

JACOB KOHLHEPP

University of North Carolina at Chapel Hill
Department of Economics
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POSITIONS

Assistant Professor and John F. Stewart Fellow 2023-Present
University of North Carolina at Chapel Hill, Department of Economics

EDUCATION

Ph.D. Economics, UCLA 2018-2023
M.A. Economics, UCLA 2018-2020
B.A. Economics & B.A. Political Science, UCLA 2012-2016

RESEARCH FIELDS

Labor Economics (Personnel/Organizational)
Microeconomic Theory and Industrial Organization

RESEARCH

Published Papers

"Delegated Recruitment and Statistical Discrimination" (with Stepan Aleksenko) [[link](#)]
The Journal of Economic Theory, Volume 222 (December 2024).

Working Papers

"The Inner Beauty of Firms"

Revise and Resubmit at *Review of Economic Studies*. [[link](#)]

"Workplace Injury and Labor Supply within an Organization" (w/ Robert McDonough)

Reject and Resubmit at *Journal of Labor Economics*. [[link](#)]

"The Wheel of (Over)Time" (w/ Robert McDonough) [[link](#)]

"Reputational Underpricing" (w/ Stepan Aleksenko) [[link](#)]

"Is Tipping Incentive Relevant?"

"A Theory of Task-Based Organizations" (w/ Malayvardhan Prajapati)

Work in Progress

"Collaborative Confiscation" (w/ Stepan Aleksenko, Amy Mahler, and Kirill Ponomarev)

"Who Works With Whom? The Organization of Work in Healthcare Firms" (w/ Pauline Mourot)

"Hours Determination in the US Labor Market" (w/ Simon Quach)

TEACHING

Instructor

Compensation in Organizations (UNC Econ 490)	2024 - Present
Applied Micro PhD Student Workshop	2025 -2026
Microeconomic Theory II (UCLA Econ 101)	Summer 2021

Teaching Assistant

Intermediate Microeconomics (Econ 11)	Fall 2019 & Fall 2021
Organizational Economics (Econ 106I)	Winter 2020 & Winter 2022
PhD Microeconomics: Asymmetric Information (Econ 201C)	Spring 2020

REFEREEING

International Journal of Industrial Organization, Journal of Economic Theory, Journal of Labor Economics, Journal of Labor Research, Journal of Economic Behavior and Organization, Journal of Political Economy

PROFESSIONAL EXPERIENCE

Boulevard Salon Management, Consultant	2020 - 2021
Welch Consulting, Associate Economist	2016 - 2018

PRESENTATIONS

NBER Labor Studies; University of Colognet†; INSEAD†; Goethe University in Frankfurt†; LMU Munich†; University of Mannheim†; Cowles Models and Measurement at Yale SOM; Southwestern Economic Theory Conference	2025
Rochester Simon†; ZEW Research with and within Organisations; MIT Sloan†; Society for Institutional and Organizational Economics; Stanford Institute for Theoretical Economics	2024
Duke Fuqua Junior Strategy Conference†; UGA Terry College of Business†; Triangle Applied Microeconomics Conference; UPenn Labor, Firms and Macro Workshop†; Society of Economic Dynamics†; Harvard Business School†; University of Chicago Booth†; Cornell†; Boston University†; University of North Carolina, Chapel Hill†; Washington University, St. Louis Olin†; University of Wisconsin, Madison†; Claremont McKenna†	2023
Southern Economic Association Annual Meeting; Occidental College†; Society of Labor Economists Annual Meeting; GLO Global Conference	2022
Urban Economics Association European Meeting; APPAM Student Seminar; Eastern Economic Association Annual Conference; California Center for Population Research Student Seminar	2021
Los Angeles Conference in Applied Economics; Institute for Humane Studies Graduate Workshop	2019

*upcoming, † invited

GRANTS, HONORS, AND AWARDS

Institute for Human Studies Grant IHS019790 for Survey Pilot \$4,500	2025
Advisor of Best Undergraduate Honors Thesis	2025
ZEW With and Within Orgs. Early Career Researcher Best Paper Prize	2024
Oliver E. Williamson Best Conference Paper Award (SIOE)	2024
UCLA Dissertation Year Fellowship	2022 - 2023
UCLA Best Proseminar in Economic Theory	2022
UCLA Graduate Representative, SEA Annual Meeting	2022
Humane Studies Fellowship	2020, 2022
Hayek Fund for Scholars	2020, 2021
Graduate Research Mentor Fellowship	2020 - 2021
Outstanding Teaching in Remote Learning Award	2020

STUDENT ADVISING

Doctoral Committee: Yi Cui (2025, Keystone Strategy), Po-Yuan Huang (2025, Amazon), Daniel Cho*, Alexandra Sides*, Huan Wu*

Undergraduate Honors Thesis: Benjamin McAvoy-Bickford (2025), Evan Berkowitch (2024)

*current

SERVICE

Organizer, Triangle Applied Micro Conference	2024 - Present
Organizer, UNC Applied Micro Seminar	2024 - Present
Organizer, John Stewart Lecture Series	2024 - 2025
Organizer, UCLA Theory Proseminar	2020 - 2022
Lead Organizer, SoCal Grad Conference in Applied Economics	2020
Founder, Intrepid Insight	2018 - 2020

TECHNICAL SKILLS

Advanced: R, Stata, LaTeX

Working: Linux/Unix Terminal