

## CURRICULUM VITAE

Univ.-Prof. Dr. Jeannette Brosig-Koch

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### EDUCATION:

01/2008	Habilitation, Otto von Guericke University Magdeburg, Germany
03/2003	Ph.D. in Economics (Dr. rer. pol.), Otto von Guericke University Magdeburg, Germany ( <i>summa cum laude</i> )
03/1998	Diploma in Economics (Dipl.-Vw.), Otto von Guericke University Magdeburg, Germany ( <i>with distinction</i> )
10/1993 – 03/1998	Study of Economics, Otto von Guericke University Magdeburg, Germany

### EMPLOYMENT:

Since 04/2021	Full Professor, Chair of Behavioral Social Policy, Faculty of Economics and Management, Otto von Guericke University Magdeburg, Germany
04/2008 – 03/2021	Full Professor, Chair of Quantitative Economic Policy, Faculty of Economics and Business Administration, University of Duisburg-Essen, Germany
10/2006 – 03/2008	Interim Professor, Economics Department, University of Cologne, Germany
05/2004 – 12/2004	Visiting Research Fellow (DFG Fellowship), Penn State University, USA; collaboration with Professor Gary E. Bolton

- 07/2003 – 09/2006 Assistant Professor (C1), Faculty of Economics and Management, Otto von Guericke University Magdeburg, Germany
- 04/1998 – 06/2003 Research Associate (Ph.D. student), Faculty of Economics and Management, Otto von Guericke University Magdeburg, Germany

**SCIENTIFIC AWARDS:**

- 2004 Heinz-Sauermann-Award for the best Ph. D. thesis of 2002-2003 given by the Gesellschaft für experimentelle Wirtschaftsforschung (German Society for Experimental Economics)
- 2003 Prize of the Faculty of Economics and Management, University of Magdeburg for the best Ph.D. thesis of 2003
- 2001 Otto-von-Guericke-Research-Prize 2001 provided by the University of Magdeburg (awarded to the whole team of the Magdeburg Laboratory for Experimental Economics)
- 2000 Heinz-Sauermann-Award for the best Diploma thesis of 1997-2000 given by the Gesellschaft für experimentelle Wirtschaftsforschung (German Society for Experimental Economics)
- 1998 Prize of the Faculty of Economics and Management, University of Magdeburg for the best Diploma thesis of 1998

**FELLOWSHIPS:**

- 2004 Research Fellowship provided by the Deutsche Forschungsgemeinschaft (German Research Foundation)

## **PARTICIPATION IN DOCTORAL EDUCATION:**

2013 – 2019	IN-EAST School of Advanced Studies, University of Duisburg-Essen, Germany
2010 – 2018	DFG Research Training Group 1613 "Risk and East Asia", University of Duisburg-Essen, Germany
2008 – 2021	Faculty Member, Ruhr Graduate School in Economics, Germany

## **DOCTORAL SUPERVISION (FIRST SUPERVISOR):**

Heinrich, Timo	Thesis: "On the Determinants of Other-Regarding Behavior: Five Empirical Studies" (2011) <i>Since 2020: Full Professor, Hamburg University of Technology</i>
Helbach, Christoph	Thesis: "Teaching, Learning, and Development of Skills: Five Empirical Essays" (2012)
Keldenich, Klemens	Thesis: "Communication and Group Behavior in Economic Decision Making" (2013)
Kairies, Nadja	Thesis: "Production, Performance, and Payment: Five Essays on Incentive Contracts" (2013) <i>Since 2021: Associate Professor, Heinrich Heine University Düsseldorf</i>
Kokot, Johanna	Thesis: "Risk Preferences and Financial Incentives in Health Care Markets" (2018) <i>Since 2019: Junior Professor, University of Hamburg</i>
Vomhof, Markus	Thesis: "Four Essays on Competition in Health Care Markets" (2018)
Yang, Guanzhong	Thesis: "Incentives and Information: Experimental Studies" (2018)
Siebert, Jan	Thesis: "Macroeconomics in the Laboratory: Three Essays" (2021)
Haering, Alexander	Thesis: "Higher-order risk preference and teams: Five essays in experimental economics" (2021)
Then, Franziska	Thesis: "Information and Incentives in Medical Decision Making – Five Essays on Experimental Health Economics" (2023)

## **PARTICIPATION IN SCIENTIFIC COMMITTEES AND INSTITUTIONS:**

Since 2022	Member of the Scientific Advisory Board, German Economic Association of Business Administration (GEABA)
Since 2021	Member of the Board of Directors, Magdeburg Laboratory for Experimental Economics (MaXLab), Otto von Guericke University Magdeburg
	Member of the Board of Directors, Center for Health and Medical Prevention (CHaMP), Otto von Guericke University Magdeburg
	Co-opted Faculty Member, Faculty of Economics and Business Administration, University of Duisburg-Essen, Germany
Since 2020	Member of the Board, Leibniz ScienceCampus Ruhr
2018 - 2019	Member „Wissenschaftliche Kommission für ein modernes Vergütungssystem“ (KOMV), Federal Ministry of Health, Germany
	Chairperson, Sozialwissenschaftlicher Ausschuss, Verein für Socialpolitik (VfS)
2016 - 2024	General Secretary, German Association for Health Economics (dggö)
2016 – 2021	Member of the Research Board, University of Duisburg-Essen
2016 – 2020	Member of the Review Board, German Research Foundation (DFG), Field: 112-02 Economic Policy and Public Economics
2016 – 2017	Vice Chairperson, Sozialwissenschaftlicher Ausschuss, Verein für Socialpolitik (VfS)
since 2012	Member of the Board, Essen Health Economics Research Center CINCH, University of Duisburg-Essen
2008 – 2021	Founding Director, Essen Laboratory for Experimental Economics (elfe), University of Duisburg-Essen

## PUBLICATIONS:

### Monographs

Weimann, J., Brosig-Koch, J. (2019): *Methods in Experimental Economics. An Introduction*. Springer Gabler.

Weimann, J., Brosig-Koch, J. (2019): *Einführung in die experimentelle Wirtschaftsforschung*. Springer Gabler.

### Publications in refereed journals

Brosig-Koch, J., Heinrich, T., & Sterner, M. (2024): Bilateral communication in procurement auctions. *Managerial and Decision Economics*, 1-21.

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*, 102862.

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.

Brosig-Koch, J., Griebenow, M., Kifmann, M., & Then, F. (2022): Rewards for information provision in patient referrals: a theoretical model and an experimental test. *Journal of Health Economics*, 86, 102677.

Weimann, J., Brosig-Koch, J., Heinrich, T., Hennig-Schmidt, H., & Keser, C. (2022): CO2 Emission reduction–Real public good provision by large groups in the laboratory. *Journal of Economic Behavior & Organization*, 200, 1076-1089.

Weimann, J., Brosig-Koch, J., Heinrich, T., Hennig-Schmidt, H., Keser, C. (2019): Public Good Provision by Large Groups–The Logic of Collective Action Revisited. *European Economic Review* 118, 348-363.

Brosig-Koch, J., Heinrich, T. (2018): The role of communication content and reputation in the choice of transaction partners: a study based on field and laboratory data. *Games and Economic Behavior* 112, 49-66.

Brosig-Koch, J., Kokot, J., Hehenkamp, B. (2017): The effects of competition on medical service provision. *Health Economics* 26 (S3), 6-20.

Brosig-Koch, J., Kairies-Schwarz, N., Kokot, J. (2017): Sorting into payment schemes and medical treatment: A laboratory experiment. *Health Economics* 26 (S3), 52-65.

Brosig-Koch, J., Riechmann, T., Weimann, J. (2017): The dynamics of behavior in modified dictator games. *PLOS ONE* 12 (4).

- Brosig-Koch, J, Hennig-Schmidt, H., Kairies-Schwarz, N. Wiesen, D. (2017): The Effects of Introducing Mixed Payment Systems for Physicians: Experimental Evidence. *Health Economics* 26 (2), 243-262.
- Brosig-Koch, J, Hennig-Schmidt, H., Kairies-Schwarz, N. Wiesen, D. (2016): Using artefactual field and lab experiments to investigate how fee-for-service and capitation affect medical service provision. *Journal of Economic Behavior & Organization* 131(B), 17-23.
- Brosig-Koch, J., Güth, W., Weiland, T. (2016): Comparing the effectiveness of collusion devices in first-price procurement: An auction experiment. *Evolutionary and Institutional Economics Review* 13 (2), 269-295.
- Brosig-Koch, J., Heinrich, T., Helbach, C. (2015): Exploring the capability to reason backwards: An experimental study with children, adolescents, and young adults. *European Economic Review* 74, 286-302.
- Brosig-Koch, J., Heinrich, T., Helbach, C. (2014): Does truth win when teams reason strategically? *Economics Letters* 123, 86-89.
- Brosig-Koch, J., Heinrich, T. (2014): Reputation and mechanism choice in procurement auctions: An experiment. *Production and Operations Management* 23, 210-220.
- Bolton, G. E., Brosig-Koch, J. (2012): How do coalitions get built? Evidence from an extensive form coalition game with and without communication. *International Journal of Game Theory* 41, 623-649.
- Brosig-Koch, J., Helbach, C., Ockenfels, A., Weimann, J. (2011): Still different after all these years: Solidarity behavior in East and West Germany. *Journal of Public Economics* 95, 1373-1376.
- Brosig, J., Heinrich, T., Riechmann, T., Schöb, R., Weimann, J. (2010): Laying off or not? The influence of framing and economics education. *International Review of Economics Education* 9, 44-55.
- Brosig, J., Lukas, C., Riechmann, T. (2010): The monotonicity puzzle - an experimental investigation of incentive structures. *Business Research* 3, 8-35.
- Park, S., Bolton, G. E., Rothrock, L., Brosig, J. (2010): Towards an interdisciplinary perspective of training intervention for negotiations. *Decision Support Systems* 49, 213-221.
- Brosig, J., Reiß, J. P. (2007): Entry decisions and bidding behavior in sequential firstprice procurement auctions: an experimental study. *Games and Economic Behavior* 58, 50-74.
- Brosig, J. (2006): Communication channels and induced behavior. *Zeitschrift für Betriebswirtschaft*, Special Issue 05/06, 99-120.

- Brosig, J., Weimann, J., Yang, C.-L. (2004): Communication, reputation, and punishment in simple sequential bargaining experiments. *Journal of Institutional and Theoretical Economics* 160, 576-606.
- Brosig, J., Weimann, J., Yang, C.-L. (2003): The hot versus cold effect in a simple bargaining experiment. *Experimental Economics* 6, 75-90.
- Brosig, J., Ockenfels, A., Weimann, J. (2003): The effect of communication media on cooperation. *German Economic Review* 4, 217-241.
- Brosig, J. (2002): Identifying cooperative behavior: some experimental results in a prisoner's dilemma game. *Journal of Economic Behavior and Organization* 47, 275-290.
- Re-published in: Sadrieh, A., J. Weimann (Eds.): *Experimental Economics in Germany, Austria, and Switzerland*. Metropolis, 2008.
- Brosig, J. (1999): Signaling and identifying the willingness to cooperate: some experimental results; in: Inderfurth, K., G. Schwödiauer, W. Domschke, F. Juhnke, P. Kleinschmidt, G. Wäscher (Eds.): *Operations Research Proceedings* 1999. Springer Verlag.

## **OBTAINED RESEARCH FUNDS (SELECTION):**

### *German Research Foundation (DFG)*

Research Training Group 1613/2 ”*Risk and East Asia*“

Duration: 04/2014 – 12/2018 (co-applicant in second funding period)

Individual Research Grant BR 2346/3-1 “*Experimental analysis of communication and reputation in procurement auctions*”

Duration: 04/2012 – 04/2014

Individual Research Grants BR 2346/2-1 and BR 2346/2-2 “*The effect of payment schemes on provision behavior in the health care sector: an experimental analysis*”

Duration: 10/2010 – 11/2017

Individual Research Grants WE 2027/10-1 and WE 2027/10-2 (in collaboration with J. Weimann – coordinator, Heike Hennig-Schmidt, and Claudia Keser) “*Public good experiments with large groups in a virtual laboratory*”

Duration: 05/2010 – 05/2014

Research Fellowship BR 2346/1 “*Experimental investigations on individual preferences for communication*”

Duration: 05/2004 – 12/2004

### *Leibniz Association*

Leibniz ScienceCampus ”*Health care challenges*“

Project: The role of online-medical service provision

Duration: 07/2020 – 06/2024 (co-applicant in second funding period)

### *Federal Ministry of Education and Research*

*IN-EAST School of Advanced Studies*

Duration: 04/2013 – 03/2019 (co-applicant in first and second funding period)

*Health Economics Research Center CINCH*

Project: Pay-for-Performance

Duration: 04/2012 – 05/2021 (co-applicant in first and second funding period)