

Jacob Kohlhepp

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Education

Ph.D. Economics, UCLA (Expected June 2023)

M.A. Economics, UCLA (June 2020)

B.A. Economics, UCLA (June 2016)

B.A. Political Science, UCLA (June 2016)

Research Fields:

Labor and Personnel Economics

Applied Theory

Research

Working Papers

"Workplace Injury and the Labor Supply of Traffic Officers" *Abstract:* This paper investigates the relationship between individual workplace injury risk and labor supply. I utilize a novel panel data set of traffic officers. Unique aspects of overtime assignment, including randomization, leave of coworkers, and informal trading enable identification. I find daily labor supply is downward sloping in injury risk: officers are less likely to work when they are more likely to be injured. Such self-selection leads to an observed injury rate which is 8.5 times smaller than the underlying average injury rate. I show the main result has wide-ranging implications for labor supply elasticities, the value of statistical injuries, and overtime assignment. One surprising implication is that policies which attempt to impose equality in the distribution of overtime may actually increase injury rates.

"Delegated Recruitment with Workers of Uncertain Productivity" (with Stepan Aleksenko) *Abstract:* In this paper, we construct a theoretical model of delegated recruitment. In the model, applicants are multidimensional, differing in both expected productivity and what we term "productivity uncertainty." When the space of contracts is limited to the bonus contract commonly observed in the recruitment industry, the pool of applicants exhibits lower hiring risk than the first-best benchmark, even when recruiters are risk neutral. This implies recruiters favor safe applicants, with low uncertainty and low expected productivity over "wildcards" with high uncertainty and high expected productivity. In a parametric implementation of the model, the agency loss from delegation declines with the variance of uncertainty.

*Works in Progress***The Impact of Civil Asset Forfeitures on Business Formation** (with Amy Mahler, USC)**The Growth of Multilevel Marketing Through a Social Network** (with Anthony Cervantes)**Mechanisms for Assigning Volunteers to Tasks without Monetary Transfers****Tipping Behavior in Hairstylist Relational Contracts***Other Projects***"Response Time Improvement from a New Rescue"**Available online: www.intrepidinsight.com

This is a pro bono analysis conducted for Culver City Fire Department. Using geo-coded call and response time data, I build a quantile regression model of unit-call response times. I then use the model to estimate that over 584 calls would have seen response time improvements of more than 3 minutes if the department had an additional rescue. The analysis was used to support the purchase of a new rescue-ambulance for the department.

Efficient Volunteer Matching Applet using Modified TTCAvailable for use as an online applet: intrepidinsight.com/efficient-volunteer-matching-applet/

The applet allows the user to upload a .csv containing volunteer preferences over jobs/tasks. The app then matches volunteers to tasks using a modified version of the Top-Trading Cycle algorithm. The applet is built using RShiny.

Teaching**Teaching Assistant**

Intermediate Microeconomics (Econ 11)

Fall 2019

Organizational Economics (Econ 106I)

Winter 2020

PhD Microeconomics: Asymmetric Information (Econ 201C)

Spring 2020

Economics Tutor

2018 - Present

Professional Experience**Boulevard Salon Management**

August 2020 - Present

Analyze client salon transaction data for interesting behavioral and economic patterns.

Develop actionable insights grounded in economic theory.

UCLA Anderson School of Business

June 2020 - Sept. 2020

Research Associate for Dr. Melanie Wasserman, for project titled "Informed Choices: Gender Gaps in Career Advice."

Developed K-L divergence and sentiment metrics for comparing text responses in an experiment.

Welch Consulting

2016 - 2018

Associate economist. Specialized in pay equity, wrongful termination and damage calculation.

Honors and Awards

Graduate Research Mentorship Recipient	2020 - 2021
Humane Studies Fellowship	2020 - 2021
Remote Learning TA Award	July 2020
Hayek Fund for Scholars	Feb. 2020
UCLA PhD First-Year Fellowship Recipient	2018 - 2019
Microeconomic Theory Qualifying Exam Pass with Honors	Summer 2019
UCLA Economics Award for Academic Excellence (Top 20-30 Graduates)	June 2016
UCLA Alumni Scholarship State Finalist	2012 - 2016
Ronald Reagan Presidential Foundation Scholar	2012
Eagle Scout	

Presentations

Los Angeles Conference in Applied Economics (USC)	Fall 2019
Institute for Humane Studies Graduate Workshop (Crystal City, VA)	Fall 2019

Service/Leadership

Founder and CEO of Intrepid Insight	2018 - Present
Intrepid Insight is a volunteer organization dedicated to solving consulting problems for nonprofits and local governments and writing an educational blog along the way. Website available here: intrepidinsight.com	
Organizer of the UCLA Theory Proseminar	2020 - Present
President of the UCLA Alumni Scholars Club	2015 - 2016
Director of the UCLA Alumni Mentor Program	2014 - 2015

Programming Skills

Advanced Knowledge: R (Markdown, RShiny), STATA, LaTeX
 Working Ability: Julia, Matlab, Visual Basic