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## BIOGRAPHICAL SKETCH

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NAME Butz, David A.	POSITION TITLE Lecturer, Department of Learning Health Sciences, University of Michigan Medical School and University of Michigan Ross School of Business Founder and Principal, DABAnalytics LLC
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INSTITUTION AND LOCATION	DEGREE <i>(if applicable)</i>	YEAR(s)	FIELD OF STUDY
Washington University, St Louis, MO.	B.A.	1981	Economics
Northwestern University, Evanston, IL.	Ph.D.	1986	

### A. Personal Statement

My eclectic career bridges microeconomics, operations management, and empirical health policy across a range of industries. I have published in top peer-reviewed journals spanning economics, law & economics, operations management, medicine, and surgery. My academic appointments include faculty roles at Northwestern and UCLA's economics departments, as well as the University of Michigan's business and medical schools. I have also led a health care consultancy and served as Director of Analytics for one of the nation's leading health information exchanges. From 2015 to 2021, I served as a full-time health economist for the William Davidson Institute, continuing as a research fellow through 2024.

Now 65, I have shifted focus toward teaching and content development. I co-teach "Strategic Management and Leadership" with colleagues at Michigan Medicine and advise the Ross School of Business's flagship MAP program. I also lead a monthly seminar on the business of healthcare for surgical residents and fellows at the Center for Health Outcomes and Policy. My recent efforts emphasize data fluency, flipped classrooms, and AI-enhanced pedagogy. These build on my broader goal: equipping clinicians and students alike to become lifelong, cross-disciplinary learners in an increasingly data-driven health care environment.

### B. Positions and Honors.

#### Positions and Employment

1986–1987	Visiting Assistant Professor, Northwestern University, Evanston, IL
1987–1994	Assistant Professor of Economics, University of California at Los Angeles
1994–2003	Assistant Professor of Business Economics, University of Michigan Business School
1998–2005	Co-Director, Center for Health Care Economics, University of Michigan
1999–2010	Co-Founder and Principle, MDContent LLC
2003–2007	Lecturer of Surgery, University of Michigan Medical School
2003–	Adjunct Lecturer, Ross School of Business, University of Michigan
2010–2014	Director of Analytics, CareEvolution, Ann Arbor, MI
2014–	Founder, DABAnalytics, Ann Arbor, MI
2015–2016	Adjunct Lecturer, School of Public Health, University of Michigan
2015–2017	Vice President, Healthcare Initiative, William Davidson Institute, Ann Arbor, MI
2017–2021	Senior Research Fellow, William Davidson Institute, Ann Arbor
2019–	Adjunct Lecturer, Dept of Learning Health Sciences, University of Michigan Medical School

**Expanded Teaching Roles**

- Strategic Management and Leadership, University of Michigan Medicine. Co-Taught with Brian Zink MD, Mary Haas MD, MHPE, Matthew Comstock MBA, MPH. January 2022, January 2023, January 2024.
- Faculty Advisor, Multi-Disciplinary Action Projects (MAP), Ross School of Business, Winter 2020, Winter 2021, Winter 2022, Winter 2023, Winter 2024.
- BA523: Comprehensive Health Care Strategies. Ross School of Business. Winter 2020, Winter 2021, Winter 2022, Winter 2023, Winter 2024.
- Primary Faculty for Monthly Seminar for Surgery Residents and Fellows. Center for Health Outcomes and Policy, September 2022 - Present.

**Honors**

1981 Phi Beta Kappa, Washington University, Saint Louis

1981 Summa Cum Laude, Washington University, Saint Louis

1985 Dissertation Year Fellowship, Northwestern University Transportation Center

1986-1987 College of Arts and Sciences Award for Teaching Excellence, Northwestern University, Academic Year

1988, 1989, 1991, 1992, 1993 W.C. Scoville Award for Excellence in Teaching, Department of Economics, UCLA

1995 MBA Student Award for Teaching Excellence, The University of Michigan Business School

**B. Selected peer-reviewed publications (in chronological order).**

1. Durable Good Monopoly and Best-Price Provisions, *The American Economic Review*, 80: 1062- 1076, December 1990.
2. Intertemporal Resource Allocation: Distributive Issues Surrounding Gasoline Price Hikes, *Economic Inquiry*, July 1991.
3. The Ongoing Disciplinary Role of Large Minority Shareholders, *Cuadernos Economicos de ICE* 49, Fall 1991.
4. Report to the Advisory Commission on Conferences in Ocean Shipping, in Re-port of the Advisory Commission on Conferences in Ocean Shipping, April 1992.
5. Ocean Shipping Economics: Reply, *Contemporary Policy Issues*, July 1993.
6. Ocean Shipping Economics: Free Trade and Antitrust Implications, *Contemporary Policy Issues*, July 1993.
7. How Do Large Minority Shareholders Wield Control? *Managerial and Decision Economics*, 15, 291 - 298, 1994.
8. Most Favored Treatment Provisions as Nondiscrimination Guarantees, *The International Journal of the Economics of Business*, 2, 65 - 86, 1995.
9. Does the Per Se Rule Deter Vertical Price-Fixing? *Economic Inquiry*, 34, 770 - 780, 1996.
10. Vertical Price Controls with Uncertain Demand, *Journal of Law & Economics*, October 1997, 433 - 459.
11. The Disconnect Between Principal-Agent Theory and Empirical Work: A Review of Bernard Salanie's *The Economics of Contracts*, *The International Journal of the Economics of Business* 6, February 1999, 131 - 140.
12. Trauma Service Cost: The Real Story. With Taheri PA, Wahl, WL, Butz DA, Iteld LH, Michaels AJ, Griffes LC, Greenfield LJ. *Ann of Surg*, 227(5):720-725, 1998.
13. Trauma Services: A Profit Center? With Taheri PA, Watts C, Griffes L, Greenfield LJ. *J Am Coll Surg*, 188(4):349-354, 1999.
14. Paying a premium: How patient complexity affects costs and profit margins. With Taheri PA and Greenfield L. *Ann of Surg*, 229(6):807-814, 1999.
15. Academic health systems management: The rationale behind capitated contracts. With Taheri PA, Butz DA, Greenfield L. *Ann of Surg* 231(6):849-859, 2000.
16. Length of stay has minimal impact on the cost of hospital admission. With Taheri PA, Greenfield L: *J Am Coll Surg*, 191(2):123-130, 2000.
17. Physician impact on the total cost of care. With Taheri PA and Greenfield L. *Ann of Surg* 231(3):432-435, 2000.
18. Are Vertical Restraints Pro- or Anticompetitive? Lessons from Interstate Circuit, with Andrew N. Kleit, April 2001, *Journal of Law & Economics*.

19. How DRGs hurt academic health systems. With Taheri PA, Dechert R, Greenfield LA. *J Am Coll Surg*, 193(2):1-8, 2001.
20. Aeromedical Service: How Does it Actually Contribute to the Mission? With Rosenberg B, Comstock MC, Taheri PA: *J Trauma*. 2003; 54:681-688
21. The Cost of Trauma Center Readiness. With Taheri PA, Lottenberg L, Clawson A, Flint L. *American Journal of Surgery*, January 2004: 187: 7-13.
22. Hospital Costs Associated with Surgical Complications: A Report from the Private Sector National Surgical Quality Improvement Program (NSQUIP). With Dimick JB, Chen SL, Taheri PA, Henderson WG, Khuri SF, Campbell DA: *J Am Coll Surg*, 2004; 199(4):531-537.
23. Coordinating contracts for decentralized supply chains with retailer promotional effort. With Krishnan, HR Kapuscinski. *Management Science*, 2004: 50(1) 48-63.
24. Endovascular Abdominal Aortic Aneurysm Repair is More Profitable than Open Repair Based Upon Contribution Margin per Day. With Rosenberg BL, Comstock MC, Taheri PA, Williams DM, Upchurch GR: *Surgery*, 2005 Mar; 137(3):285-292.
25. Referral Patterns and Severity Distribution of Burn Care: Implications for Burn Centers and Surgical Training. With Pacella S, Harkins DR, Kuzon W, Taheri, PA: *Ann Plast Surg*. 2005 Apr; 54(4):412-9.
26. Health Care as a Fixed-Cost Industry: Implications for Delivery. With Taheri PA: *Surgical Innovation*, December 2005, 12(4): 365-371.
27. Hospital Volume Outcome and Discharge Destination of Burn Patients, With Pacella, SJ, Comstock, M, Harkins DR, Kuzon WM, Taheri PA. *Plastic and Reconstructive Surgery*, April 2006, 117(4): 1296-1305.
28. A New Prescription for Healthcare Leadership. With Harkins DR, Taheri PA: *Journal of Trauma Nursing*, 2006,13(3):126-130.
29. Medical Liability-The Crisis, the Reality, and the Data: The University of Michigan Story. With Taheri PA, Anderson S, Boothman R, Blanco OL, Greenfield LJ, Mulholland MM: *J Am Coll Surg*. 2006 Sep;203(3):290-296.
30. Trauma Center Downstream Revenue: The Impact of Incremental Patients within a Health System. With Taheri PA, Maggio PM, Dougherty J, Neil C, Fetyko S, Harkins DR: *J Trauma*. 2007; 62:615-621.
31. Quick Response and Retailer Effort. With Krishnan H and Kapuscinski R. *Management Science* June 2010 vol. 56 no. 6 962-977.
32. Web-Based Curriculum Improves Residents' Knowledge of Health Care Business. With Hauge LS, Frischknecht AC, Gauger PG, Hirshfield LE, Harkins D, Taheri PA. *J Am Coll Surg*. 2010 Dec;211(6):777-83.