

Ishan Phadke

University of North Carolina – Chapel Hill

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Education

- University of North Carolina, Chapel Hill – PhD in Economics *Anticipated May 2025*
- University of North Carolina, Chapel Hill – MA in Economics *May 2022*
- The Pennsylvania State University – BS in Mathematics & Economics *May 2019*
Schreyer Honors College, Millennium Scholars Program & Paterno Fellows Program

Research Fields

- Industrial Organization, Health Economics, Applied Econometrics

Research & Professional Experience

- Cornerstone Research (Boston, MA) – Summer Associate *Summer 2023*
- Odum Institute for Research in Social Science – Manuscript Data Verifier *May 2022-Dec 2023*
- Research Assistant – Dr. Katriona Shea and Dr. Jessica M. Conway *Jan 2016-June 2019*
- Lincoln Financial Group (Greensboro, NC) – Actuarial Intern *Summer 2017*

Working Papers

- “Rewarding Incremental Innovation: Pharmaceutical Line Extensions” – Job Market Paper
Current market exclusivity policies for line extensions may incentivize manufacturers to delay introducing improved drugs. To address this, I develop a dynamic model solving for firm launch and pricing decisions, considering state-dependent demand. I compare welfare under alternative policies using this model. Applying it to the dementia market, I demonstrate that alternative policies can improve consumer welfare despite increased risk of line extensions not being developed. Through simulations, I evaluate these policies to broaden the scope outside of the dementia market. I find the downside of potentially losing line extensions under alternative policies is minimal, as it’s the lower-quality line extensions that are likeliest to be lost.
- “How Costly are Pharmaceutical Line Extensions?”
I model the additional revenues manufacturers earn from line extensions (LE). I then forecast forgone revenues, for firms that didn’t launch a LE, controlling for differences across drug classes and market competitiveness. With the additional and estimated foregone revenues, I estimate the cost of launching LEs and find that LEs cost 350-510 million, about 25-40% of prior cost estimates for novel drugs.

Works in Progress

- “Patient Responses to Formulary Changes” (with Josh Feng and Luca Maini)
- “Creating Hype, Sacrificing Profit? Analyzing Limited Edition Pricing in High-Resale Markets”
- “To Shrink or not Shrink: Evaluating Differences between Firm’s Product Size Decisions” (with Thomas Bollinger and Drew van Kuiken)

Publications

- “Analysing How Changes in the Health Status of Healthcare Workers Affects Epidemic Outcomes” *Epidemiology and Infection* (2021)
- “Management Efficacy in a Metapopulation Model of White-Nose Syndrome” *Natural Resource Modeling* (2021)
- “Governance Structure Affects Transboundary Disease Management Under Alternative Objectives” *BMC Public Health* (2021)

Teaching Experience

- Course Instructor (UNC) – Introduction to Economics *Summer 2022 & 2024*
- Course Instructor (UNC) – Industrial Organization *Spring 2023*
- Head TA (UNC) – Introduction to Economics *Fall 2024-2025*
Aided instructor with course logistics and managed 12 TAs to help a course of 800 students
- Teaching Assistant (UNC) *Fall 2020-Spring 2024*
Introduction to Economics (x3), Industrial Organization, Labor Economics, Introduction to Entrepreneurship, Advanced Microeconomics

Presentations

- Southern Economics Association (SEA) *November 2023 & 2024*
- WUSTL Graduate Student Conference *October 2024*
- Triangle IO Conference *April 2024*
- American Society of Health Economists (ASHEcon) *June 2024*

Honors/Awards

- UNC Economics Best Undergraduate Course TA Award *May 2023*
- Pennsylvania State University Outstanding Student in Economics Award *October 2018*
- Eagle Scout

Leadership/Service

- Graduate Professional Student Government (GPSG) Senator *Fall 2021 – Aug 2023*
Appropriations Chair & GPSG Stipend Taskforce (2022)
- Cohort Council President – Millennium Scholars Program *2017-2018*

Skills Advanced: R, Matlab, Stata, Python & Microsoft Office; Proficient: LaTeX; Novice: Julia & SQL

References

Brian McManus - Professor of Economics (Co-Advisor) at University of North Carolina

Email: mcmanusb@email.unc.edu

Luca Maini – Assistant Professor of Health Care Policy (Co-Advisor) at Harvard Medical School

Email: maini@hcp.med.harvard.edu

Jonathan Williams – Professor of Economics at University of North Carolina

Email: jonwms@unc.edu