Curriculum Vitae

Johanna Kokot

Professor of Economics with a focus on Behavioral Economics of Health
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Academic Positions

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, cost structure analysis of GP practices
2011 – 2017	**University of Duisburg-Essen, Department of Economics and Health Economics Research Center (CINCH)** Research Assistant, "The influence of payment on the performance of physicians: an experimental analysis"

Academic Education

2018	**PhD in Economics, University of Duisburg-Essen** Thesis: "Risk preferences and financial incentives in health care markets" — summa cum laude Supervisors: Jeannette Brosig-Koch, Hendrik Schmitz
2010	**Diploma in Economics, TU Dortmund**

Peer-Reviewed Publications

2026	Hermanns, B. & Kokot, J. Vaccination decisions under risk: Experimental evidence from the COVID-19 pandemic. *Theory and Decision*, 100(3), 667–719. Brosig-Koch, J., Hennig-Schmidt, H., Kairies-Schwarz, N., Kokot, J., & Wiesen, D. On the role of personality traits in shaping responses to physician payment systems. *Theory and Decision*, 100(3), 857–906.
2025	Hermanns, B., Kairies-Schwarz, N., Kokot, J., & Vomhof, M. 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. 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. Contextual Framing Effects on Risk Aversion assessed using the Bomb Risk Elicitation Task. *Economics Letters*, 229, 111227. Brosig-Koch, J., Hehenkamp, B., & Kokot, J. 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. The Effects of Competition on Medical Service Provision. *Health Economics*, 26, 6–20.

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

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

2014 Kokot, J. Die experimentelle Methodik in der Gesundheitsökonomik. In: Matusiewicz, D., Wasem, J. (eds.), Gesundheitsökonomie: Bestandsaufnahme und Entwicklungsperspektiven, GSF, Vol. 30, 51–68.

Working Papers (selected)

2026 Hermanns, B. & Kokot, J. Measuring Preventive Altruism: A Structural Approach to Risk and Prosocial Behavior. Available at SSRN 4483372

Von Hanxleden, J. & Kokot, J. Intrinsic and Prosocial Motivation in Healthcare Quality: Experimental Evidence Under Different Payment Models. Available at SSRN 7409458

Hermanns, B., Mente, P., & Kokot, J. From Health Shock to Risk-Taking: Behavioral Adjustment and Subjective Risk Beliefs. Manuscript available.

Bullenkamp, L. & Kokot, J. Physician Performance-Pay under Treatment Risk: Theory and Experimental Evidence. Manuscript available.

2025 Brosig-Koch, J., Hehenkamp, B., & Kokot, J. Should I stay or should I go? The role of information and patient choice in physician competition. Manuscript available.

Griebenow, M., Hermanns, B., Huynh, P., Kifmann, M., & Kokot, J. 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.

Third-Party Funding

2023 **Research Training Group "Managerial and economic dimensions of health care quality" (GRK 2805/1)**

German Research Foundation (DFG); Principal Investigator together with 11 researchers from the Hamburg Center for Health Economics (total volume ≈ €6.2m)

2021 **ECOS – European COVID Survey, waves 7–9**

German Research Foundation (DFG); Principal Investigator together with Tom Stargardt (total volume ≈ €110,000)

Teaching (University of Hamburg, since 2019)

Regular courses at Bachelor, Master, and PhD level, including "Behavioral Economics", "Behavioral Health Economics", "Health Economics", "Social Preferences", "Monetary and Non-Monetary Incentives", and "Experiments & Preference Elicitation Methods" (PhD, English).

Supervision of PhD Students

First supervisor Benedicta Hermanns (since 2019), Julia von Hanxleden (since 2024), Judith Schneider (since 2026)

Second supervisor	Farah Bashir (since 2026), Pauline Mente (since 2024), Claudia Souček (since 2024), Natalia Bulla (since 2024), Lea Bullenkamp (since 2023), Malin Hüllemann (since 2023), Tim Jäger (2023–2024)
Committee member	Kevin Gransee (since 2026), Beke Hester (since 2022), Shushanik Margaryan (2022), Malte Griebenow (2022)

Conference Presentations and Invited Talks (selected)

2025: Research Seminar Oldenburg; GfeW Conference Hamburg; Nordic Health Economics Study Group (NHESG), 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 Allokation und Verteilung, Oldenburg.

Earlier: EuHEA Oslo (2022), ESA European Meeting Bologna (2022), GfeW Salzburg (2022), Global Management Conference Washington (2019), EuHEA Hamburg (2016).

Professional and Administrative Activities

Membership in Scientific Societies: Early Career Committee (ECC) of the European Health Economics Association; Hamburg Center for Health Economics (HCHE); German Health Economics Association (dggö) — Vice-Chair of the committee “Allocation and Distribution”; Behavioral and Experimental Health Network (BEHnet); German Experimental Economics Association (GfeW).

Referee for: Journal of Health Economics, Health Economics, Journal of Economic Behavior & Organization, PNAS, 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.

University Service: Core member of the Board of Directors, Hamburg Center for Health Economics (HCHE), since 2019; Member of the appointment committee for the professorship “Empirical Health Economics” (2021); Substitution member of the doctoral subcommittee (“Promotionsunterausschuss”), since 2023; Member of the International Affairs Committee, since 2025; Member of the Quality Circle (Master HE&HCM, since 2020 and Master AWG, since 2025); regular host of the HCHE research seminar.

Hamburg, September 2026