

# Martin Salm

## Address

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## Areas of Specialization

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Health Economics, Applied Microeconomics, Econometrics

## Employment

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Associate Professor, Department of Econometrics and Operations Research, Tilburg University, since 2011

Assistant Professor, Department of Econometrics and Operations Research, Tilburg University, 2008 - 2011

Research Economist, Mannheim Research Institute for the Economics of Aging (MEA), University of Mannheim, 2006-2008

## Education

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Ph.D. in Economics, Duke University, Durham, USA, 2006

Dissertation Title: Essays on health and household finances  
Dissertation Committee: Frank A. Sloan (Chair), Han Hong, Ahmed Khwaja, Alessandro Tarozzi, Curtis Taylor

Diploma in Economics, University of Mannheim, Germany, 2001

Undergraduates Studies in Economics at the University of Freiburg (1996-1998), University of Wisconsin – Madison (1998-1999), and University of Mannheim (1999-2001)

## Publications

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Zhang, Yi; Salm, Martin; van Soest, Arthur (2020): The effect of training on workers' perceived job match quality, *Empirical Economics*, forthcoming

Salm, Martin; Wuebker, Ansgar (2020): Causes of regional variation in Health Care Utilization in Germany, *Journal of Health Economics*, 69, [102271] (Best paper award of the German Health Economics Association 2020)

Salm, Martin; Wuebker, Ansgar (2020): Do hospitals react to lower prices by supplying more services? *Health Economics*, 29, 209-220

Huang, Shan; Salm, Martin (2020): The effect of a ban on gender-based pricing on risk selection in the German health insurance market, *Health Economics*, 29, 3-17

Moura, Ana; Salm, Martin; Douven, Rudy; Remmerswaal, Minke (2019): Causes of regional variation in healthcare expenditures in the Netherlands: evidence from movers, *Health Economics*, 28, 1088-1098

Zhang, Yi; Salm, Martin; van Soest, Arthur (2018): The effect of retirement on healthcare utilization: evidence from China, *Journal of Health Economics*, 62, 165-177

Binswanger, Johannes; Salm, Martin (2017): Does everyone use probabilities? The role of cognitive skills, *European Economic Review*, 98, 73-85

Salm, Martin; Schunk, Daniel (2012): The relationship between childhood health, developmental gaps, and parental education: evidence from administrative data, *Journal of the European Economic Association*, 10, 1425-1449

Salm, Martin (2011): The effect of pensions on longevity: evidence from Union Army veterans, *Economic Journal*, 121, 595-619

Khwaja, Ahmed; Picone, Gabriel; Salm, Martin; Trogdon, Justin (2011): A comparison of treatment effects estimators using a structural model of AMI treatment choices and severity of illness information from hospital charts, *Journal of Applied Econometrics*, 26 (5), 825-853.

Juerges, Hendrik; Reinhold, Steffen; Salm, Martin (2011): Does schooling improve your health? *Economics of Education Review*, 30, 862-87

Salm, Martin (2010): Subjective mortality expectations and consumption behaviours among the elderly, *Canadian Journal of Economics*, 43 (3), 1040-1057

Sloan, Frank; Ayyagari, Padmaja; Salm, Martin; Grossman, Daniel (2010): The longevity gap between black and white men in the U.S. at the beginning and end of the 20<sup>th</sup> century, *American Journal of Public Health*, 100 (1), 357-363

Salm, Martin (2009): Does job loss cause ill health? *Health Economics*, 18, 1075-1089.

Salm, Martin; Schunk, Daniel (2008): Child health disparities, socio-economic status and school enrolment decisions, *Advances in Health Economics and Health Services Research*, 20, 271-288

Fang, Hanming; Keane, Michael; Khwaja, Ahmed; Salm, Martin; Silverman, Dan (2007): Testing the mechanisms of structural models: The case of the Mickey Mantle effect, *American Economic Review (Papers and Proceedings)*, 97 (2), 53-59

Ayyagari, Padmaja; Salm, Martin; Sloan, Frank (2007): The effects of diagnosed dementia on Medicare and Medicaid program payments, *Inquiry*, 44 (4), 481-494

Salm, Martin; Belsky, Daniel; Sloan, Frank (2006): Trends in costs of major eye diseases to Medicare, 1991-2000, *American Journal of Ophthalmology*, 142 (6), 976-982

Khawaja, Ahmed; Sloan, Frank; Salm, Martin (2006): Evidence on preferences and subjective beliefs of risk takers: The case of smokers, *International Journal of Industrial Organization*, 24 (4), 667-682 (*Paul Geroski prize for best article published in IJIO in 2006*)

## **Working Papers**

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Salm, Martin; Vollaard, Ben (2020): The dynamics of crime risk perceptions, revise & resubmit at *American Law and Economics Review*

Hayen, Arthur; Klein, Tobias; Salm, Martin (2020): Does the framing of cost-sharing incentives matter? The effects of deductibles vs. no-claim refunds (*2<sup>nd</sup> place in the best paper competition of the Essen Health Conference 2019*)

Klein, Tobias; Salm, Martin; Upadhyay, Suraj (2020): The response to dynamic incentives in insurance contracts with a deductible: Evidence from a differences-in-regression-discontinuities design

Salm, Martin; Wuebker, Ansgar (2020): Do higher hospital reimbursement prices improve quality of care?

## **Teaching Experience**

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Microeconometrics (Tilburg University, Graduate), Fall 2008 - Fall 2019

Econometrics 1 (Tilburg University, Graduate), Fall 2011, Fall 2012

Econometrics 2 (Tilburg University, Graduate), Spring 2012 - Spring 2020

Empirical Research Methods in Business (Tilburg University, Graduate), Fall 2013 - Fall 2019

Quantitative research in pensions and retirement economics (Tilburg University, Graduate), Fall 2009 - Fall 2012

Econometric Methods (Tilburg University, Undergraduate), Fall 2008

Health Economics (Tilburg University, Graduate), Fall 2013 – Fall 2019

Improving Society Lab (Tilburg University, Undergraduate), Spring 2018, Spring 2020

## **Thesis Supervision**

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### **Current Ph.D. Students:**

Yi Zhang (joint with Arthur van Soest)

Ana Moura (joint with Jan Boone)

Suraj Upadhyay (joint with Tobias Klein)

Mingxia Xie (joint with Bettina Siflinger)

Antonio de Araujo Laplane (joint with David Schindler)

### **Graduated Ph.D. Students:**

Carlos Sandoval Moreno (Ph.D. in 2019, joint with Arthur van Soest)

### **Dissertation Committee Member:**

Luc Bissonnette (Tilburg University, 2012)  
Tunga Kantarci (Tilburg University, 2012)  
Grone Kristofferesen (Aarhus University, 2013)  
Michael Ingenhaag (University of Lausanne, 2013)  
Daniel Kemptner (Free University Berlin, 2013)  
Bram Wouterse (Tilburg University, 2013)  
Jochem de Bresser (Tilburg University, 2013)  
Anton Nielsson (Lund University, 2014)  
Ying Yang (Tilburg University, 2014)  
Geng Niu (Tilburg University, 2014)  
Noelia Bernal (Tilburg University, 2014)  
Ruixin Wang (Tilburg University, 2015)  
Lei Shu (Tilburg University, 2016)  
Yuxin Yao (Tilburg University, 2017)  
Shuai Chen (Tilburg University, 2019)  
Lei Lei (Tilburg University, 2020)

### **Presentations**

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- 2019 Ministry of Health, Welfare and Sports in The Hague, Conference of the German Health Economics Association in Augsburg, Essen Health Conference, EU Workshop on Econometrics and Health Economics in Leuven, Gesundheitsoekonomischer Ausschuss in Munich
  
- 2018 University of Lausanne, ASHE conference in Atlanta, American European Health Economics Study Group in Boston, University of Trier, EUHEA Conference in Maastricht, EU Workshop on Econometrics and Health Economics in Groningen, Behavioral Insurance Workshop in Munich
  
- 2017 Rotterdam University, Workshop on Health Economics and Health Policy in Heidelberg, MEA conference at Ringsberg Castle, Lola Health Economics Study Group conference in Rotterdam, Tilburg University, IHEA Congress in Boston, Gesundheitsoekonomischer Ausschuss in Linz, ETH Zurich
  
- 2016 Conference of the German Health Economics Association in Berlin, University of Hamburg, Conference on New Empirical Developments in Health and Labor Markets in Leuven, ASHE conference in Philadelphia, IAREP/SABE Conference in Wageningen, EUHEA Conference in Hamburg, University of Lucerne, Gesundheitsoekonomischer Ausschuss in Stuttgart, Symposium RIVM/Celsus in The Hague, Health Policy Workshop in The Hague, Bochum University
  
- 2015 University of Erlangen-Nurnberg, German Network of Young Microeconometricians Meeting in Mannheim. Workshop on Applied Microeconomics in Odense, Conference on Health, Education and Skills in Essen, MPI Bonn, Institute for Social Studies in The Hague, IHEA Congress in Milan
  
- 2014 Conference on Health Economics and Policy in Grindelwald, Royal Economic Society Conference in Manchester, ASHE conference in Los Angeles, Gesundheitsoekonomischer Ausschuss in Heidelberg, Groningen University

- 2013 Netspar Pension Day in Amsterdam, Netspar Workshop on “Mortality Dynamics and their Economic Consequences” in Amsterdam, Aarhus University, Conference on “The Economics of Disease” in Darmstadt, Bochum University, DIW Berlin, Essen University
- 2012 Conference on Health Economics and Policy in Grindelwald, Royal Holloway University, University of Mainz, IEMS Seminar at University of Lausanne, ASHE conference in Minneapolis (poster presentation), Tilburg University, CPB
- 2011 University of Mannheim, University of Trier, LMU Munich
- 2010 Royal Economic Society Conference in Guildford, Maastricht University, Yale University – School of Public Health, ASHE Conference at Cornell, Netspar Workshop on “health and income, work and care across the life cycle” in Amsterdam, Groningen University
- 2009 BeNa Seminar in Berlin
- 2008 Tilburg University, University of Aachen, ASHE Conference at Duke, EU Workshop on Econometrics and Health Economics in Coimbra, Erasmus University Rotterdam
- 2007 IHEA Congress in Copenhagen, EEA Conference in Budapest, RAND Conference on Subjective Probabilities in Jackson, Tinbergen Institute in Amsterdam, Verein für Socialpolitik Conference in Munich, MPI Bonn
- 2006 Baylor University, University of North Carolina – Greensboro, HEC Lausanne, University of Mannheim, Netspar Workshop on “microeconomics of aging” in Utrecht
- 2005 IHEA Congress in Barcelona, Duke University, University of Connecticut, Triangle Health Economics Seminar at University of North Carolina – Chapel Hill

## **Refereeing**

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*American Economic Review, American Journal of Health Economics, Canadian Journal of Economics, Canadian Public Policy, Contemporary Economic Policy, De Economist, Economics of Education Review, Economic Inquiry, Economic Journal, Econometrics Journal, Empirical Economics, European Journal of Health Economics, Health Economics, International Economic Review, Journal of Applied Econometrics, Journal of Business and Economic Statistics, Journal of Economic Behavior and Organization, Journal of Economics and Statistics, Journal of Health Economics, Journal of Human Resources, Journal of Population Economics, Journal of Public Economics, Journal of the Royal Statistical Society Series A, Labour Economics, Research in Labor Economics, Scandinavian Journal of Economics, Social Science and Medicine, Southern Economic Journal, The B.E. Journal of Economic Analysis & Policy*

## **Affiliations**

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Member of the Health Economics Committee of the German Economic Association, since 2014

Guest Researcher, RWI Essen, since 2014

Visiting Professor, IEMS, University of Lausanne, April - May 2012

Fellow, Munich Center for the Economics of Aging (MEA), since 2011

Research Fellow, IZA Bonn, since 2009 (Research Affiliate from 2006-2009)

Visiting Researcher, Free University Amsterdam, January - April 2008

### **Other Professional Activities**

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Member of Scientific Committee, Essen Health Conference, since 2020

PhD Counselor (TISEM), since 2018

Assurance of Assessment Committee, since Fall 2018

Master Thesis Coordinator Econometrics and Mathematical Economics, since 2017

Research Coordinator Econometrics, CentER, Tilburg University, 2013 – 2017

Education Coordinator Econometrics, CentER Graduate School, Tilburg University, 2012-2017

Member University Council for Faction "Tilburg University International", 2014 -2016

Coordinator (with Carsten Trenkler and Steffen Reinhold), Applied Economics and Econometrics Seminar, University of Mannheim, Fall 2007 and Spring 2008

### **Research Grants**

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Health-care challenges in regions with declining and ageing populations (Speaker is Ansgar Wübker, my role is leader of a sub-project), Leibniz Science Campus Ruhr, 2020-2024, Euro 900,000

Health-care challenges in regions with declining and ageing populations (Speaker is Ansgar Wübker, my role is leader of a sub-project), Leibniz Science Campus Ruhr, 2016-2020, Euro 1,200,000

Patient cost sharing and medical care use (with Arthur Hayen und Tobias Klein), Rijksinstituut voor Volksgezondheid en Milieu (RIVM), 2015-2107, Euro 345,000

How do hospitals respond to price changes? (with Ansgar Wübker), Thyssen Foundation, 2015 – 2017, Euro 100,000

Research on burglary prevention (with Ben Vollaard), Centrum voor Criminaliteitspreventie en Veiligheid (CCV), 2014, Euro 16,500.

„Samen sterk“, Scientific consulting for a project on integrated care (with Arthur Hayen and Tobias Klein), Menzis (health insurer), 2013 – 2014, Euro 5,500

### **Fellowships and Awards**

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Best paper award of the German Health Economics Association 2020 ("Wissenschaftspreis der deutschen Gesellschaft für Gesundheitsökonomie") for "Causes of regional variation in Health Care Utilization in Germany" (joint with Ansgar Wuebker in *Journal of Health Economcis*)

2<sup>nd</sup> place in the best paper competition of the Essen Health Conference 2019 for “Does the framing of patient cost-sharing matter? The effects of deductibles vs. no-claim refunds” (with Arthur Hayen and Tobias Klein)

Award for “Best lecturer in the CentER graduate program in economics in the academic year 2017-2018”, TISEM, Tilburg University

Award for “Best master lecturer” in 2018, Asset Econometrics (student association)

University Teaching Qualification (BKO), 2018

Excellent Teacher Award, TISEM, Tilburg University, 2018

#87 in German economist under age 40, Handelsblatt VWL Ranking 2013

“The Paul Geroski Best Article Prize” for best article published in the *International Journal of Industrial Organization* [“Evidence on preferences and subjective beliefs of risk takers: The case of smokers” with Ahmed Khwaja and Frank Sloan], 2007

Top Teaching Assistant Award (based on student evaluations), Department of Economics, Duke University, Fall 2002 and Spring 2003

Henry Grabowski and William Yohe Fellowship, Duke University, 2001 - 2002

Tuition Fellowship, Duke University, 2001-2006

Deutscher Akademischer Austauschdienst (DAAD), IAS Fellowship for study abroad year at the University of Wisconsin, Madison, 1998 - 1999

Evangelisches Studienwerk e.V., Villigst, Fellowship, 1996 - 2001

## **Date Prepared**

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April 2020