

Daniel William Sacks

Contact Information

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Employment

University of Wisconsin – Madison, Wisconsin School of Business
Associate Professor of Risk and Insurance, 6/2022 –
Leslie P. Schultz Professorship in Risk Management and Insurance
Faculty Affiliate, La Follette School of Public Affairs (2023-present)

Indiana University, Kelley School of Business
Associate Professor of Business Economics and Public Policy (with tenure) 7/2021 -5/2023
Assistant Professor of Business Economics and Public Policy, 2014-2021
Weimer Faculty Fellow, 2021-2022

Education

Ph.D. in Applied Economics, The Wharton School, University of Pennsylvania, 2014
B.A., Economics and History, Haverford College, Phi Beta Kappa, *magna cum laude*, 2008

Editorial Activity

Board of Editors, *American Journal of Health Economics*, 2024-present

Honors, Grants, and Fellowships

2022	Exceptional Inspiration and Guidance Award (IU-Kelley Doctoral Association)
2021	<i>AEJ Policy</i> Excellence in Reviewing Award
2019-20	Social Security R-DRC Grant (with Alex Gelber and Damon Jones)
2019	Sauvain Teaching Award
2018-19	Altarum Institute Small Project Grant (with Kosali Simon)
2018-20	Indiana University “Grand Challenges: Responding to the Addictions Crisis” Grant (with Hsien-Chang Lin, Alexander Hollingsworth, and Kosali Simon)
2017-19	Sloan Foundation Grant (with Alex Gelber and Damon Jones)
2016-17	Social Security RRC Grant (with Alex Gelber and Damon Jones)
2016	Trustees Teaching Award, Indiana University
2015-17	Sloan Foundation Grant (with Alex Gelber and Damon Jones)
2012	Robert R. Nathan Fellowship, Wharton School
2012	Northrop Grumman Fellowship, Human Resources Center, Wharton School
2011	University of Pennsylvania TRIO Grant (with Olivia Mitchell)
2011	University of Pennsylvania Russell Ackoff Fellowship
2010	Amy Morse Prize, Business Economics and Public Policy Department, Wharton
2009	National Science Foundation Graduate Research Fellowship

Peer-reviewed publications and peer-reviewed accepted papers

Freedman, Seth, Daniel W. Sacks, Kosali Simon, and Coady Wing. 2023. Direct and Indirect Effects of Vaccines: Evidence from COVID-19.” *Accepted subject to data editor review, American Economic Journal: Applied Economics*.

Butters, R. Andrew, Daniel W. Sacks and Boyoung Seo. 2022. “Why Do Retail Prices Fall When Seasonal Demand Peaks?” *Accepted, RAND Journal of Economics*.

Friedson, Andrew, Moyan Li, Katherine Meckel, and Daniel I. Rees. 2024. “Exposure to Cigarette Taxes

- and the Persistence of Smoking into Adulthood.” *Health Economics*.
- Mukherjee, Anita, Daniel W. Sacks, and Hoyoung Yoo. 2025. “Did the Opioid Crisis Dampen Post-Recession Employment Recovery? Evidence from Labor Market Flows.” *Journal of Human Resources*.
- Sacks, Daniel, W. Nir Menachemi, Peter Embí, and Coady Wing. 2024. “What can we learn about SARS-CoV-2 prevalence from testing and hospital data?” *Review of Economics and Statistics*.
- Drake, Coleman, Sih-Ting Cai, David Anderson, and Daniel W. Sacks. “Financial Transaction Costs Reduce Benefit Take-Up: Evidence from Zero-Premium Health Insurance Plans in Colorado.” *Journal of Health Economics*, 89. 2023.
- Friedson, Andrew, Moyan Li, Katherine Meckel, and Daniel I. Rees. “Cigarette Taxes, Smoking, and Health in the Long Run.” *Journal of Public Economics* 222. 2023.
- Kolb, Aaron, Marilyn Pease, Joshua Quick, and Daniel W. Sacks. “Blind Disclosure.” *American Economic Journal: Microeconomics*, 15(2): 41-79. 2023.
- Butters, R. Andrew, Daniel W. Sacks and Boyoung Seo. “How do national chains respond to local cost shocks?” *American Economic Review*, 112(5): 1737-72. 2022.
- Gelber, Alexander M., Damon Jones, Daniel W. Sacks, and Jae Song. “Using Nonlinear Budget Sets to Estimate Extensive Margin Responses: Evidence from the Earnings Test.” *American Economic Journal: Applied Economics*, 13(4): 150-93. 2021.
- Aaronson, Daniel, Scott Brave, R. Andrew Butters, Michael Fogarty, Daniel W. Sacks, and Boyoung Seo. “Forecasting unemployment insurance claims in real time with Google Trends.” *International Journal of Forecasting*, 2021.
- Sacks, Daniel W., Alex Hollingsworth, Thuy Nguyen, and Kosali Simon. “Can policy affect initiation of addictive substance use? Evidence from opioids.” *Journal of Health Economics*, 76 (2021).
- Sacks, Daniel W., With Khoa Vu, Tsan-Yao Huang, and Pinar Karaca-Mandic. “How do insurance firms respond to financial risk sharing regulations? Evidence from the Affordable Care Act.” *Health Economics*, 30(6).
- Lurie, Ithai, Daniel W. Sacks, and Brad Heim. “Does the Individual Mandate Affect Insurance Coverage? Evidence from Tax Returns.” *American Economic Journal: Economic Policy*, 13(2): 378-407. 2021.
- Gelber, Alexander M., Damon Jones, Daniel W. Sacks, and Jae Song. “The Employment Effect of the Social Security Earnings Test.” *Forthcoming, Journal of Human Resources*. Published online ahead of print, March 9, 2020.
- Sacks, Daniel W., Coleman Drake, Jean Abraham, and Kosali Simon. “Same Game, Different Names: Cream-skimming in the Post-ACA Individual Health Insurance Market.” *Inquiry*, 57: 1-9. 2020.
- Gelber, Alexander M., Damon Jones, and Daniel W. Sacks, “Estimating Earnings Adjustment Frictions: Method and Evidence from the Social Security Earnings Test.” *American Economic Journal: Applied Economics*, 2020, 12(1): 1-31. (Lead article)
- Lin, Haizhen and Daniel W. Sacks. “Intertemporal Substitution in Health Care Demand: Evidence from

the RAND Health Insurance Experiment.” *Journal of Public Economics*, 2019, 175: 29-43.

Daniel W. Sacks. “Why Do HMOs Spend Less? Patient Selection, Physician Price Sensitivity, and Prices.” *Journal of Public Economics*, 2018, 168: 146-161.

Abraham, Jean, Coleman Drake, Daniel W. Sacks, and Kosali Simon. “Demand for Health Insurance Marketplace Plans Was Highly Elastic in 2014-2015.” *Economics Letters*, 2017, 69-73.

Daniel W. Sacks, Betsey Stevenson, and Justin Wolfers. “The New Stylized Facts About Income and Subjective Well-Being.” *Emotion* 2012 12(6): 1181-7. With Betsey Stevenson and Justin Wolfers.

Daniel W. Sacks, Betsey Stevenson, and Justin Wolfers. “Subjective Well-Being, Income, Economic Development, and Growth.” *Development Challenges in a Post-Crisis World*, World Bank, Washington D.C., 2010.

Publications, not peer reviewed

Sacks, Daniel W. “The Health Insurance Marketplaces.” *JAMA*. 2018; 320(6):549-550.

Sacks, Daniel W. and Betsey Stevenson. “The Rug Rat Race: Comments and Discussion,” *Brookings Papers on Economic Activity* 2010 (Spring): 184-195. With Betsey Stevenson.

Preston, Anne and Daniel W. Sacks. “Nonprofit Wages: Theory and Evidence.” In Bruce Seaman and Dennis Young (eds.), *Handbook of Research on Nonprofit Economics and Management*. Edward Elgar Press. 2010.

Working papers

Mukherjee, Anita, Daniel W. Sacks, and Hoyoung Yoo. 2024. “Medicaid Expansion and Consumption Risk.” *Revisions requested, Journal of Public Economics*

Butters, R. Andrew, Daniel W. Sacks and Boyoung Seo. 2022. “Racial Differences in Retail Prices Paid”

Gelber, Alexander M., Damon Jones, Ithai Lurie, and Daniel W. Sacks. “Misperceptions of Nonlinear Budget Sets: Evidence from the Social Security Earnings Test.” 2025

Presentations and Discussions (including scheduled)

2024 Risk Theory Society Annual Seminar, Becker Friedman Institute Health Economics Initiative
2023 ASSA-HERO session, Junior Health Economics Summit, Aarhus, Copenhagen Business School, NBER Summer Institute, Georgia Tech, Marshfield Clinic

2022 TOPS (Tobacco Online Policy Seminar), Wisconsin (Business School), NBER Race and Stratification Working Group Spring Meetings, Discrimination and Disparities, Washington University in St. Louis (Olin), Depaul, University of Wisconsin – Milwaukee

2021 ASHEcon, National Tax Association Annual Conference

2020 ASSA-HERO Session, Economics of the Opioid Epidemic research conference, University of Chicago (Booth – Marketing), University of Chicago (ChESS)

2019 ASSA-HERO Session, NBER Spring Public Economics, Becker Friedman Institute Health Economics Initiative Annual Conference, Midwest Health Economics Conference

2018 Indiana University-Purdue University Indianapolis, University of Virginia (Batten), UCSD Bunching Workshop, Purdue University, American Society of Health Economists Biannual Conference, National Tax Association Spring Meetings, University of Illinois (Gies), Midwest Health Economics Conference, China Summer Institute of Public Economics, Aarhus University, Annual Health Economics Conference

Referee Service

American Economic Journal: Applied Economics, American Economic Journal: Economic Policy, American Economic Review, American Economic Review: Insights, American Journal of Health Economics, Economic Inquiry, Economic Journal, Health Economics, International Economic Review, Israel National Science Foundation, Journal of Economic Behavior and Organization, Journal of Development Economics, Journal of the European Economic Association, Journal of Health Economics, Journal of Human Resources, Journal of Labor Research, Journal of Labor Economics, Journal of Political Economy, Journal of Public Economics, Labour Economics, Management Science, Nature Human Behaviour, Quarterly Journal of Economics

Graduate Students Supervised

Anne Portlock (2018), Aparna Soni (2019), Yaying Zhou (2023), Moyan Li (2024), Yanhao Wang (2024), Hoyoung Yoo (2024), Honglin Li (in progress)