

Education*Chicago Booth*

PhD Candidate, 2015- Present

- Second year Behavioral Science PhD candidate
- Current Interests:
 - Prospect Theory and traditional JDM work specifically field evidence of prospect theory, the shape of the value function as relates to information search and sampling, the processes behind reference point recruitment, and intertemporal discounting
 - The strategies and psychology of credit card debt repayment using both lab a field data.
 - Field experiments applying psychological and behavioral economics results to the real world, currently working on a project applying psychologically informed messaging to LED signs on Idaho highways to reduce speeding

Swarthmore College

B. A. with Honors June 2013

- Self-Designed Major: Theories of Decision Making (similar to Behavioral Economics)
- Minor: Mathematics
- Relevant Courses: Thinking, Judgment, and Decision Making; Intermediate and Advanced Microeconomics; Moral Philosophy; Real Analysis; and Mathematical Foundations of Statistics
- Overall GPA: 3.85

Hans Wallach Fellowship

Summer 2012

- Designed 6 experiments to test the effects of priming ethical concepts on economic decisions in social dilemma games
- Wrote a 25-page literature review examining research on ethical priming, economic games, and game framing

Work Experience*RAND Corporation, RAND Health—Research Assistant*

2013-Present

- Use SAS to manage large data sets, generate descriptive statistics, and run regression models
 - Developed an analysis of data from a large scale RCT that used behavioral “Nudges” to influence physician prescribing behavior
 - Modeled the impacts of a primary care pilot in Pennsylvania using generalized estimating equations to control for clustered data
 - Generated estimates of cost and utilization of GI and Cardiology services from Medicare claims data
- Contributed writing, literature review, and tables to multiple RAND research reports for both public and private sector clients
- Managing data acquisition for large evaluation of the capacity of the Veterans Health Administration

Computer Skills

- Experienced: SAS/SQL, Stata, SPSS, LaTeX, and Microsoft Excel

Publications:

- Mulcahy, Andrew W., Chris Chan, **Samuel Hirshman**, Peter Huckfeldt, Aaron Kofner, Jodi L. Liu, Susan Lovejoy, Ioana Popescu, Justin W. Timbie, Peter S. Hussey. "Specialty Payment Model Opportunities and Assessment: Gastroenterology and Cardiology Model Design Report" (in press).
- Mattke, Soeren, Hangsheng Liu, **Samuel Hirshman**, Saw Wah, and Sydne Newberry. "Quantitative Evaluation of the Impact of the Healthy Communities Initiative in Cincinnati." (2014).
- Hussey, Peter S., Peter Huckfeldt, **Samuel Hirshman**, and Ateev Mehrotra. "Hospital and Regional Variation in Medicare Payment for Inpatient Care Episodes" (accepted for publication)

Other Work Experience*Swarthmore College—Writing Associate*

2010-2013

- Worked one-on-one with over 50 Swarthmore students to improve their written work and writing processes through concrete, constructive criticism and discussion