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EDUCATION

North Carolina State University, Ph.D. (Economics), 1984.

North Carolina State University, M.E. (Economics), 1979.

Indiana University, B.A. (Mathematics and Economics), 1978.

EXPERIENCE

Professor, University of Louisville, Department of Economics, Aug. 1997 - present

Associate Professor, University of Louisville, Department of Economics, Aug. 1991 - July 1997.

Management Extern, Humana, Inc., March - June 1996.

Assistant Professor, University of Louisville, Department of Economics, Aug. 1988 - July 1991.

Postdoctoral Fellow, Center for the Study of Aging and Human Development, Duke University
Medical Center, July 1987 - Aug. 1988.

Assistant Professor, Ball State University, Department of Economics, August 1984-May 1987.

Assistant Visiting Professor, North Carolina State University, Department of Economics and
Business, August 1983-August 1984.

PUBLICATIONS

1. Faulds, D, J. Guan, R. Barker and SF Gohmann, "Sales Force Automation Systems: The Correspondence between the Perception of Productivity Gains and the Perception of Management Control among Salespeople" forthcoming in *Review of Business Information Systems*.

2. Myers, J., SF Gohmann, and S McCabe, "Proper Placement of Morbidity Costs in Cost-Effectiveness Analysis, forthcoming in *Medical Decision Making*.
3. Gohmann S.F. "Factors Influencing NCQA Accreditation Decisions of HMOs" *Atlantic Economic Journal*., 34(2), June 2006, 209-218.
4. Myers. J., S.F. Gohmann, S. McCabe. "Economic Analysis in Hand Surgery" *Journal of the American Society for Surgery of the Hand*, 31(4), April 2006, 664-668
5. Gohmann, S.F., "Preventive Care and Insurance Coverage" *Contemporary Economic Policy*, October 2005, 23: 513-528
6. Gohmann, S.F., J. Guan, R. Barker, and D. Faulds "Perceptions of Sales Force Automation: Differences between Sales Force and Management, *Industrial Marketing Management*, 34 (2005) 337– 343.
7. Culligan, PJ, JA Myers, RP Goldberg, L Blackwell, SF Gohmann, TD Abell. "Elective Cesarean Section to Prevent Anal Incontinence and Brachial Plexus Injuries Associated with Macrosomia – A Decision Analysis," *International Urogynecology Journal and Pelvic Floor Dysfunction* 16(1) February 2005, 19-28.
8. Morse, J.H., S.G. Koven, C. J. Mundt, and S.F. Gohmann, "The Kentucky Initiative in Health Services Contracting: The Search for Contracting of Outcomes Measures," forthcoming *International Journal of Public Administration*.
9. Ritchie, C.S., S.F. Gohmann, and W.P. McKinney, "Does Use of CAM for Specific Health Problems Increase with Reduced Access to Care?" *Journal of Medical Systems*, Vol. 29, No. 2, April 2005
10. Gohmann, S.F., D. Faulds, J. Guan, and R. Barker (2005) "Sales Force Automation, Information Accuracy and User Satisfaction," *Journal of Business & Industrial Marketing*. Volume 20 Issue 1
11. Guan, J, DJ Faulds, RM Barker and SF Gohmann, (Summer 2004) "Sales Force Automation Acceptance: An Exploratory Study of the Role of Job Experience," *Journal of Applied Business Research*, Vol. 20 (3) pp. 103-114.
12. Gohmann, S.F. and B. Head. (April-June 2001) Hospice Benchmarking: One State's Initiative to Analyze and Improve Hospice Care. *Journal of Hospice and Palliative Nursing*, Vol. 3, 1, pp. 1-8.
13. Gohmann, S.F. and M.J. McCrickard. (Fall, 2001) Tenure status and grade inflation: A time series approach. *Journal of the Academy of Business Education*. Vol. 2, pp. 1-8.

14. Faulds, D, and S.F. Gohmann. (2001). Adapting geodemographic information to Army recruiting: The case of Private Ryan. *Journal of Services Marketing*. Vol. 15, 3, pp. 186-210.
15. Davidson, A.B. and S.F. Gohmann (Fall, 2000). Differences in predictors of grade point average for internal and external Master of Business Administration students. *Journal of the Academy of Business Education*. Vol. 1, pp. 24-32.
16. Gohmann, S.F. (1999, November). The end of liberty. *The Freeman*. 49:(11), 19-22.
17. Gohmann, S.F., Myra J. McCrickard, and Frank Slesnick. (1998). Age-Earnings profiles estimates: Do they change over time? *Journal of Forensic Economics*. 11:(3), 173-88.
18. Thacker, R.A. and S.F. Gohmann. (1996, July) Emotional and psychological consequences of sexual harassment: A descriptive study. *The Journal of Psychology*. 130:(4), 429-446.
19. Ray, R., S.F. Gohmann, J. Lane, and D. Glennon. (1996, March/April). The making of a research economist. *Journal of Education for Business*. 71:(4), 219-222.
20. Ohsfeldt, R.L. and S.F. Gohmann. (1995). State abortion policy and infant health: A simulation model of the impact of hypothetical patterns of state laws proscribing abortion services. *Forum for Social Economics*. 24:(2), 11-29.
21. Lane, J.I. and S.F. Gohmann. (1995, January). Shortage or surplus: Economic and noneconomic approaches to the analysis of nursing labor markets. *Southern Economic Journal*. 61:(3), 644-653.
22. Gohmann, S..F. and R.L. Ohsfeldt. (1994). Which states will restrict abortions? Predictions from votes in the House of Representatives. *Policy Studies Review*. 13:(1-2), 19-38.
23. Gohmann, S.F. and R.L. Ohsfeldt. (1994). The dependent tax exemption, abortion availability, and US fertility rates. *Population Research and Policy Review*. 13:(4), 367-81.
24. Gohmann, S.F. and R.L. Ohsfeldt. (1994, October). Voting in the U.S. House on abortion related issues before and after *Webster*: The role of legislators' and constituents' religious beliefs. *American Journal of Economics and Sociology*. 53:(4), 455-474.
25. Ohsfeldt, R.L. and S.F. Gohmann. (1994, April). Do parental involvement laws reduce adolescent abortion rates? *Contemporary Economic Policy*. 12:(2), 65-76.
26. Gohmann, S.F. and R.L. Ohsfeldt. (1994). U.S. Senate voting on abortion legislation: A more direct test of ideological shirking. *Research in Law and Economics*. 16, 175-196.

27. Gohmann, S.F. and R.L. Ohsfeldt. (1993, October). The effects of price and availability on abortion demand. *Contemporary Policy Issues*. 11:(4), 42-55.
28. Thacker, R.A. and S.F. Gohmann. (1993, Fall). Male/Female differences in perception and effects of hostile environment sexual harassment: Reasonable assumptions? *Public Personnel Management*. 22:(3), 461-472.
29. Gohmann, S.F. (1992, March). Age-Earnings profile estimates for older persons in wrongful death and injury cases. *Journal of Risk and Insurance*. 59:(1), 124-35.
30. Ohsfeldt, R.L. and S.F. Gohmann. (1992, July). The economics of AIDS-related health insurance regulations: Interest group influence and ideology. *Public Choice*. 74:(1), 105-125.
31. Gohmann, S.F. and R.L. Ohsfeldt. (1990, Summer). Predicting state abortion legislation from U.S. Senate votes: The effect of ideological shirking. *Policy Studies Review*. 9:(4), 749-764.
32. Gohmann, S.F. (1990, May). Retirement differences among the respondents to the retirement history survey. *Journals of Gerontology*. 45:(3), 120-127.
33. Gohmann, S.F. and J.E. McClure. (1990). Unisex pensions and retirement, *Journal of Economics and Business*. 42, 69-79.
34. Gohmann, S.F. and R.L. Ohsfeldt. (1990, Winter). Medicaid payment rates for nursing homes 1979-1986. *Healthcare Financing Review*. 12:(2), 55-66.
35. Ohsfeldt, R.L. and S.F. Gohmann. (1989). Social attitudes about AIDS and AIDS-related health insurance regulation. *AIDS and Public Policy Journal*. 3:(4), 159-163.
36. Gohmann, S.F. and R.L. Clark. (1989). Retirement responses to Social Security changes. *Journals of Gerontology*. 44:(6), S218-S225.
37. Gohmann, S.F. and L. Spector. (1989, June). Test scrambling and student performance. *The Journal of Economic Education*. 20:(3), 235-238.
38. Gohmann, S.F. (1988, June). Comparing state SAT scores: Problems, biases, and corrections. *Journal of Educational Measurement*. 25:(2), 137-48.
39. Gohmann, S.F. and J.E. McClure. (1987, August). Supreme court rulings on pension plans: The effect on retirement age and wealth of single people. *The Gerontologist*. 27:(4), 471-77.
40. Gohmann, S.F. (1986, June). A test of the perceived fairness of the actuarial adjustment to social security benefits. *National Tax Journal*. 39:(2), 237-240.

41. Clark, R.L., S.F. Gohmann and D.A. Sumner. (1984, December). Wages and hours of work of the elderly. *Atlantic Economic Journal*. 12, 31-40.

42. Clark, R.L and S.F. Gohmann. (1983, December). Retirement and the acceptance of social security benefits. *National Tax Journal*. 36:(4), 529-534.

GRANTS, CONTRACTS, AND FELLOWSHIPS

"Project to develop performance measurement management and reporting system – continuing best practices in government health services contracting" for Kentucky Cabinet for Health Services' Office of Program Support resulting in the following reports:

Morse, J. H., Gohmann, S. F., Mundt, C. J., Preston, T. A. (2003). Best Practices in Government Health Services Contracting FY 2003 Memorandum of Agreement Review An Evaluation of Changes From FY 2002 (Volume I & II).

Morse, J. H., Gohmann, S. F., Mundt, C. J., Preston, T. A. (2003). Model Memorandum of Agreement.

Morse, J. H., Gohmann, S. F., Mundt, C. J., Preston, T. A. (2003). Assessment of Performance Reporting for Local Health Department Memoranda of Agreement.

Brooks, T. A., Mundt, C. J., Morse, J. H., Gohmann, S. F. (2003). Technical Assistance and Training Plan for Performance Reporting.

Mundt, C. J., Morse, J. H., Gohmann, S. F., Brooks, T. A. (2003). A Prototype of an Enhanced Internet Strategy: Information Interchange and Results Reporting with Local Health Departments.

Gohmann, S. F., Morse, J. H., Mundt, C. J., Preston, T. A. (2003), Best Practices in Government Health Service Contracting Final Report

"College and Graduate Workforce Potential," with David Faulds, U.S. Army, USAREC, Sept 2000-Sept. 2001.

"Leads Distribution System Analysis," with David Faulds, Rob Barker, and Jian Guan, U.S. Army, USAREC, Sept 2000-Sept. 2001.

"College Database Augmentation," with David Faulds, U.S. Army, USAREC, Sept 2000-Sept. 2001.

"The Prime Market," with David Faulds, U.S. Army, USAREC, Sept 2000-Sept. 2001.

"Hospice Benchmarking" Continuous grant for Kentucky Association of Hospices. 1998-2000.

"The Economics of Hospital Activity in Kentucky Cities and Towns," with Paul Coomes, for the Kentucky Hospital Association, November 1997-April 1998

Low Birth Weight PORT Grant, University of Alabama at Birmingham Primary Contract No. 282-92-0005, 1994-1995.

Determinants of the Outcomes of Pregnancy with R.L. Ohsfeldt, Department of Health and Human Services - Public Health Services, 1991-1992 grant number 5 R01 HS06685-01.

An Analysis of Medicaid and Utilization Rates of Old Age Institutions, NIA Behavior and Psychology in Aging Research Training Program Grant AG00029, Post-Doctoral Fellowship at the Center for the Study of Aging and Human Development, Duke University Medical Center, 1987-1988.

Changes in Sex Based Pension Benefits and the Worker's Retirement Decision: A Labor Supply Model with James E. McClure, Grant from the AARP Andrus Foundation, 1985-86.

OTHER PAPERS AND ABSTRACTS

Gohmann, S.F., and R.A. Thacker, Definition and Emotional Effects of Sexual Harassment: Does the Reasonable Woman Differ from the Reasonable Man?, in **Trends in Modern Business** Academy of Business Administration Proceedings, 1995.

Political and Economic Factors Influencing Medicaid Payment Rates for Long Term Care, Abstract with Robert Ohsfeldt and R. Buchanan in *The Gerontologist*, Aug. 1988.

Gohmann, S. F., Explaining Scale and Substitution Effects, in Ralph T. Byrns and Gerald W. Stone, Great Ideas for Teaching Economics, Fifth Edition, Harper Collins Press, New York, NY, 1992, pp. 412-413.

GRANT PROPOSALS

"Effect of Variation in Cancer on Screening Practices," submitted to HHS "Methodology and Measurement in the Behavioral Social Sciences" Toni Miles PI, Nov. 2004.

"Using health information technology (HIT) to reduce nosocomial infections" submitted to AHRQ Abi Rayner PI, April 2004.

"Integrated Mental Health Services Project" Letter of demonstration project intent, Carolyn Graves, PI, submitted to Foundation for Healthy Kentucky, April 2004.

"University of Louisville Center for National Criminal Justice Drug Abuse Treatment Services Research System (CJ-DATS)" submitted to NIH NIDA program. M.A. van Zyl and Anna Faul, PIs.

"Treatment Initiation for Hospitalized Trauma Patients," Richard D. Blondell, PI. Submitted to NIH NIDA program, 27 Sept. 2002.

Kentucky Lung Cancer CanCORS Consortium, submitted to Dept. of Health and Human Services, Jan 2001, Donald Miller, PI.

Reducing Problem Behaviors Using Former Caregivers, submitted to Public Health Service, Department of Health and Human Services, January, 1997, Karen Robinson, PI.

Reducing Medical Costs by the Improved early Diagnosis of Common Hand Disorders Through Global Hand Function Quantification System Submitted to NSF, January 1997, Wlademer Koworski, PI.

Parental Involvement and Pregnancy Outcomes, with R.L. Ohsfeldt. Submitted to Office of Population Assessment, Public Health Service.

A Cost Based Analysis of Infertility Treatment with J.I. Lane, P. Simpson, and C.L. Cook, submitted to Department of Health and Human Services - Public Health Service, March 1990.

Medicaid, Medicare, and the Demand for Nursing Home Beds, submitted to the NCHSR Small Grants Program, June 1987.

Old Age Institution Utilization by State Submitted to the AARP Andrus Foundation, Nov. 1985.

PRESENTATIONS

"Insurance Coverage Transitions and the Use of Preventive Services," with Myra McCrickard, presented at Western Economics Association Meeting, July, 2006.

"Economic Freedom and Business Growth in the Services Industry," with Brad Hobbs and Myra McCrickard, presented at the American Public Enterprise Education Meetings April, 2006

"Adult Health Expenditures by Insurance and Poverty Status" with Myra McCrickard, presented at the Western Economics Association Meeting, July 2005.

"Morbidity Costs and Cost-Effectiveness Analysis," with John Myers and Steven McCabe - poster presentation at the Decision Sciences meetings, Oct. 2004.

"Effect of access and quality of care on difference in the use of complementary and alternative medicine between males and females" presented at the American Public Health Association Meetings with Christine S. Ritchie, and W. Paul McKinney, Nov. 2004

"Perceptions of Sales Force Automation Systems as a Means for Micromanagement," with Jeff Guan, David Faulds and Rob Barker at the ISOneworld Meetings in April, 2004

"Perceptions of Sales Force Automation: Differences between Sales Force and Management" with Jeff Guan, David Faulds and Rob Barker at the ISOneworld Meetings in April, 2004

"Sales Force Automation, Information Accuracy and User Satisfaction," presented at the ASBBS Tenth Annual Conference, Las Vegas, NV, March 2003.

"Preventive Care and Insurance Coverage" presented at the Western Economics Association Meetings in Seattle, WA, June 2002.

Poster Presentation for Research! Louisville, 2002 "The Most Cost Effective Week of Gestation in Which to Screen Pregnant Women for HIV," with John Myers, Patrick Culligan, and Troy Abell.

Pain Scale Ratings and Satisfaction with Pain Control in the Hospice Setting: Responses to Changes in the Patient's Level of Pain, presented at the International Society for Quality of Life meetings, Amsterdam, Netherlands, Fall 2001

Business School Rankings; How Good are They? with David J. Faulds, Western Economics Association Meetings, San Francisco, CA, July 2001.

Tenure Status and Grade Inflation: A Time Series Approach, with Myra J. McCrickard, presented at the Kentucky Economics Association Meetings, Lexington, KY, October, 2000.

Tenure Status and Grade Inflation: A Time Series Approach, with Myra J. McCrickard, presented at the Western Economics Association Meetings, Vancouver, BC, July 2000.

NCQA Accreditation and Medicare Risk Plan Enrollment presented at the Atlantic Economics Association Meetings, Philadelphia, PA, October, 1997

Textbook Readability: Are Current Principles Texts Easier? presented at the Western Economics Association Meeting in San Diego, CA, July 1995.

Definition and Emotional Effects of Sexual Harassment: Does the Reasonable Woman Differ from the Reasonable Man?, presented at the Academy of Business Administration Meetings, Reno, NV, March 1995.

Low Birthweight, Unintended Pregnancies, and Sample Selection, Presented at the ASSA meetings in Washington DC, Jan. 1995.

Low Birthweight, Unintended Pregnancies, and Sample Selection, Presented at the Southern Demographic Meetings in Atlanta, GA, Oct. 1994.

Pregnancy Resolution Choice and Birth Outcomes, presented at the American Public Health Association Meetings in San Francisco, CA, October 1993.

Age Earnings Profile Estimates for Persons in Wrongful Death and Injury Cases, presented at the Western Economics Association Meetings, Lake Tahoe, NV, June, 1993.

Do Parental Involvement Laws Reduce Adolescent Abortion Rates? presented at the Western Economics Association Meetings, Lake Tahoe, NV, June, 1993.

Abortion - Three Papers on the Affect of Abortion Restrictions on Infant Health, presented at the Missouri Valley Economics Association Meetings, Memphis, TN, Feb, 1993.

A Switching Model of the Healthcare Labor Market, with J. Lane, presented at the Southern Economic Association Meetings, Washington DC, November, 1992.

Definition and Emotional Effects of Sexual Harassment: Does the Reasonable Woman Differ from the Reasonable Man?, presented at the Academy of Management Meetings, Las Vegas, NV, August, 1992.

Abortion and Infant Health Production Functions, with R.L. Ohsfeldt, presented at the Western Economics Association Meetings, in San Francisco, July, 1992.

The Demand for Abortions, with R.L. Ohsfeldt, presented at the Western Economics Association Meetings, in San Francisco, July, 1992.

Monopsony in the Nursing Market, with J. Lane, presented at the Western Economics Association Meetings, in San Francisco, July, 1992.

The Demand for Abortions Presented at the Midwest Economics Association Meetings in Chicago, April, 1992.

A Disequilibrium Model of the Nursing Market, presented at the Eastern Economics Association Meeting in Washington DC, October, 1991.

Voting in the U.S. House on Abortion Related Issues Before and After *Webster*: The Role of Legislators' and Constituents' Religious Beliefs, Presented at the Western Economic Association Meetings in Seattle, July 1991.

Voting in the U.S. House on Abortion Related Issues Before and After *Webster*: The Role of Legislators' and Constituents' Religious Beliefs, Presented at the Public Choice Meeting in New Orleans, March 1991.

U.S. Senate Voting on Abortion Legislation: A More Direct Test for Ideological Shirking, presented at the Eastern Economics Association Meetings, March 1990.

Political and Economic Factors Influencing Medicaid Payment Rates for Long Term Care, Presented at the Gerontological Society of America Meetings Nov. 1988.

State Nursing Home Policies and Expenditures, Presented at the Western Economics Association Meetings, July, 1988.

The Effect of Future Changes in Medicaid and Medicare on Nursing Home Use, Presented at the American Society of Aging Meetings, March 1987.

Unisex Pension Affects on Wealth and Retirement, Presented at the American Society of Aging Meetings, March 1986.

Social Security Benefit Acceptance and Retirement Choices, Presented at The Southern Economic Association Meetings, Nov. 1985.

The Effect of Sex on Pension Benefits: A Labor Supply Model, Presented at The Southern Economic Association Meetings, Nov. 1985.

CLASSES TAUGHT

Managed Care, Health Economics, Introduction to Health Systems, Econometrics, Ph.D. Statistics, Labor Economics, MBA Managerial Economics, Mathematical Economics, Business Statistics, Principles of Economics, International Business, Senior Seminar, Economics of Strategy.

FOREIGN SEMINARS/TEACHING

MBA Managerial Economics taught in Singapore, Greece, and Hong Kong

Seminar on Managerial Economics and Strategy - Hospital 122, St. Petersburg, Russia, March 1997.

International Business - An MBA course taught in Hong Kong, July 1996

International Trade and Comparative Advantage at Kyung Hee University, Seoul, Korea.

American Business and International Trade at Yeungnam University, Taegu, Korea.

The United States Social Security System at Zhongnan University of Finance and Economics, Wuhan China.

PROFESSIONAL SERVICE

Member of Louisville and Jefferson County Health Department Health Status Assessment/Strategic Planning Committee. 1995 - present

Member of Louisville and Jefferson County Health Department Health Ad-Hoc Committee on the Uninsured in Jefferson County 1999-present

Board Member of Crane House (The China Institute of Louisville) 1991-1994.

Referee

Population Research and Policy Review

Journals of Gerontology

Journal of Economic History

Kentucky Journal of Economics and Business

Mid-American Journal of Business

Medical Care

Journal of Forensic Economics

Southern Economics Journal

Personnel Review

Journal of the Academy of Business Education

American Journal of Public Health

Member

Society for Medical Decision Making

Western Economic Association International

Association for Private Enterprise Education

Awards

College of Business and Public Administration Research Award 1991-92

College of Business and Public Administration Research Award 1996-97

University/College Service

University Research Advisory Council Member 1998-present

University Fringe Benefits Committee Chair 1992-1995, member 1992 to 1998

Director of MBA Health Care Concentration 1995 to 1998

Graduate Council for CBPA 1999-present