

Curriculum Vitae

Johanna Kokot

22/06/1984 in Templin

Faculty of Economics and Social Sciences

University of Hamburg

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Stages of Scientific Work

- Since 2026 **University of Hamburg, Hamburg Center for Health Economics**
Professor of Economics with a focus on Behavioral Economics of Health
- 2019 – 2026 **University of Hamburg, Hamburg Center for Health Economics**
Assistant Professor of Economics with a focus on Behavioral Economics of Health
- 2017 – 2019 **Central Research Institute of Ambulatory Health Care in Germany (Zi), Berlin**
Research Fellow in the area of cost structure analysis of GP practices
- 2011 – 2017 **University of Duisburg-Essen, Department of Economics and Health Economics Research Center, CINCH**
Research fellow in the project “The influence of payment on the performance of physicians: an experimental analysis”

Stages of Academic Training

- 2018 **PhD in Economics**, University of Duisburg-Essen
Thesis Title: “Risk preferences and financial incentives in health care markets”
Supervisors: Jeannette Brosig-Koch and Hendrik Schmitz
Honors: summa cum laude
- 2010 **Diploma** in Economics, TU Dortmund
- 2004 **Abitur**, Sportgymnasium Neubrandenburg

Publications

Peer-reviewed publications

- 2026 Hermanns, B. & Kokot, J. (2026). Vaccination decisions under risk: Experimental evidence from the COVID-19 pandemic. *Theory and Decision*, forthcoming.
- Brosig-Koch, J., Hennig-Schmidt, H., Kairies-Schwarz, N., Kokot, J., & Wiesen, D. (2026). On the role of personality traits in shaping responses to physician payment systems. *Theory and Decision*, <https://doi.org/10.1007/s11238-025-10107-2>.
- 2025 Hermanns, B., Kairies-Schwarz, N., Kokot, J., & Vomhof, M. (2025). Heterogeneity in Health Insurance Choice: An Experimental Investigation of Consumer Choice and Feature Preferences. *Journal of Risk and Insurance*, 92, 4, 1096-1121.
- 2024 Brosig-Koch, J., Hennig-Schmidt, H., Kairies-Schwarz, N., Kokot, J., & Wiesen, D. (2024). A New Look at Physicians’ Responses to Financial Incentives: Quality of Care, Practice Characteristics, and Motivations. *Journal of Health Economics*, 94, 102862.
- 2023 Hermanns, B. & Kokot, J. (2023). Contextual Framing Effects on Risk Aversion assessed using the Bomb Risk Elicitation Task. *Economics Letters*, 229, 111227.

Brosig-Koch, J., Hehenkamp, B., & Kokot, J. (2023). Who Benefits from Quality Competition in Health Care? A Theory and a Laboratory Experiment on the Relevance of Patient Characteristics. *Health Economics*, 32,8, 1785-1817.

2017 Brosig-Koch, J., Hehenkamp, B., & Kokot, J. (2017). The Effects of Competition on Medical Service Provision. *Health Economics*, 26, 6-20.

Brosig-Koch, J., Kairies-Schwarz, N., & Kokot, J. (2017). Sorting into Payment Schemes and Medical Treatment: A Laboratory Experiment. *Health Economics*, 26, 52-65.

Kairies-Schwarz, N., Kokot, J., Vomhof, M., & Weßling, J. (2017). Health Insurance Choice and Risk Preferences under Cumulative Prospect Theory – An Experiment. *Journal of Economic Behavior & Organization*, 137, 374-397.

Peer-reviewed journals, other disciplines

2014 Kokot (2014). Die experimentelle Methodik in der Gesundheitsökonomik, In: Matusiewicz, D., Wasem, J: Gesundheitsökonomie: Bestandsaufnahme und Entwicklungsperspektiven, Schriften der Gesellschaft für Sozialen Fortschritt e.V. (GSF), Band 30, 51-68.

Working Papers

2025 Brosig-Koch, J., Hehenkamp, B., & Kokot, J. (2025). Should I stay or should I go? The role of information and patient choice in physician competition. Under review at *Experimental Economics*.

Griebenow, M., Hermanns, B., Huynh, P., Kifmann, M., & Kokot, J. (2025). Reciprocity in medical treatment decisions – A theoretical model and a laboratory experiment. Manuscript available.

2024 Sabat, I., Neumann-Böhme, S., Barros, P. P., Brinkmann, C., Brouwer, W., van Exel, J., Falk, L., Hermanns, B., Kokot, J., Torbica, A., Varghese, N. E., Schreyögg, J., and Stargardt, T. (2024). The European COvid Survey (ECOS): Technical Report, HCHE Research Paper No. 30.

2023 Hermanns, B. & Kokot, J. (2023). Do prosocial considerations play a role in individuals' decision-making under risk? Experimental evidence from the COVID-19 pandemic. Available at SSRN 448372.

2017 Kokot, J. (2017). Does a spouse's health shock influence the partner's risk attitudes? Ruhr Economic Papers, No. 707.

Work-in-Progress (selected)

From health shock to risk-taking: Behavioral adjustment and subjective risk beliefs; together with Benedicta Hermanns and Pauline Mente. AsPredicted-ID: 218371.

Aligning motivations: The impact of intrinsic and prosocial drivers on healthcare; together with Julia von Hanxleden. AsPredicted-ID: 202754.

Social norms and the physician-patient relationship; together with Silvia Angerer.

Effects of provider incentives on service quantity and quality: A systematic review of the experimental evidence; together with Jeannette Brosig-Koch, Heike Hennig-Schmidt, Nadja Kairies-Schwarz, Farahim Suleymanli, and Daniel Wiesen. PROSPERO-ID: 625970.

Physician performance-pay under treatment risk: Theory and experimental evidence; together with Lea Bullenkamp. AsPredicted-ID: 273,978.

The effect of compensation schemes on intrinsic motivation and service quality; together with Julia von Hanxleden. AsPredicted-ID: 259731.

Willingness to Pay for Non-Vaccinated to Get a Vaccine – A Laboratory Experiment; together with Lea Bullenkamp, Alexander Helmut Fauser, Simon Hennig, Benedicta Hermanns, Joyce Mejedo, Tommaso Roccabianca, and Giorgia Zito.

Funding

Third-Party

- 2023 Research Training Group “Managerial and economic dimensions of health care quality” (GRK 2805/1)
German Research Foundation; Principal investigator together with 11 researchers from the Hamburg Center for Health Economics (Total amount ~ 6,200,000 €); two cohorts; one PhD student per cohort per applicant; 60,000 € in financial resources for experiments
- 2021 ECOS – European COVID Survey, waves 7, 8 & 9
German Research Foundation; Principal investigation together with Tom Stargardt (Total amount ~ 110,000 €)

Internal Funding

- 2022 ECOS – European COVID Survey, waves 10 & 11
Research and Science Funding; Universität Hamburg, together with Jonas Schreyögg and Tom Stargardt (Total amount ~ 32,000 €)
- 2022 Dynamic analysis of health insurance decisions from the perspective of prospect theory, Faculty Research Funding (Total amount ~ 6,000 €)
- 2019 The impact of financial incentives on health care delivery: An experimental analysis with special attention to the intrinsic motivation of health care providers, Faculty Research Funding (Total amount ~ 6,000 €)

Funding for Teaching

- 2023 “Behavioral Health Economics” (Total amount ~ 2500 €)
- 2022 “Behavioral Health Economics” (Total amount ~ 2500 €)
- 2021 “Behavioral Economic Experiments in the Context of the COVID-19 Pandemic” (Total amount ~ 2000 €)
- 2020 “Labor Market in the Lab” (Total amount ~ 500 €)

Teaching

University of Hamburg

- 2025, winter term “Health behavior change – From theory to intervention” (Master), English; “Actual Topics in Behavioral Economics” (Bachelor)
- 2025, summer term “Behavioral Economics” (Bachelor); “Monetary and non-monetary incentives” (Master)
- 2024, winter term “Actual Topics in Behavioral Economics” (Bachelor), “Actual Topics in Health Economics” (Master)
- 2024, summer term “Experiments & preference elicitation methods” (PhD), English, “Behavioral Economics” (Bachelor), Behavioral Economics for Health: Concepts, Methods, and Applications” (HCHE Summer School), English
- 2023, winter term “Behavioral Health Economics” (Master), English; “Actual Topics in Behavioral Economics” (Bachelor)
- 2023, summer term “Behavioral Economics” (Bachelor); “Monetary and non-monetary incentives” (Master)
- 2022, winter term “Behavioral Health Economics” (Master); “Social Preferences” (Master)

2022, summer term	“Behavioral Economics” (Bachelor), “The Coronavirus Pandemic under the Behavioral Economic Perspective” (Bachelor), “Behavioral Economics for Health: Concepts, Methods, and Applications” (Hamburg International Summer School)
2021, winter term	“Health Economics” (Master); with Mathias Kifmann, English, “Behavioral Economic Experiments in the Context of the COVID-19 Pandemic” (Master), “The Coronavirus Pandemic under the Behavioral Economics Perspective” (Master)
2021, summer term	“Behavioral Economics” (Bachelor); “The Coronavirus Pandemic under the Behavioral Economics Perspective” (Bachelor), “Behavioral Economics for Health: Concepts, Methods, and Applications” (Hamburg International Summer School)
2020, winter term	“Health Economics” (Master); with Mathias Kifmann, English, “Behavioral Health Economics” (Master); English, “Labor Market in the Lab” (Master)
2020, summer term	“Behavioral Economics” (Bachelor); “Actual Topics of Behavioral Economics” (Master)
2019, winter term	“Health Economics” (Master); with Mathias Kifmann and Thomas Siedler, English, “Behavioral Health Economics” (Master), English
2019, summer term	“Behavioral Economics” (Bachelor)
Other Universities	
2016	“Health Economics and Social Economics” (Bachelor), FOM University of Applied Sciences for Economics and Management
2011 - 2016	“Introduction to Experimental Economics” (Bachelor), Exercise, University of Duisburg-Essen (Jeannette Brosig-Koch) “Introduction to Economics” (Bachelor), Exercise, University of Duisburg-Essen (Jeannette Brosig-Koch)
2006 - 2010	“Mathematics for Economists”, “Microeconomics” (Undergraduate), Exercise, TU Dortmund (Wolfgang Leininger)

Supervision of PhD Students

First supervisor	Benedicta Hermanns (since 2019), Julia von Hanxleden (since 2024)
Second supervisor	Pauline Mente (since 2024), Claudia Souček (since 2024), Natalia Bulla (since 2024), Tim Jäger (2023-2024), Lea Bullenkamp (since 2023), Malin Hüllemann (since 2023)
Third supervisor	Carolin Brinkmann (2025)
Committee	Beke Hester (since 2022), Shushanik Margaryan (2022), Malte Griebenow (2022)

Conference Presentations and Invited Talks

2025: Research Seminar Oldenburg; GfEW Conference Hamburg; Nordic Health Economics Study Group (NHESG) meeting in Oslo; Nordic Conference in Behavioral and Experimental Economics Stavanger; **2024:** Research Seminar Nürnberg; EuHEA Vienna, dggö Halle; **2023:** GfEW Conference Erfurt, Behavioral and Experimental Health Workshop Vienna, dggö Ausschuss und Verteilung Oldenburg; **2022:** dggö Hamburg, Research Seminar Digital Economics TU Hamburg, EuHEA Oslo, ESA European Meeting Bologna, GfEW Conference Salzburg, dggö Ausschuss und Verteilung Halle; **2019:** Global Management Conference Washington; **2017:** dggö Basel; **2016:** EuHEA Hamburg, Workshop on Behavioral and Experimental Health Economics Cologne, EuHEA PhD Supervisor Conference Barcelona; **2015:** Behavioral and Experimental Health Economics Essen, ESA World Meeting Heidelberg, Behavioral Science and Policy

Conference Nottingham, dggö Bielefeld, Research Seminar Paderborn, EAEPE-RA[X] Workshop Essen; **2013** Essen Summer School in Health Economics, **2012**: GfEW Conference Nürnberg

Professional and Administrative Activities

Membership in Scientific Societies: Early Career Committee (ECC) of European Health Economics Association; Hamburg Center for Health Economics (HCHE), German Health Economics Association (Deutsche Gesellschaft für Gesundheitsökonomie, dggö), Vice-chair of the dggö committee "Allocation and Distribution", Behavioral and Experimental Health Network (BEHnet), German Experimental Economics Association (Gesellschaft für experimentelle Wirtschaftsforschung, GfEW)

Referee for *Journal of Health Economics*, *Health Economics*, *Journal of Economic Behavior & Organization*, *Proceedings of the National Academy of Sciences of the United States of America*, *Review of Economics of the Household*, *The B.E. Journal of Economic Analysis and Policy*, *Journal of Economic Surveys*, *International Journal of Environmental Research and Public Health*, *Journal of Behavioral and Experimental Economics*, *The European Journal of Health Economics*, *Health Policy*

Reviewer for dggö, German Research Foundation (DFG), Fulbright Germany

Discussant at dggö Ausschuss und Verteilung in Hamburg 2025; EuHEA PhD Conference Bologna 2023, CEAR/MRIC Behavioral Insurance Workshop in Munich 2022, EuHEA PhD Conference, digital 2021, European Health Economics Workshop in Paderborn 2022, in Hamburg 2016, dggö Ausschuss und Verteilung in Halle 2022, in Mannheim 2021, digital 2020, HCHE Center Day in Hamburg 2020-2023

Administrative Services at Universität Hamburg: Core member of the board of directors of the Hamburg Center for Health Economics (HCHE), since 2019; Substitution member of the Examination Board (Master Health Economics & Health Care Management, HE&HCM), since 2019; Member of the Quality Circle (Master HE&HCM, since 2020 and Master AWG, since 2025); Substitution member of the doctoral subcommittee "Promotionsunterausschuss", since 2023; Member of the selection committee for the Bachelor Socioeconomics (Study without high school degree); Member of the appointment committee for the nucleus professorship "Empirical Health Economics", 2021; Invitation and host of researchers to the "HCHE research seminar"; Member of the International Affairs Committee, since 2025

Excellence Programs

2014 – 2016 Excellence program *Mentoring*³, Science Career Net Ruhr for female doctoral students

2019 – 2020 Career Program II, Hamburg Research Academy

Languages

German (native), English (fluent), French (basic knowledge)

Hamburg, March 2026