



EMORY
COLLEGE
OF ARTS AND
SCIENCES

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Dear Hiring Committee,

I am currently a PhD candidate at Emory University, expecting to earn my PhD in Economics in May 2025. My research interests are in health economics and firm leadership. I am excited about this opportunity as a [] at [] because of the presence of outstanding researchers who share interests closely aligned with mine [change sentence to reflect the department]. I believe my research portfolio and teaching/mentoring experience make me a great fit for the department. [Sentence about why you like the location]

My job market paper is the first in my research agenda to use a unique data set that identifies individual executives and board members of nonprofit hospitals in the US. I show that having clinically trained executives affects how a hospital responds to a policy that financially incentivizes quality, potentially due to differing preferences for profit vs. quality of care. There are many aspects related to hospital director boards and executives that have yet to be quantified, such as the causal effects of race and gender diversity of leaders on hospital investment decisions and health disparities. My research agenda will continue to advance our knowledge of how leadership affects hospital behavior and patient outcomes. Additionally, my published research on maternal health provision in *Health Economics*, and my research on how technology adoption affects physician labor market decisions (revise-and-resubmit at *the Journal of Health Economics*) shows my commitment to publishing quality research in internationally recognized journals.

My teaching experience has equipped me to excel in teaching and advising students. I have lecture experience in a range of class sizes, I mentored three cohorts of senior undergraduate economics majors in their thesis research, and I solo-taught an Intermediate Microeconomics course. Additionally, I currently work as a Data Services Fellow, where I provide consultations to students and faculty across the University regarding available data for their research projects. My commitment to providing excellent teaching is demonstrated in my positive evaluations in my Intermediate Microeconomics course and my being awarded the Emory Department of Economics Excellence in Teaching Award. I am excited about the opportunity to complement the department's course offerings and provide guidance to [undergraduate and graduate] students.

My additional documents are included with my application, and my complete profile is also available at my website: 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