

## DANIELLE LI

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

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|----------------------------------|---|--------------|
| <b>EMPLOYMENT</b>                | MIT Sloan School of Management<br>David Sarnoff Professor   | 2024-Present |
|                                  | MIT Sloan School of Management<br>Associate Professor (with tenure)   | 2022-2024    |
|                                  | Columbia Business School<br>Visiting Associate Professor (with tenure)  | 2021-2022    |
|                                  | MIT Sloan School of Management<br>Class of 1922 Career Development Associate Professor<br>(without tenure)  | 2019-2022    |
|                                  | MIT Sloan School of Management<br>Assistant Professor of Technological Innovation,<br>Entrepreneurship, and Strategic Management                            | 2017-2019    |
|                                  | Harvard Business School<br>Assistant Professor of Business Administration   | 2014-2017    |
|                                  | Kellogg School of Management, Northwestern University<br>Assistant Professor of Management and Strategy   | 2012-2014    |
| <b>ACADEMIC<br/>AFFILIATIONS</b> | Faculty Research Fellow, National Bureau of Economic<br>Research  | 2017-Present |
| <b>EDUCATION</b>                 | Massachusetts Institute of Technology (MIT)<br>Ph.D., Economics, 2012   |              |
|                                  | Harvard College<br>A.B., Mathematics and History of Science, 2005   |              |
| <b>PUBLISHED<br/>PAPERS</b>      | Insurance Design and Pharmaceutical Innovation (with Leila Agha and Soomi<br>Kim)<br><i>American Economic Review: Insights</i> , June 2022: Vol. 4, No. 2.  |              |
|                                  | Missing Novelty in Drug Development (with Josh Krieger and Dimitris<br>Papanikolaou)<br><i>Review of Financial Studies</i> , February 2022: Vol. 35, No. 2. |              |
|                                  | Internal Deadlines, Drug Approvals, and Safety Problems (with Lauren Cohen<br>and Umit Gurun)   |              |

*American Economic Review: Insights*, March 2021: Vol. 3, No. 1.

Trust, Collaboration, and Economic Growth (with Jiro Kondo and Dimitris Papanikolaou)

*Management Science*, March 2021: Vol. 67, No.3.

Promotions and the Peter Principle (with Alan Benson and Kelly Shue)

*Quarterly Journal of Economics*, 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)

*Review of Economic Studies*, January 2019: Vol. 86, No. 1

Discretion in Hiring (with Mitch Hoffman and Lisa Kahn)

*Quarterly Journal of Economics*, 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 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**

Generative AI at Work (with Erik Brynjolfsson and Lindsey Raymond)

NBER Working Paper #31161

*Revisions Requested, Quarterly Journal of Economics*

Exploration and Learning in R&D Investment (with Alexander Frankel, Joshua Krieger, and Dimitris Papanikolaou)

NBER Working Paper #31290

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

*Revisions Requested, American Economic Review*

Hiring as Exploration (with Lindsey Raymond and Peter Bergman)

NBER Working Paper #27736

*Revisions Requested, Review of Economic Studies*

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|--|---|-------------------|
| <b>WORKS IN PROGRESS</b>                   | Labor as Data (with Zoe Cullen and Shengwu Li)  |                   |
|  | Evidence from Police Body Cameras (with Aurelie Ouss and Julia Reinhold)  |                   |
|  | Generative AI and the Allocation of Workplace Responsibility (with Eleanor Dillon, Nicole Immorlica, and Sonia Jaffe)   |                   |
| <b>OLDER WORKING PAPERS</b>                | 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)   |                   |
| <b>TEACHING AND OTHER EXPERIENCE</b>       | Competitive Strategy, MIT Sloan   | 2018-Present      |
|  | Managerial Economics, Columbia Business School  | 2022-2023         |
|  | The Entrepreneurial Manager, Harvard Business School  | 2014-2017         |
|  | Business Strategy, Kellogg School of Management (MGMT431)   | 2012-2014<br>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)  |                   |
| <b>PHD ADVISEES (W/ FIRST PLACEMENT)</b>   | Lindsey Raymond (Committee Chair, 2024, Harvard Business School)  |                   |
|  | Soomi Kim (Committee Chair, 2023, Columbia Business School)   |                   |
| <b>EDITORIAL, PROGRAMMING, AND SERVICE</b> | Associate Editor, Management Science (2020-2023); Program Committee, Society of Labor Economists (2023); Program Committee, Society of Institutional and Organizational Economics Conference (2019-2020); Program Committee, CEPR Workshop on Incentives, Management and Organization and Entrepreneurship (2020-2024); Advisory Council Member, National Institute of General Medical Sciences (NIGMS) at the National Institutes of Health (2020-2024)  |                   |
| <b>REFEREE</b>                             | <i>American Economic Journal: Applied Economics, American Economic Journal: Policy, American Economic Review, American Economic Review: Insights, 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, PNAS, Quarterly Journal of Economics, Review of Economics and Statistics, Review of Economic Studies, Science.</i> |                   |