

Adam C. Powell

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EDUCATION:

The Wharton School, University of Pennsylvania (Philadelphia, PA)
Ph.D. Candidate, Health Care Management & Economics

July 2006 – 2011

The Wharton School, University of Pennsylvania (Philadelphia, PA)
Master of Arts, Health Care Management & Economics (awarded for coursework completed during the Ph.D.)

August 2008

Massachusetts Institute of Technology (Cambridge, MA)
Bachelors of Science in Management Science (MIT Sloan), Bachelors of Science in Expository Writing, Minor in Economics

September 2002 – May 2006

DISSERTATION:

Title: The Influence of Uncertainty and Goals on the Acquisition of a High-Tech Durable Good: The Case of CT Scanners

Committee: Lawton R. Burns (Advisor), Harbir Singh (Chair), John R. Kimberly, Howard C. Kunreuther, and Mark V. Pauly

RESEARCH INTERESTS:

All of my research is conducted within the context of healthcare.

Primary: Innovation, Technology, Decision Making

Secondary: Strategy, Operations

HEALTHCARE SECTOR EXPERIENCE:

Wharton Health Care Management & Economics Department (Philadelphia, PA)

August 2008 – Present

Research Assistant for Professor Lawton R. Burns, Department Chair

- Provided methodological guidance to Archstone Consulting for the report, “The Biopharmaceutical Sector’s Impact on the U.S. Economy: Analysis at the National, State, and Local Levels”
- Reviewed the literature on the success and failure of firms in order to assist in the legal defense of a medical devices firm. Subsequently developed the literature review into a book chapter on the determinants of success and failure in the medical device industry.

Wharton Operations & Information Management Department (Philadelphia, PA)

September 2007 – Present

Research Collaboration with Assistant Professor Chris P. Lee and Associate Professor Sergei V. Savin

- Attempted to determine how much an academic hospital system should charge private insurers under the patient classifications of the severity-adjusted MS-DRG (Medicare Severity-adjusted Diagnosis Related Groups) system
- Devised a technique for inferring the severity distribution of the patients under the new DRG system, using often incomplete data from the old DRG system. Adapted a mixed logit regression model to predict the frequency with which the health system would encounter patients with various diagnoses. Geared research to both an academic audience and to the health system's pricing negotiation committee.

Penn Biotech Group

Group Vice President / Principal of the Consulting Department

May 2010 – Present

- Responsible for securing clients for the Penn Biotech Group’s Consulting Department
- Responsible for recruiting student consultants and allocating them to clients

Engagement Manager for a Consulting Engagement with a Top Five Pharmaceutical Company February 2010 – April 2010

- Lead a multi-disciplinary team consisting of three post-doctoral students in the biological sciences, a doctoral student in computer science, a law student, a masters student in biotechnology, and a medical researcher
- Developed a methodology combining artificial intelligence and econometrics that the team used to study an issue concerning the regulatory approval process for pharmaceuticals
- Presented findings to the client and provided concrete recommendations about how future marketing authorization applications could be improved to maximize the likelihood of their timely and ultimate approval
- Designed and delivered software to the client to enable them to automatically evaluate their marketing authorization applications before submission to regulators

Humana, Inc. (Louisville, KY)

May 2007 – August 2007

Benefits Intern for the Human Resources Department, supervised by Debbie Triplett

- Wrote 37 presentations on issues of importance to the Benefits Department, addressing topics such as the current online wellness offerings of competitors, means in which Humana's online benefits and wellness systems could be improved, and ways to measure employee productivity
- Devised costless ways of providing health benefits to retired and semi-retired employees
- Designed activities for the "Mental Agility Campaign" that occurred at the end of 2007
- Saved Humana tens of thousands of dollars by researching alternative benefit options and recommending those offering the best value
- Reduced the likelihood that employees will lose their homes in the future by advocating that Humana not endorse heavily-leveraged home loans

BUSINESS SECTOR EXPERIENCE:

LinPowell Corporation / Taikor Media (Philadelphia, PA / Shanghai, China)

March 2007 – September 2008

Co-founder of a startup company in the Social Web industry and partner in a Chinese outsourcing startup

- Designed a product mock-up for a social networking website intended to help people find local activities
- Selected the independent contractor used to build the site, Taikor Media, and led the project through the private beta phase of development

UBS Wealth Management USA (New York, NY)

June 2004 – August 2004

Wealth Management Intern, supervised by John Cioffi

- Investigated the relationship between the size of the underground economy and the U.S. GDP by conducting a literature review, interviewing analysts in the field, and devising indirect measures. Measured unreported Internet sales, formal labor, informal labor, and illicit labor
- Compiled reports on the American unreported economy, assorted equities in China and in the healthcare sector, and the correlation between Argentina's currency movements and its local market. Presented findings to Mr. Cioffi in order to assist him in making investment decisions.

TECHNOLOGY SECTOR EXPERIENCE:

Microsoft Corporation (Redmond, WA)

June 2005 – August 2005

Program Manager Intern for Microsoft Office FrontPage

- Brainstormed potential web portals to be shipped with Windows SharePoint Services Version 3, an online collaboration software package
- Designed a template of a web portal for tracking the purchase and ownership of assets, which is now shipping with Windows Server 2008
- Conceived a feature for Workflow within SharePoint that addressed the needs of multiple industries and could be inexpensively implemented

MIT Artificial Intelligence Laboratory (Cambridge, MA)

June 2003 – August 2003

Research Intern, supervised by Professor Michael Collins

- Created a means for gathering data for a natural language processing experiment, in which users selected mp3s from an iTunes-like library via forming natural sentences. Designed and implemented Java-based and Visual Basic-based interfaces for permitting multiple users to collaboratively query SQL databases over a network through TCP/IP sockets.

AWARDS AND GRANTS:

Russell Ackoff Doctoral Student Fellowship Award.

2010-2011

Wharton Risk Management and Decision Processes Center.

Award: \$1,000.

Mack Center Emerging Technologies Management Research Grant.

2009-2010

"What Happens to Old Technologies When New Technologies Arrive?"

Award: \$12,750. (Co-investigator.)

Ruth L. Kirschstein National Research Service Award (NRSA).

2006-2008

Agency for Healthcare Research and Quality (AHRQ).

Award: Two years of tuition and stipend.

PUBLICATIONS:

Atul F. Kamath, Keith Baldwin, Lauren K. Meade, Adam C. Powell, and Samir Mehta. "The Increased Financial Burden of Further Proposed Orthopaedic Resident Work Hour Reductions." *Submitted to The Journal of Bone and Joint Surgery*.

Adam C. Powell and Jeff C. Goldsmith. "The health information technology sector." In Lawton Burns (Ed.), *The Business of Healthcare Innovation*, 2nd edition. *Forthcoming in 2010*.

Lawton R. Burns, Rajiv J. Shah, Frank A. Sloan, and Adam C. Powell. 2009. "The Impact of Hospital Ownership Conversions: Review of the Literature and Results from a Comparative Field Study" in Grant Savage and Myron Fottler (Eds.), *Advances in Health Care Management*, Volume 8. *Biennial Review of Health Care Management: Meso Perspectives*. pp. 171-229. United Kingdom: Emerald.

Adam C. Powell. To Our Health: The Role of IT in Healthcare. MIT Archives (Thesis). 2006.

WORKING PAPERS:

Adam C. Powell, Sergei V. Savin, and Nicos Savva. "The Influence of Variation in Physician Recordkeeping Diligence on Severity Assignment"

Adam C. Powell and Chris P. Lee. "Predicting Hospital Case-Mix under a New DRG System: An Application of the Mixed Logit Regression Model"

Lawton R. Burns, Adam C. Powell, and Robert DeGraaff. "Startup and New Venture Success: Determinants of Survival and Growth"

Adam C. Powell. "Does Gibrat's Law Apply to Patenting?: A Cross-National Exploration"

Adam C. Powell. "Non-technological Innovation in Response to Environmental Change: The Decline and Renaissance of Jenny Craig"

PRESENTATIONS:

Influence of Uncertainty and Goals on the Acquisition of a High-Tech Durable Good: The Case of CT Scanners

Wharton Health Care Student Seminar. Philadelphia, PA.

March 26th, 2010

Dissertation Proposal Defense. Philadelphia, PA.

April 6th, 2010

The Impact of Health IT on Consumers, Payers, and Providers. Co-authored with Jeff C. Goldsmith.

Alpha Iota Gamma (health professional fraternity). Philadelphia, PA

April 26th, 2009

Summer Undergraduate Minority Research Scholars Program. Philadelphia, PA

June 3rd, 2009

Summer Undergraduate Minority Research Scholars Program. Philadelphia, PA

June 3rd, 2010

Determining Case-Mix under a New DRG System: An Application of Mixture Models. Co-authored with Chris P. Lee.

INFORMS. Stochastic Models in Health Care Panel. Washington, D.C.

October 12th, 2008

Wharton Health Care Student Seminar. Philadelphia, PA.

November 11th, 2008

To Our Health: The Role of IT in Healthcare

UCLA Anderson School of Management. Information Systems Seminar. Los Angeles, CA.

January 12th, 2006

POSTERS:

An Exploration of Firm Goals and Uncertainties When Acquiring a High-Tech Durable Good: The Case of CT Machines

American Society of Health Economists. Cornell University. Ithaca, NY.

June 20-23th, 2010

AcademyHealth Annual Research Meeting, Boston, MA.

June 28th, 2010

Non-technological Innovation in Response to Environmental Change: The Decline and Renaissance of Jenny Craig

AcademyHealth Annual Research Meeting, Boston, MA.

June 28th, 2010

Predicting Hospital Case-Mix under a New DRG System: An Application of the Mixed Logit Regression Model

NRSA Trainees Conference. Washington, D.C. Co-authored with Chris P. Lee.

June 7th, 2008

TEACHING EXPERIENCE:

Wharton, Dept. of Operations and Information Management (Philadelphia, PA) January 2010 – May 2010
Foundations of Decision Processes and Behavioral Economics, Teaching Assistant for Professor Howard Kunreuther

MIT, Dept. of Writing and Humanistic Studies (Cambridge, MA) September 2005 – June 2006
Communicating in Cyberspace. Teaching Assistant for Dr. Edward Barrett.

PROFESSIONAL AFFILIATIONS:

AcademyHealth, Academy of Management, American Society of Health Economists, INFORMS

Reviewer for the Academy of Management

ARTISTIC EXHIBITIONS:

Selections from “It’s raining in Manhattan.” (photography) November 2009 – March 2010
“Arts & the City,” University of Pennsylvania Graduate Student Center, Philadelphia, PA

touch.magic (touchscreen-based interactive artwork) September 24th-27th, 2008
“Eternal Reflections II,” Club That, Daegu, South Korea.

ACTIVITIES:

Seeing the Narrow Part of the Spectrum (New York, NY) June 2004 – Present
Interactive art installations produced in collaboration with John Cioffi

Givology (Philadelphia, PA) March 2008 – Present
Co-founder and advisory board member of a charitable organization linking donors with needy children and education infrastructure projects

TECHNICAL SKILLS: Adobe Creative Suite, C++, HTML, Java, Microsoft Office, Processing, R, SAS, Stata, Visual Basic

LANGUAGES: Native fluency in English, Intermediate fluency in Spanish, Transactional fluency in spoken Mandarin

OTHER INTERESTS: Contemporary Art, Photography, Wellness, Technology, Traveling

More information is available at adampowell.com

For the most current copy of this curriculum vitae, visit adampowell.com/AdamPowellCV.pdf