

Daniel William Sacks

Contact Information

975 University Avenue
Madison, WI 53706

dan.sacks@wisc.edu
danielwsacks.com

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
Affiliate, Institute for Research on Poverty

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

Honors, Awards, and Fellowships

2025	Erwin A. Gaumnitz Distinguished Faculty Teaching Award
2022	Exceptional Inspiration and Guidance Award (IU-Kelley Doctoral Association)
2021	<i>AEJ Policy</i> Excellence in Reviewing Award
2019	Sauvain Teaching Award
2016	Trustees Teaching Award, Indiana University
2012	Robert R. Nathan Fellowship, Wharton School
2012	Northrop Grumman Fellowship, Human Resources Center, Wharton School
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. 2026. “Direct and Indirect Effects of Vaccines: Evidence from COVID-19.” *American Economic Journal: Applied Economics*, 18(1): 1-43.

Butters, R. Andrew, Daniel W. Sacks and Boyoung Seo. 2025. “Why Do Retail Prices Fall When Seasonal Demand Peaks?” *RAND Journal of Economics*, 56(1): 35-54.

Friedson, Andrew, Moyan Li, Katherine Meckel, Daniel I. Rees, and Daniel W. Sacks. 2024. “Exposure to Cigarette Taxes and the Persistence of Smoking into Adulthood.” *Health Economics*, 33:1962-1988.

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*, 60(3): 780-811.

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*, 106(3): 848-858.

- 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, Daniel I. Rees and Daniel W. Sacks. “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

Wing, Coady, Sih-Ting Cai, Daniel W. Sacks, and Kosali I. Simon. 2026. “Do GLP-1 Medications Pay for Themselves?” NBER Working Paper No. 34678.

Sacks, Daniel W. and Justin Sydnor. 2025. “Preferences, beliefs, and the demand for vaccines.”

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. 2025. “Misperceptions of Nonlinear Budget Sets: Evidence from the Social Security Earnings Test.” *Revisions Requested, American Economic Journal: Economic Policy*.

Presentations and Discussions (including scheduled)

2026 ASSA-HERO session

2025 Junior Health Economics Summit, ASHEcon, Highland Health Economics Summit

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 Services

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 (2025), Univa Song (2025), Iris Park (2026 expected), Haoyuan Xia (2028 expected)

Research Support

Strengthening Evidence Research Grant

Arnold Ventures (\$366, 218) 2025-27
Enrollment Barriers, Procedural Denials, and Loss of Medicaid Coverage: A Randomized Trial to Identify and Implement Effective Outreach Solutions
Co-Investigator (PI: Rebecca Myerson)

Contract (Medicaid Evaluation Research)

Wisconsin Department of Health Services (\$7,251,551) 2025-27
Enrollment Barriers, Procedural Denials, and Loss of Medicaid Coverage: A Randomized Trial to Identify and Implement Effective Outreach Solutions
co-Principal Investigator (co-PI: Laura Dague)

Investigator Initiated Research Grant

National Pharmaceutical Council (\$26,400) 2025-26
Can Information on Side Effects Reduce Vaccine Hesitancy?
Principal Investigator

UW-Madison Fall Research Competition Grant

UW-Madison Vice Chancellor for Research (\$51,167) 2025-26
Extended postpartum coverage and maternal health
Principal Investigator

UW-Madison Fall Research Competition Grant

UW-Madison Vice Chancellor for Research (\$47,116) 2024-25
Extended postpartum coverage and maternal health
Principal Investigator

Social Security R-DRC Grant

Social Security Administration 2019-20
Employment responses to the Social Security Earnings Test

Co-Principal Investigator (co-PI: Alex Gelber, Damon Jones)

Small Project Grant

Altarum Institute

2019-20

Research on the Individual Insurance Market

Co-Investigator (PI: Kosali Simon)

Grand Challenges Grant

Indiana University

2018-20

Responding to the Addictions Crisis

Co-Investigator (PI: Hsien-Chang Lin)

Investigator Initiated Research Grant

Sloan Foundation

2017-19

The Social Security Earnings Test and Retirement and Labor Force Participation of Older Workers

Co-Principal Investigator (co-PI: Alex Gelber, Damon Jones)

Social Security RRC Grant

Social Security Administration

2016-17

Earnings Adjustment Frictions: Evidence from the Social Security Earnings Test

Co-Principal Investigator (co-PI: Alex Gelber, Damon Jones)

Investigator Initiated Research Grant

Sloan Foundation

2015-17

Earnings Adjustment Frictions: Evidence from the Social Security Earnings Test

Co-Principal Investigator (co-PI: Alex Gelber, Damon Jones)

Expert Testimony in Deposition

Judiann Miskulin, MD v. Otolaryngology Associates. Cause No. 49D01-2402-PL-007584. Indiana Commercial Court. Deposition given March 7, 2025. (For the plaintiff. Contact Attorney: Kathleen Delaney, Delaney & Delaney, LLC, Indianapolis, Indiana.)

David Lankford, D.O. v. Lutheran Medical Group. Cause No. 02D02-2307-PL-000261. Allen County Superior Court 2. Deposition given July 30, 2025. (For the plaintiff. Contact Attorney: Kathleen Delaney, Delaney & Delaney, LLC, Indianapolis, Indiana.)