2013.

*Philly.com* "Now Made In Germany, Scrub Daddy Cleaners A Big Hit" September 12, 2013.

*NBC10.com* "Pa. Lawmaker Proposes Minimum Wage Increase, But Local Economists Aren't Loving the Idea" September 17, 2013.