

Instructions

The purpose of this form is to provide readers of your manuscript with information about your other interests that could influence how they receive and understand your work. The form is designed to be completed electronically and stored electronically. It contains programming that allows appropriate data display. Each author should submit a separate form and is responsible for the accuracy and completeness of the submitted information. The form is in six parts.

Identifying information.

The work under consideration for publication.

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Relevant financial activities outside the submitted work. 3.

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Intellectual Property.

This section asks about patents and copyrights, whether pending, issued, licensed and/or receiving royalties.

Relationships not covered above.

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Licensed: The patent has been licensed to an entity, whether

earning royalties or not

Royalties: Funds are coming in to you or your institution due to your

Urwin 1



Section 1. Identifying Inform	nation	
1. Given Name (First Name) John	2. Surname (Last Name) Urwin	3. Date 11-June-2020
4. Are you the corresponding author?	☐ Yes ✓ No	Corresponding Author's Name Amol S. Navathe
5. Manuscript Title A qualitative study of the influence of lo	oss aversion and increased	social pressure in physician pay-for-performance
6. Manuscript Identifying Number (if you kr	now it)	
Section 2. The Work Under Co	onsideration for Public	ation
	g but not limited to grants, dat	a third party (government, commercial, private foundation, etc.) for ta monitoring board, study design, manuscript preparation,
Section 3. Relevant financial	activities outside the s	ubmitted work.
Place a check in the appropriate boxes in the appropriate boxes in the appropriate boxes in the compensation.	in the table to indicate whe ibed in the instructions. Us port relationships that were	ether you have financial relationships (regardless of amount e one line for each entity; add as many lines as you need by e present during the 36 months prior to publication .
Section 4. Intellectual Proper	rty Patents & Copyrig	hts
Do you have any patents, whether plan	ned, pending or issued, bro	oadly relevant to the work? Yes V No

Urwin 2



Section 5.	Deletionships not severed shove			
	Relationships not covered above			
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Section 6.	Disclosure Statement			
Based on the abo	ove disclosures, this form will automatically generate a disclosure statement, which will appear in the box			
Dr. Urwin has no	othing to disclose.			

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Urwin 3



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Shea 1



Section 1.	Identifying Inforn	nation	
1. Given Name (Fi Judy	rst Name)	2. Surname (Last Name) Shea	3. Date 22 - April-2020
4. Are you the cor	responding author?	☐ Yes ✓ No	Corresponding Author's Name Amol S Navathe
5. Manuscript Title A qualitative stu		oss aversion and increased	social pressure in physician pay-for-performance
6. Manuscript Ide	ntifying Number (if you kr	now it)	
			-
Section 2.	The Work Under C	onsideration for Public	ation
Did you or your institution at any time receive payment or services from a third party (government, commercial, private foundation, etc.) for any aspect of the submitted work (including but not limited to grants, data monitoring board, study design, manuscript preparation, statistical analysis, etc.)? Are there any relevant conflicts of interest? Yes Vo			
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Section 3.	Relevant financial	activities outside the s	ubmitted work.
of compensation clicking the "Add	n) with entities as descr	ibed in the instructions. Us port relationships that wer —	ether you have financial relationships (regardless of amount e one line for each entity; add as many lines as you need by e present during the 36 months prior to publication .
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Section 4.	Intellectual Prope	rty Patents & Copyrig	hts
Do you have any	patents, whether plan	ned, pending or issued, br	oadly relevant to the work? Yes V No

Shea 2



Section 5.				
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pateni

Matloubieh 1



Section 1. Identifying Inform	nation	
Given Name (First Name) Shireen	2. Surname (Last Name) Matloubieh	3. Date 18-May-2020
4. Are you the corresponding author?	☐ Yes ✓ No	Corresponding Author's Name Amol S. Navathe
5. Manuscript Title A qualitative study of the influence of l	oss aversion and increased	social pressure in physician pay-for-performance
6. Manuscript Identifying Number (if you k JHMHP-19-111	now it)	
Section 2. The Work Under C	Consideration for Public	cation
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Place a check in the appropriate boxes of compensation) with entities as descri	in the table to indicate wh ribed in the instructions. Us port relationships that we	ether you have financial relationships (regardless of amount se one line for each entity; add as many lines as you need by re present during the 36 months prior to publication.
Section 4		
Section 4 Intellectual Prope	rtv Pate nts & Copy	rights
Do you have any patents, whether plan	nned, pending or issued, br	roadly relevant to the work? Yes V No

Matloubieh 2



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Ms. Matloubieh	has nothing to disclose.			

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Caldarella 1



Section 1. Identifying Inform	nation	
1. Given Name (First Name) Kristen	2. Surname (Last Name) Caldarella	3. Date 27-May-2020
4. Are you the corresponding author?	☐ Yes ✓ No	Corresponding Author's Name Amol S. Navathe
5. Manuscript Title A qualitative study of the influence of l	oss aversion and increased	social pressure in physician pay-for-performance
6. Manuscript Identifying Number (if you k JHMHP-19-111	now it)	
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Do you have any patents, whether plan		roadly relevant to the work? Yes No

Caldarella 2



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Dr. Caldarella ha	is nothing to disclose.			

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Caldarella 3



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Walters 1



Section 1. Identifying Inform	mation	
Given Name (First Name) Matthew	2. Surname (Last Name) Walters	3. Date 17-April-2020
4. Are you the corresponding author?	☐ Yes ✓ No	Corresponding Author's Name Amol S. Navathe
5. Manuscript Title A qualitative study of the influence of	loss aversion and increased	social pressure in physician pay-for-performance
6. Manuscript Identifying Number (if you k JHMHP-19-111	know it)	
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Walters 2



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Mishra 1



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4. Are you the corresponding author?	☐ Yes ✓ No	Corresponding Author's Name Amol Navathe
5. Manuscript Title A qualitative study of the influence of lo	oss aversion and increased	social pressure in physician pay-for-performance
6. Manuscript Identifying Number (if you kr JHMHP-19-111	now it)	_
Section 2. The Work Under C	onsideration for Public	ation
	g but not limited to grants, da	a third party (government, commercial, private foundation, etc.) for ta monitoring board, study design, manuscript preparation,
Section 3. Relevant financial	activities outside the s	ubmitted work.
Place a check in the appropriate boxes of compensation) with entities as descr	in the table to indicate who ibed in the instructions. Us port relationships that wer	ether you have financial relationships (regardless of amount se one line for each entity; add as many lines as you need by e present during the 36 months prior to publication .
Section 4. Intellectual Prope	rty Patents & Copyri <u>c</u>	ıhts
Do you have any patents, whether plan		

Mishra 2



Section 5. Relationships not covered above
Relationships not covered above
Are there other relationships or activities that readers could perceive to have influenced, or that give the appearance of potentially influencing, what you wrote in the submitted work?
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Ms. Mishra has nothing to disclose.

Evaluation and Feedback

Please visit http://www.icmje.org/cgi-bin/feedback to provide feedback on your experience with completing this form.

Mishra 3



Instructions

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This section asks about patents and copyrights, whether pending, issued, licensed and/or receiving royalties.

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Other: Anything not covered under the previous three boxes

Pending: The patent has been filed but not issued **Issued:** The patent has been issued by the agency

Licensed: The patent has been licensed to an entity, whether earning royalties or not

Royalties: Funds are coming in to you or your institution due to your



Section 1. Identifying Informa	ation					
1. Given Name (First Name) Ezekiel		me (Last Nan I	ne)		3. Date 18-May-2020	
4. Are you the corresponding author?	Yes	√ No	Correspond Amol Nav	_	or's Name	
5. Manuscript Title A qualitative study of the influence of lo	ss aversio	n and incre	eased social press	sure in ph	ysician pay-for-performance	
6. Manuscript Identifying Number (if you kno	ow it)					
Section 2						
Section 2. The Work Under Co	nsidera	tion for P	ublication			
Did you or your institution at any time received any aspect of the submitted work (including statistical analysis, etc.)? Are there any relevant conflicts of interest	but not lin		ts, data monitoring	-	·	tc.) for
Section 3. Relevant financial a	activities	s outside 1	the submitted	work.		
Place a check in the appropriate boxes in of compensation) with entities as described clicking the "Add +" box. You should report there any relevant conflicts of interesting please fill out the appropriate info	oed in the ort relation of $\sqrt{}$	e instructior onships tha Yes	ns. Use one line fo	or each ei	ntity; add as many lines as you nee	d by
			N			
Name of Entity	Grant	Fees?	Non-Financial Support?	Other?	Comments	
Blue Cross Blue Shield		✓	✓		Speaker Fees and Travel Reimbursement	
Bergen University			✓		Travel Reimbursement	
Delaware Healthcare Spending Benchmark Summit		✓	/		Speaker Fees and Travel Reimbursement	
United Health Group		✓	✓		Speaker Fees and Travel Reimbursement	
Futures Without Violence		✓	✓		Speaker Fees and Travel Reimbursement	
Children's Hospital of Philadelphia		\checkmark	✓		Speaker Fees and Travel	



Name of Entity	Grant?	Personal Fees?	Non-Financial Support?	Other?	Comments
Washington State Hospital Association		V	✓		Speaker Fees and Travel Reimbursement
Association of Academic Health Centers		✓	✓		Speaker Fees and Travel Reimbursement
Blue Cross Blue Shield of Massachusetts		✓	✓		Speaker Fees and Travel Reimbursement
Geisinger Health System			✓		Travel Reimbursement
Lumeris		✓	✓		Speaker Fees and Travel Reimbursement
Roivant Sciences, Inc		✓	✓		Speaker Fees and Travel Reimbursement
Medical Specialties Distributors		✓	✓		Speaker Fees and Travel Reimbursement
Vizient University Health System Consortium		V	✓		Speaker Fees and Travel Reimbursement
Center for Neurodegenerative Disease Research		V	✓		Speaker Fees and Travel Reimbursement
Genentech Oncology		V	✓		Speaker Fees and Travel Reimbursement
Council of Insurance Agents and Brokers		V	✓		Speaker Fees and Travel Reimbursement
America's Health Insurance Plans		V	✓		Speaker Fees and Travel Reimbursement
Montefiore Physician Leadership Academy		/	✓		Speaker Fees and Travel Reimbursement
RAND Corporation			✓		Travel Reimbursement
Medical Home Network		V	✓		Speaker Fees and Travel Reimbursement
Healthcare Financial Management Association		V	✓		Speaker Fees and Travel Reimbursement
Ecumenical Center UT Health		V	✓		Speaker Fees and Travel Reimbursement
American Academy of Optometry		/	✓		Speaker Fees and Travel Reimbursement
Associação Nacional de Hospitais Privados		V	✓		Speaker Fees and Travel Reimbursement
National Alliance of Healthcare Purchaser Coalitions		/	✓		Speaker Fees and Travel Reimbursement
Optum Labs		V	✓		Speaker Fees and Travel Reimbursement



Massachusetts Association of Health Plans	✓	✓		Speaker Fees and Travel Reimbursement
District of Columbia Hospital Association	V	✓		Speaker Fees and Travel Reimbursement
Washington University	✓	✓		Speaker Fees and Travel Reimbursement
Optum	V	✓		Speaker Fees and Travel Reimbursement
Goldman Sachs		✓		Travel Reimbursement
Brown University	V	✓		Speaker Fees and Travel Reimbursement
The Atlantic		✓		Speaker Fees and Travel Reimbursement
McKay Lab	✓	✓		Speaker Fees and Travel Reimbursement
American Society for Surgery of the Hand	✓	✓		Speaker Fees and Travel Reimbursement
Association of American Medical Colleges	✓	✓		Speaker Fees and Travel Reimbursement
Johns Hopkins University	V	✓		Speaker Fees and Travel Reimbursement
National Resident Matching Program	✓	✓		Speaker Fees and Travel Reimbursement
Shore Memorial Health System	✓	✓		Speaker Fees and Travel Reimbursement
Tulane University	✓	✓		Speaker Fees and Travel Reimbursement
Oregon Health & Science University	✓	✓		Speaker Fees and Travel Reimbursement
Blue Cross Blue Shield	✓	/		Speaker Fees and Travel Reimbursement
Center for Global Development	V	✓		Speaker Fees and Travel Reimbursement
Village MD			√	Unpaid Board of Directors Position
Oncology Analytics			✓	Unpaid Board of Directors Position
Embedded Healthcare			✓	Equity from Embedded Healthcare
Oak HC/FT			✓	Venture Partner

Embedded Healthca	are				✓	Equity from Embedded Healthcare
Oak HC/FT					✓	Venture Partner
Section 4.	Intellectual Propert	v Pate	nts & Cor	ovrights		
Do you have an	y patents, whether plann	•			int to the	work? ☐ Yes ✔ No



Section 5.	Relationships not covered above
	elationships or activities that readers could perceive to have influenced, or that give the appearance of ncing, what you wrote in the submitted work?
	wing relationships/conditions/circumstances are present (explain below): tionships/conditions/circumstances that present a potential conflict of interest
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Section 6.	Disclosure Statement

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Dr. Emanuel reports personal fees and non-financial support from Blue Cross Blue Shield, non-financial support from Bergen University, personal fees and non-financial support from Delaware Healthcare Spending Benchmark Summit, personal fees and non-financial support from United Health Group, personal fees and non-financial support from Futures Without Violence, personal fees and non-financial support from Children's Hospital of Philadelphia, personal fees and nonfinancial support from Washington State Hospital Association, personal fees and non-financial support from Association of Academic Health Centers, personal fees and non-financial support from Blue Cross Blue Shield of Massachusetts, nonfinancial support from Geisinger Health System, personal fees and non-financial support from Lumeris, personal fees and non-financial support from Roivant Sciences, Inc, personal fees and non-financial support from Medical Specialties Distributors, personal fees and non-financial support from Vizient University Health System Consortium, personal fees and non-financial support from Center for Neurodegenerative Disease Research, personal fees and non-financial support from Genentech Oncology, personal fees and non-financial support from Council of Insurance Agents and Brokers, personal fees and non-financial support from America's Health Insurance Plans, personal fees and non-financial support from Montefiore Physician Leadership Academy, non-financial support from RAND Corporation, personal fees and non-financial support from Medical Home Network, personal fees and non-financial support from Healthcare Financial Management Association, personal fees and non-financial support from Ecumenical Center UT Health, personal fees and non-financial support from American Academy of Optometry, personal fees and non-financial support from Associação Nacional de Hospitais Privados, personal fees and non-financial support from National Alliance of Healthcare Purchaser Coalitions, personal fees and nonfinancial support from Optum Labs, personal fees and non-financial support from Massachusetts Association of Health Plans, personal fees and non-financial support from District of Columbia Hospital Association, personal fees and nonfinancial support from Washington University, personal fees and non-financial support from Optum, non-financial support from Goldman Sachs, personal fees and non-financial support from Brown University, non-financial support from The Atlantic, personal fees and non-financial support from McKay Lab, personal fees and non-financial support from American Society for Surgery of the Hand, personal fees and non-financial support from Association of American Medical Colleges, personal fees and non-financial support from Johns Hopkins University, personal fees and non-financial support from National Resident Matching Program, personal fees and non-financial support from Shore Memorial Health System, personal fees and non-financial support from Tulane University, personal fees and non-financial support from Oregon Health & Science University, personal fees and non-financial support from Blue Cross Blue Shield, personal fees and nonfinancial support from Center for Global Development, outside the submitted work; .



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Volpp 1



Section 1. Identifying Inform	•			
Identifying Inform	ation			
1. Given Name (First Name) Kevin	2. Surname (Last Name) Volpp		3. Date 18-May-2020	
4. Are you the corresponding author?	☐ Yes ✓ No	Corresponding Auth Amol Navathe	nor's Name	
5. Manuscript Title A qualitative study of the influence of lo	ss aversion and increased	social pressure in pl	hysician pay-for-performance	
6. Manuscript Identifying Number (if you kno	ow it)	_		
Section 2. The Work Under Co	nsideration for Public	cation		
Did you or your institution at any time received any aspect of the submitted work (including statistical analysis, etc.)? Are there any relevant conflicts of interest	but not limited to grants, da			c.) for
Section 3. Relevant financial a	activities outside the s	submitted work.		
Place a check in the appropriate boxes in of compensation) with entities as described clicking the "Add +" box. You should report there any relevant conflicts of interesting please fill out the appropriate info	oed in the instructions. Us ort relationships that wer st?	se one line for each e	entity; add as many lines as you need	d by
Name of Entity	Grant? Personal Nor	n-Financial Other	Comments	
Hawaii Medical Services Association	V			
Humana				
CVS	✓			
WW				
Oscar				
Vitality/Discovery				
VAL Health			part-owner of consulting firm	
Center for Corporate Innovation				

Volpp 2



Section 4. Intellectual Property Patents & Copyrights
Do you have any patents, whether planned, pending or issued, broadly relevant to the work? Yes Volume No
Section 5. Relationships not covered above
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Dr. Volpp reports grants from Hawaii Medical Services Association, grants from Humana, grants from CVS, grants from WW, grants from Oscar, grants from Vitality/Discovery, personal fees and other from VAL Health, personal fees from Center for Corporate Innovation, outside the submitted work; .

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Volpp 3



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Royalties: Funds are coming in to you or your institution due to your

Navathe 1



Section 1. Identifying Inform	4'			
Identifying Inform	nation			
Given Name (First Name) Amol	2. Surname (Last Name) Navathe		3. Date 05-May-2020	
4. Are you the corresponding author?	☐ Yes 🗸 No	Corresponding Amol S. Navathe		
5. Manuscript Title A qualitative study of the influence of	loss aversion and increase	ed social pressure i	n physician pay-for-performan	ice
6. Manuscript Identifying Number (if you k JHMHP-19-111	now it)			
Section 2. The Work Inder C	Consideration for Pub	lication		
Did you or your institution at any time reco any aspect of the submitted work (includin statistical analysis, etc.)? Are there any relevant conflicts of inter	g but not limited to grants,			
Section 3. Relevant financial	l activities outside the	submitted wor	k.	
Place a check in the appropriate boxes of compensation) with entities as described the "Add +" box. You should re	ribed in the instructions.	Use one line for each	ch entity; add as many lines as	you need by
Are there any relevant conflicts of inter	rest? ✓ Yes No			
If yes, please fill out the appropriate inf			8	
Name of Entity	Grant? Personal N. Fees?	Oth	er? Comments	
Hawaii Medical Service Association	V			
Anthem Public Policy Institute	7			
Commonwealth Fund	7			
Oscar Health	7			
Cigna Corporation	V			
Robert Wood Johnson Foundation	V			
Donaghue Foundation	✓			

Navathe 2



Name of Entity	Grant?	Personal Fees?	Non-Financial Support?	Other?	Comments	
Pennsylvania Department of Health*	✓				*This project is funded, in part, under a grant with the PA Department of Health. The Department specifically disclaims responsibility for any analyses, interpretations or conclusions	
Navvis Healthcare		✓			Advisor	
Agathos, Inc.		\checkmark			Advisor	
Navahealth		\checkmark			Principal	
Embedded Healthcare				✓	Equity	
University Health System - Singapore		\checkmark			Advisor and travel	
Social Security Administration - France		✓			External Advisor and travel	
Medicare Payment Advisory Commission		✓			Commissioner and travel	
Elsevier Press		✓			Honorarium for editorial role	
Cleveland Clinic		✓			Speaker fees and travel	
Integrated Services, Inc.				✓	Board member, not compensated	
Ochsner Health System	\checkmark					
United Healthcare	\checkmark					
Blue Cross Blue Shield of North Carolina	✓					
Section 4. Intellectual Property Patents & Copyrights Do you have any patents, whether planned, pending or issued, broadly relevant to the work? Yes Vo						
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Navathe 3

On occasion, journals may ask authors to disclose further information about reported relationships.



Section 6.

Disclosure Statement

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Dr. Navathe reports grants from Hawaii Medical Service Association, grants from Anthem Public Policy Institute, grants from Commonwealth Fund, grants from Oscar Health, grants from Cigna Corporation, grants from Robert Wood Johnson Foundation, grants from Donaghue Foundation, grants from Pennsylvania Department of Health*, personal fees from Navvis Healthcare, personal fees from Agathos, Inc., personal fees from Navahealth, other from Embedded Healthcare, personal fees from University Health System - Singapore, personal fees from Social Security Administration - France, personal fees from Medicare Payment Advisory Commission, personal fees from Elsevier Press, personal fees from Cleveland Clinic, other from Integrated Services, Inc., grants from Ochsner Health System, grants from United Healthcare, grants from Blue Cross Blue Shield of North Carolina, outside the submitted work;

Evaluation and Feedback

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Navathe 4