

ELLEN P. GREEN, PHD

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College of Health Solutions
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ACADEMIC POSITIONS AND AFFILIATIONS:

Associate Professor, College of Health Solutions Arizona State University	2021 – Present
Faculty Affiliate, Department of Economics W.P. Carey School of Business, Arizona State University	2021 – Present
Research Affiliate The Mayo Clinic	2016 – Present
Barrett Honors Faculty, Arizona State University	2014 – Present
Assistant Professor, College of Health Solutions Barrett Honors Faculty, Arizona State University	2014 – 2021
Visiting Assistant Professor, Department of Economics University of Delaware	Jan. 2012 – 2014

EDUCATION:

Ph.D. in Economics, Virginia Polytechnic Institute and State University	Dec. 2011
M.A. in Economics, Virginia Polytechnic Institute and State University	2009
B.A. with honors in Economics, Virginia Polytechnic Institute and State University	2007

PEER-REVIEWED PUBLICATIONS:

1. Green, Ellen P., and Andrew Kloosterman. "Agent sorting by incentive systems in mission firms: Implications for healthcare and other credence goods markets." *Journal of Economic Behavior & Organization* 200 (2022): 408-429.
2. Dutcher, Glenn, Ellen P. Green, and Bruce Kaplan. "Using Behavioral Economics to Increase Transplantation Through Commitments to Donate." *Transplantation*. 104.12 (2020) 2467-2468
3. Green, Ellen, Katherine S. Peterson, Kathy Markiewicz, Janet O'Brien, and Noel M. Arring. "Cautionary study on the effects of pay for performance on quality of care: a pilot randomised controlled trial using standardised patients." *British Medical Journal Quality and Safety*. 29 (2020) 664-761
4. Agrawal, Anjali, Ellen P. Green, and Lisa Lavergne. "Gender effects in the credence goods market: An experimental study." *Economics Letters* 174 (2019): 195-199.
5. Bejarano, Hernan, Ellen P. Green, and Stephen Rassenti. "Payment scheme self-selection in the credence goods market: An experimental study." *Journal of Economic Behavior & Organization* 142 (2017): 396-403.
6. Heilman, Raymond L., Ellen P. Green, Kunam S. Reddy, Adyr Moss, and Bruce Kaplan. "Potential impact of risk and loss aversion on the process of accepting kidneys for transplantation." *Transplantation* 101, no. 7 (2017): 1514-1517.

7. Cox, James C., Ellen P. Green, and Heike Hennig-Schmidt. "Experimental and behavioral economics of healthcare." *Journal of Economic Behavior and Organization* 131 (2016): A1-A4.
8. Bejarano, Hernán D., Ellen P. Green, and Stephen J. Rassenti. "Angels and Demons: Using Behavioral Types in a Real-Effort Moral Dilemma to Identify Expert Traits." *Frontiers in psychology* 7 (2016): 1464.
9. Essary, Alison C., Ellen P. Green, and David N. Gans. "Compensation and production in family medicine by practice ownership." *Health services research and managerial epidemiology* 3 (2016): 2333392815624111.
10. Green, Ellen P. "Payment systems in the healthcare industry: an experimental study of physician incentives." *Journal of Economic Behavior & Organization* 106 (2014): 367-378.
11. Green, Ellen P., John Wendland, M. Colette Carver, Cortney Hughes Rinker, and Seong K. Mun. "Lessons learned from implementing the patient-centered medical home." *International journal of telemedicine and applications* 2012 (2012): 6.

WORKING PAPERS:

1. Green, Ellen, Nilay Shah and Yue Dong. "Increasing the Impact of Health Policy from Bench to Bedside." *submitted*
2. Yeh, Tekin, Reifsnider, Lewis, Richards, Green, Dong. "Using Mobile Simulation as a Research Methodology to Understand Healthcare Delivery"
3. Green, Ellen, Megan Hamm, Reed Van Duesen, and Jessica Merlin. "A Simulated Patient Protocol for Refining and Implementing in Health Care Delivery"

WORKS IN PROGRESS:

1. Dutcher, Glenn E., Ellen P. Green, Jesse Schold, and Darren Stewart. "Subjective expectations and uncertainty: A study of the deceased-donor transplantation process."
2. Dutcher, Glenn E., Ellen P. Green, Jesse Schold, and Darren Stewart. "Validating the Use of SimUNet as a Platform for Transplantation Policy"
3. Paredes, Seifert, Reifsnider, Dong, Green. "Time Allocation in Primary Care Office Visits: A comparison across clinical training."
4. Green, Ellen, Kurt Schnier, and Nicole Turgeon. "Recency Bias in Organ Transplantation: Does Your Doctor Suffer from the 'Hot Hand' Fallacy?"

GRANTS UNDER REVIEW:

1. Anthem AI. "What Motivates Primary Care Physicians? Understanding Levers, Mechanics, and Constraints to Practice Change in Primary Care." **Co-I** with PI Kathleen Pine." 7/1/2021-6/30/2022. \$199,800.

ACTIVE GRANTS:

1. R01 Administrative Supplement for Diversity in Health Services Research. National Institute on Aging. "A Simulation Study of the Medicare Access and CHIP Reauthorization Act." **PI**. \$17,060. 12/01/2022-5/31/2023.
2. R21 NIDDK. "Using behavioral economics to reduce the discard rate of viable kidneys: Validating new methods to identify factors that influence the acceptance of deceased-donor kidneys." **PI**. \$449,864. 6/23/2021-6/2023.
3. R34 NIDA. "Consensus-based algorithms to address opioid misuse behaviors among individuals prescribed long-term opioid therapy: developing implementation strategies and pilot testing." **Co-I (Site PI)** with PI Dr. Jessie Merlin from University of Pittsburgh. \$727,990 7/1/2020-6/30/2022.

4. CHS JumpStart. “Uncovering Behavioral Biases in Accepting and Rejecting Deceased Kidneys: Using Behavioral Economics to Reduce the Discard Rate of Viable Kidneys” **Co-PI**. \$17,902 5/2020-9/2021
5. R01. National Institute on Aging. “A Simulation Study of the Medicare Access and CHIP Reauthorization Act.” **PI**. \$1,936,838. 9/1/2019-5/31/2024.

GRANTS SUBMITTED NOT FUNDED (PAST 36 MONTHS)

1. NSF Future of Work at the Human-Technology Frontier Grant, “The Future of Workplace Wellness.” Co-PI with PI Pavan Turaga. \$2,491,659.00. 2021
2. R34 NIDDK. “A Feasibility Study of Healthcare Simulations as a Testbed for Opioid Prescription.” Multi-PI with Jane Leibshutz from University of Pittsburgh. \$727,990.00. 2020
3. NSF. Economics. “An Experimental Study of Payment Scheme Sorting into Markets with Credence Goods.” Co-PI with Andrew Kloosterman from University of Virginia. \$409,635. 2020

COMPLETED GRANTS:

4. NSF Future of Work at the Human-Technology Frontier Planning Grant, “The Future of Workplace Wellness.” **Co-PI** with PI Pavan Turaga. \$149,343. 8/5/2020-8/31/2021
5. Institute for Social Science Research. “Using Behavioral Economics to Increase Comprehension and Knowledge of Risks and Benefits of Living Organ Donation.” **PI**. \$8,000. 3/8/2017-3/2018
6. Mayo ASU Alliance for Health Care Fellows Summer Residency Program. **PI** \$16,000. 3/24/2017-8/2017
7. Institute for Social Science Research. “Using Behavioral Economics to Transform Health Care Policy: An Experimental Study of Payment Scheme Sorting.” **PI**. \$6,000. 3/8/2016-3/2017
8. ASU Mayo Seed Grant. “Using Behavioral Economics to Transform US Health Care Delivery and Disease Management.” **PI**. \$50,000. 7/31/2015-7/2016
9. Summer Research Grant, Virginia Tech. **PI** \$2,000. 5/1/2009

FELLOWSHIPS, HONORS, AND AWARDS:

2020:	Research Award The College of Health Solutions
2017:	Alliance Fellow in the Mayo Clinic and ASU Alliance for Health Care The Mayo Clinic Transplant Center, Arizona
Feb. & May 2016:	Sun Award (awarded for student mentoring) Arizona State University
2014:	Distinguished Faculty Scholar Honors Program, University of Delaware
2011:	Lee B. Lusted Award (awarded to the top abstract in behavioral economics) Society for Medical Decision Making
2011:	Graduate Instructor of the Year Department of Economics, Virginia Tech
2011:	Graduate Fellow of Economics and Neuroscience Institute for Advanced Study, Virginia Tech
2011:	Making A Difference Scholarship College of Science, Virginia Tech

EDITORIAL EXPERIENCE:

Guest Editor, *Journal of Economic Behavior and Organization: Experiments in Healthcare Policy* 2016
with Jim C. Cox and Heike Hennig-Schmidt

INVITED TALKS:

- 2022: the Marshall Institute at the London School of Economics, the department of Health Policy and Economics at Imperial College London, the Economics Department at University of East Anglia, and the Economics Department at Loughborough University
- 2019: Economics Department at the University of Virginia, School of Public Health at the University of Pittsburgh, Department of Resource Economics at the University of Massachusetts Amherst
- 2017: Institute for Behavioral Economics Seminar Series at University of Arizona, School of Nutrition and Health Promotion at Arizona State University, University of Delaware, Economic Science Institute at Chapman University
- 2016: Economic Science Institute at Chapman University, Robert D. and Patricia E. Kern Center for The Science of Health Care Delivery at the Mayo Clinic, Department of Agricultural Economics at Arizona State University
- 2015: Greer Seminar Series at University of Tennessee
- 2014: The Center and Laboratory for Behavioral Operations and Economics (LBOE) at the Naveen Jindal School of Management at the University of Texas at Dallas, Franklin and Marshall, Rochester Institute of Technology, Creighton University, Bryn Mawr College, University of South Carolina (Arnold School of Public Health), Auburn University
- 2013: AEA/ASSA Annual Meetings, Economic Department at Virginia Tech
- 2012: Economic Department at University of Delaware
- 2011: Leonard Davis Institute of Health Economics at the University of Pennsylvania

CONFERENCE TALKS:

- 2021: North-American Economic Science Association Conference (Tucson, AZ)
- 2019: Southern Economic Association's Annual Meeting (Ft. Lauderdale, FL), North-American Economic Science Association Conference (Los Angeles, CA)
- 2018: Southern Economic Association's Annual Meeting (Washington, DC), North-American Economic Science Association Conference (Antigua, Guatemala)
- 2017: SWEBE (UC Santa Barbara)
- 2016: Southern Economic Association's Annual Meeting (Washington, DC), North-American Economic Science Association Conference (Tucson, AZ)
- 2015: Haverford Meeting on Experimental Economics BEEMA, Southern Economic Association's Annual Meeting (New Orleans), North-American Economic Science Association Conference (Dallas, TX), Workshop on Experimental and Behavioural Health Economics (McMaster University, ON)
- 2014: Southern Economic Association's Annual Meeting (Atlanta, GA)
- 2013: Southern Economic Association's Annual Meeting, North-American Economic Science Association Conference (Santa Cruz, CA), Haverford Meeting on Experimental Economics, BEEMA
- 2012: International Economic Science Association Conference (NYU)
- 2011: Southern Economic Association Annual Meeting (Washington DC)

POSTER PRESENTATIONS:

- 2013: Society for Medical Decision Making Annual Meeting, SMDM (Baltimore)

2011: Society for Medical Decision Making Annual Meeting, SMDM (Chicago)

REFeree SERVICE:

Journal of Public Economics, Journal of Health Economics, Management Science, Journal of Economic Behavior and Organization, Health Economics, Applied Economics, Economic Modelling, Annals of Internal Medicine, BMC Health Services Research, Clinical Therapeutics, Contemporary Economic Policy, Economics and Human Biology, Cancer, Health Systems, Inquiry, Transplantation, PLOS One, Journal of Behavioral and Experimental Economics

ADDITIONAL PROFESSIONAL SERVICE:

2023 National Institutes of Health, Ad Hoc Grant Reviewer (Scheduled March)
2022 National Institutes of Health, Ad Hoc Grant Reviewer
2021 National Institutes of Health, Ad Hoc Grant Reviewer
2020 National Institutes of Health, Ad Hoc Grant Reviewer (2)
2012-2017, 2019 National Society for Medical Decision Making Conference, Abstract Reviewer
2018 Veteran's Affairs Health Service Research and Development Merit Review, Grant Reviewer

AFFILIATIONS:

American Economic Association, Behavioral and Experimental Economists of the Mid-Atlantic (BEEMA), Southern Economics Association, Economic Science Association

TEACHING EXPERIENCE:

Arizona State University (2014-Present)
Economics for Health Majors, UG
Health Economics, UG
Director of Applied Capstone Course, Masters
Health Economics, Masters
Behavior and Statistical Tools in Health Environments, Masters

University of Delaware (Jan. 2012 – 2014)
Honors Principles of Microeconomics
Principles of Macroeconomics
Money and Banking
Intermediate Microeconomic Theory
Honors Colloquium: Behavioral Economics
Honors Money and Banking

Virginia Tech (2007-Dec. 2011)
Principles of Microeconomics
Intermediate Microeconomic Theory (teaching assistant)
Econometrics (teaching assistant)
Experimental Economics (teaching assistant)
Antitrust and Regulation (teaching assistant)

ADVISING (23 PRIMARY):

Shiela Lokareddy (2015 MS, SHCD); Jon Patterson (2015 MS, SHCD); Ryan Greiger (2015 MS, SHCD); Kyle Jahn (2015 MS, SHCD); Gabrielle Knight (2016 MS, SHCD); Azra Ariff (2016 MS, SHCD); Alexandra Douglas (2016 MS, SHCD); Nathaniel Howard (2016 MS, SHCD); Jonathan Underwood (2016 MS, SHCD); Anjali Agrawal (2017 Honors UG, Nutrition); Christopher Anastos (2017 MS, SHCD); Tatyana Minafee (2017 MS, SHCD); Michael Genau (2017 MS, SHCD); Victoria Eberwein (2019 MS, SHCD); Aziza Osman (2019 MS, SHCD); Vrishti Shah (2019 MS, SHCD); Aleecia Gray (2020 MS, SHCD); Daniel Matloff (2020 MS, SHCD); Kasey Meyer (2021 MS, SHCD); Calin Everette (2021 MS, SHCD); Alexis Arlak (2021 Honors UG, HCD); Sabrina Seifert (Ongoing 2023 Honors, Biological Sciences (Biology and Society)); Addlena Paredes (Ongoing 2023 Honors, Medical Studies)

ADVISING (4 AUXILIARY):

Vivian Stewart (2019 Honors BS, SHCD); *Ellie Dries* (2019 Honors BS, ECON); *Katie Pawlik* (2019 Honors BS, SHCD); *Damla Kamucu* (2020 Honors BS, Biological Sciences)

UNDERGRADUATE RESEARCH PROJECTS (21 PRIMARY):

Lisa Lavergne (2017 BS, ECON); *Seung Rieh* (2017 BS, ECON); *Caitlyn Hendricks-Costello* (2019 BS, ECON); *Katie Pawlik* (2019 BS, SHCD); *Brianna Martinez* (2019 BS, SHCD); *Joshua Miller* (2020 BS, SHCD); *Samual Kuhn* (2020 BS, ECON); *Addlena Paredes* (Ongoing 2023 UG, Medical Studies); *Sabrina Seifert* (Ongoing 2023 UG, Biological Sciences (Ongoing Biology and Society)); *Mobin (Emran) Doost* (2024 UG, Medical Microbiology); *Alicia Lewis* (2024, Online Economics); *Carah Colvin* (2024, Biotechnology and Bioenterprise); *Diana Rodee* (2024 UG, Economics and Sustainability); *Jackson Underhill* (2024, XXX); *Shauna Meshkin* (2025, Biomedical Sciences); *Fathima Nawaz* (2024, Biosciences and Biotechnology); *Ashley Hiltbrunner* (2024, Business (Healthcare)); *Aaroosh Mishra* (2026, Biomedical Sciences); *Hafsa Awan* (2024, XXX); *Brianna Carey* (2024, Medical Microbiology and Psychology (minor)); *Arjun Nair* (2025, Biomedical Sciences)

PRESS COVERAGE OF TEACHING:

“Interactive Classroom” *UDaily* online edition, October 26, 2012

“Barrett Grad Anjali Agrawal off to Medical School in the Fall” *Barrett Honors College*, ASU online, January 2, 2018

PRESS COVERAGE OF RESEARCH:

“ASU Partners With Mayo Clinic To Combat Alzheimer’s, Other Issues Facing Medical Industry” *The State Press*, December 2, 2015

ADDITIONAL RESEARCH AND PROFESSIONAL EXPERIENCE:

Arlington Innovation Center: Health Research Virginia Tech	Consultant	Dec. 2011–Jan. 2012
Middlebury College, Middlebury Vermont Middlebury Vermont	Field Experimenter	Summer 2011
Arlington Innovation Center for Health Research Arlington, VA	Research Assistant	Summer 2010
Auriel Capital Management LLP London, U.K.	Research Assistant	Summer 2006

CERTIFICATIONS:

August 2014	National Institute of Health: Human Subjects Protection Training
Dec. 2019	Collaborative Institutional Training Initiative (Citi Program): Human Research

UNIVERSITY SERVICE:

Fall 2016-2018 ASU-Mayo Seed Grant Review Committee

COLLEGE SERVICE:

Summer & Fall 2019	Ad Hoc Workload Committee, CHS
Spring 2019 & 2020	Jumpstart Grant Review Committee, CHS
Fall 2018-Spring 2022	College Research Council, CHS
2015-2016	Motivational Interview (MI) Board Member, CHS
2014-Fall 2020	Curriculum Committee, CHS

ACADEMIC NEIGHBORHOOD (FORMERLY SCHOOL) SERVICE:

Fall 2021-Spring 2022	Chair, Strategic Initiatives Committee, SHCD Neighborhood
Fall 2020-Fall 2021	Co-Chair, Strategic Initiatives Committee, SHCD Neighborhood

Fall 2014
2016-2017

Hiring Committee, SHCD
Research Committee, SHCD