JACOB KOHLHEPP

University of California, Los Angeles
Department of Economics
8283 Bunche Hall, Los Angeles, CA 90095

jkohlhepp.com
jkohlhepp@ucla.edu
(805) 231-9349

EDUCATION

P.h.D. Economics, UCLA   2018-2023 (Expected)
M.A. Economics, UCLA   2018-2020
B.A. Economics & B.A. Political Science, UCLA   2012-2016

RESEARCH FIELDS

Labor Economics
Microeconomic Theory

RESEARCH

Job Market Paper

"The Inner Beauty of Firms" [link]

This paper studies how the internal organization of firms interacts with labor and product markets. Using data from a software company, I am able to observe millions of task assignments within hundreds of hair salons, many of which are competitors. I develop a measure of organization complexity, which is the amount of information required to implement a given task assignment. Using this measure, I provide evidence of firm-specific organization costs, which grant complex salons a comparative advantage in producing high-quality products. Based on these facts, I develop a model where oligopolistic firms with different organization costs choose their internal structure. Complexity is costly, but it allows firms to improve product quality by better matching workers with multidimensional skills to tasks. I characterize the profit-maximizing organization as solving a rational inattention problem, and use the characterization to identify and estimate the model for Manhattan hair salons. Counterfactuals reveal that allowing internal organization to be heterogeneous and endogenous changes the equilibrium effects of policy. A sales tax cut increases specialization and therefore the productivity of all workers, while a minimum wage increase generates new types of wage spillovers.

Working Papers

"Delegated Recruitment and Hiring Distortions" (with Stepan Aleksenko)
    Revise and Resubmit at *Journal of Economic Theory*. [link]
"Workplace Injury and the Labor Supply of Traffic Officers"
    Reject and Resubmit at *Journal of Labor Economics*. [link]

Works in Progress

"Ratings and Dynamic Pricing" (with Stepan Aleksenko)
"The Costs of Civil Asset Forfeiture" (with Amy Mahler, USC)
"Is Tipping Economically Meaningful?" (with Daniel Ober-Reynolds)

RESEARCH ASSISTANCE

Graduate Student Researcher for Melanie Wasserman (UCLA Anderson)   2020
Research Assistant for Till von Wachter (California Policy Lab)   2017

TEACHING

Instructor

Microeconomic Theory II (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

Journal of Economic Theory, *The Journal of Labor Economics*

PROFESSIONAL EXPERIENCE

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

PRESENTATIONS

University of Pennsylvania Labor, Firms and Macro Workshop* (invited)   2023
Southern Economic Association Annual Meeting*; Occidental College (invited);   2022
Society of Labor Economists Annual Meeting
Urban Economics Association European Meeting; APPAM Student Seminar;   2021
Eastern Economic Association Annual Conference; California Center for Population Research
Student Seminar
Los Angeles Conference in Applied Economics; Institute for Humane   2019
Studies Graduate Workshop
UCLA Proseminars: Theory (2020 - 2022), Applied (2020 - 2022), Industrial Organization (2022)
*upcoming

GRANTS, HONORS, AND AWARDS

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
UCLA PhD First-Year Fellowship Recipient   2018 - 2019
Honors Pass, Economic Theory Comprehensive Exam   2019

SERVICE

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, Julia

REFERENCES

Simon Board (co-chair)
sboard@econ.ucla.edu

Maurizio Mazzocco (co-chair)
mmazzocc@econ.ucla.edu

Daniel Haanwinckel
haanwinckel@econ.ucla.edu

Moritz Meyer-ter-Vehn
mtv@econ.ucla.edu

Last Updated: November 14, 2022