

PROMOTION RECOMMENDATION
THE UNIVERSITY OF MICHIGAN
MEDICAL SCHOOL
DEPARTMENT OF INTERNAL MEDICINE

Jeffrey T. Kullgren, M.D., assistant professor of internal medicine, Department of Internal Medicine, Medical School, is recommended for promotion to associate professor of internal medicine, with tenure, Department of Internal Medicine, Medical School.

Academic Degrees:

M.S.	2011	University of Pennsylvania
M.D.	2006	Michigan State University
M.P.H.	2002	University of Michigan
B.S.	2000	Michigan State University

Professional Record:

2012 - present Assistant Professor of Internal Medicine, University of Michigan

Summary of Evaluation:

Teaching: Dr. Kullgren is the associate director for National Poll on Healthy Aging at the University of Michigan Institute for Healthcare policy and Innovation and the American Association of Retired Persons (AARP). He is a dedicated teacher who instructs undergraduate, graduate, and medical students, residents and fellows. He currently serves as a small group leader for first and second year medical students in the Medical Decision Making course, is the ward attending at the Ann Arbor Veteran's Affairs Healthcare System, and the Faculty Facilitator for Health Systems Science Health Policy small group; leading positive change by facilitating wise choices.

Research: Dr. Kullgren's research interests include: behavioral economics and health, diabetes prevention, consumer-directed health care, low-value care and access to care. He has published more than 50 articles in top-tier journals, including the *Annals of Internal Medicine*, *JAMA Internal Medicine* and *Health Affairs*, and has been invited to present his research on 34 occasions, regionally and nationally. Dr. Kullgren has been well funded through the Veteran Affairs Health Services, the National Institutes of Health, the Michigan Department of Health and Human Services, and numerous foundations. In 2018, Dr. Kullgren was the recipient of the Excellence in Clinician Investigation award from the Midwest Society of General Internal Medicine.

Recent and Significant Publications:

Kullgren JT, Cliff EQ, Krenz C, West BT, Levy H, Fendrick AM, So J, Fagerlin A: What New Strategies Could Help Patients Be More Discerning Health Care Consumers? Evidence from a National Survey of Americans in High-Deductible Health Plans. *Health Affairs*. Mar;38(3):416-424, 2019.

Kullgren JT, Krupka E, Schachter A, Linden A, Miller J, Acharya J, Alford J, Duffy R, Adler-Milstein J: Precommitting to Choose Wisely about Low-Value Services: A Stepped Wedge Cluster Randomized Trial. *BMJ Quality & Safety*. May;27(5):355-364, 2018.

Hafez D, Heisler M, Choi H, Ankuda CK, Winkelman T, Kullgren JT: Association Between Purpose in Life and Glucose Control Among Older Adults. *Annals of Behavioral Medicine*. Mar 15;52(4):309-318, 2018.

Kullgren JT, Dicks TN, Fu X, Richardson D, Tzani GL, Tobi M, Marcus SC: Financial incentives for completion of fecal occult blood tests among veterans: a 2-stage, pragmatic, cluster, randomized, controlled trial. *Annals of Internal Medicine*. 161(10 Suppl):S35-S43, 2014.

Kullgren JT, Troxel AB, Loewenstein G, Asch DA, Norton LA, Wesby L, Tao Y, Zhu J, Volpp KG: Individual- versus group-based financial incentives for weight loss: a randomized, controlled trial. *Annals of Internal Medicine*. 158(7):505–514, 2013.

Service: Dr. Kullgren serves as an attending physician at the Veteran Affairs Ann Arbor Healthcare System in Ann Arbor. In addition to his clinical time, he serves as a reviewer for leading medical journals, including an ad hoc reviewer the *Annals of Internal Medicine*, *New England Journal of Medicine* and *Journal of General Internal Medicine*, along with 32 others. He has also served on national, regional and institutional committees, including the Veterans Affairs Center for Clinical Management Research Committee on Intellectual Activities and the University of Michigan’s Institute for Healthcare Policy and Innovation Impact Hub Advisory Committee. Dr. Kullgren is a section editor for *Patient-Centered Clinical Innovation for HealthCare: The Journal of Delivery Science and Innovation* and is a grant reviewer for the Robert Wood Johnson Foundation.

External Reviewers:

Reviewer A: “Dr. Kullgren’s work has been recognized as important and his expertise is very much in demand. He has presented his work widely at prestigious conferences and institutions around the country. These presentations have won numerous awards. It is quite unusual in our specialty society, the Society of General Internal Medicine, to win both the in-training and junior faculty presentation awards (Lipkin and Hamolsky), but Dr. Kullgren has.”

Reviewer B: “In a national survey, Dr. Kullgren found that health savings accounts were associated with saving for future health costs. People with high financial literacy were more likely to save. People more confident in their ability to talk with providers about costs and negotiate pricing were more likely to do so. The paper has significant implications for the importance of engaging consumers who have high-deductible health plans to improve their ability to interact with providers and make informed, wise decisions about their health care. Thus, Dr. Kullgren has performed a series of interesting, important studies exploring the utility of employing behavioral economic principles to influence patient behavior. He has also studied the use of other behavioral and cognitive constructs such as sense of purpose and precommitment to evidence-based action.”

Reviewer C: “Dr. Kullgren’s training in internal medicine and health services research has been outstanding and have served as a strong foundation for his impressive academic accomplishments... As a faculty member at the University of Michigan, Dr[.] Kullgren has

received substantial extramural support for his multifaceted health services research program and has been highly-productive in his fields of research. His independence and national stature as an investigator are supported by his success in securing funding as principal investigator for highly competitive investigator-initiated awards from VA, NIH, and private medical foundations.”

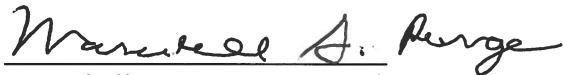
Reviewer D: “Based on his Visiting Professorship invitations and my own reading of his publications, I think Jeff stands apart (in a good way) from his peers because he is a clinician with strong policy interests, which is quite rare. He further distinguishes himself from his peers by doing rigorous policy evaluation, which can vary widely in its rigor or internal validity.”

Reviewer E: “His other substantive area of research is in the area of consumerism. On this topic he has reviewed publicly available price transparency websites as well as analyzed several national surveys on how patients use cost and quality information to choose a provider. I was impressed by his recent Health Affairs paper where he led a national survey of high-deductible members that highlighted relatively low rates of consumerism behavior but had several suggestions on how to improve use of such information.”

Reviewer F: “Together, his career trajectory of scholarship, funding, teaching and service are outstanding. His national reputation is solid; he is a recognized expert in health policy research with a focus on diabetes management and prevention, as well as consumer-directed health care and behavioral economics. He is working in a timely, fundable and clinically-important area.”

Summary of Recommendation:

Dr. Kullgren is an outstanding clinician-scientist who has achieved excellence in teaching, research and service, and has gained national recognition as a health service researcher. His highly collaborative research integrates behavior economics and health psychology to improve patient and clinician decision making. I am pleased, therefore, to recommend Jeffrey T. Kullgren, M.D. for promotion to associate professor of internal medicine, with tenure, Department of Internal Medicine, Medical School.



Marschall S. Runge, M.D., Ph.D.
Executive Vice President for Medical Affairs
Dean, Medical School