



EMORY
COLLEGE
OF ARTS AND
SCIENCES

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April 16, 2025

Dear Hiring Committee,

I am currently a PhD candidate at Emory University, expected to earn my PhD by May of 2025, with research interests in health economics. I am particularly excited about this opportunity to apply for the [] Postdoctoral scholar positions at [] for the chance to [sentence about positives of postdoc].

I am committed to a career in academia, driven by my passion for advancing knowledge in health care delivery. My primary goal is to produce research that enhances our understanding of health care provider behavior and the broader factors influencing health care systems. I aim to address questions that can help shape effective health policies, with a particular interest in exploring firm organization and labor economics as they intersect with health outcomes. Ultimately, I envision my academic career as one that bridges rigorous empirical research with meaningful societal impact, inspiring the next generation of economists to approach health care challenges with innovation and insight.

My current and future research reflect my commitment to understanding aspects of health care provision that ultimately affect patient welfare. My job market paper is the first in my research agenda to use data that I am currently collecting from Tax Form 990s, which includes identities of executives and board members of nonprofit hospitals in the US. I show that hospitals without clinically trained executives respond more to financial incentives on quality than hospitals with clinically trained executives, potentially due to different preferences for profit versus quality of care. In future projects, I plan to use this data to estimate the impact of diverse leadership on health disparities in hospitals, leveraging exogenous variation in board diversity by gender and race. Additionally, my published research on maternal health provision (published in *Health Economics*), and my research on technology adoption and physician labor market decisions (revise-and-resubmit at *the Journal of Health Economics*) show my commitment to publishing high-quality health research in internationally recognized journals.

I have included my CV and additional documents in my application. My complete profile is also available at my website: <https://hannaglenn.netlify.app>. Please do not hesitate to reach out to me at any time should more information be required. Thank you for your consideration.

Sincerely,

A handwritten signature in cursive script that reads "Hanna Glenn".

Hanna Glenn