

# JACOB KOHLHEPP

University of North Carolina at Chapel Hill  
Department of Economics  
104F Gardner Hall, Chapel Hill, NC 27599

[jkohlhepp.com](http://jkohlhepp.com)  
[kohlhepp@unc.edu](mailto:kohlhepp@unc.edu)

## 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 and Organizational)  
Microeconomic Theory  
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" [[link](#)]

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

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

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

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

### *Works in Progress*

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

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

"Is Tipping Economically Meaningful?"

## TEACHING

## Instructor

Compensation in Organizations (UNC Econ 490)	Spring 2024 & 2025
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

*Journal of Economic Theory, The Journal of Labor Economics, International Journal of Industrial Organization, Journal of Labor Research*

## PROFESSIONAL EXPERIENCE

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

## PRESENTATIONS

University of Cologne†; INSEAD†; Goethe University in Frankfurt†; LMU Munich†;	2025
Cowles Models and Measurement; Southwestern Economic Theory Conference	
Rochester Simon†; ZEW Research with and within Organisations; MIT Sloan†; Society for	2024
Institutional and Organizational Economics; Stanford Institute for Theoretical Economics	
Duke Fuqua Junior Strategy Conference†; UGA Terry College of Business†;	2023
Triangle Applied Microeconomics Conference; UPenn Labor, Firms and Macro Workshop†;	
Society of Economic Dynamic†; 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†	
Southern Economic Association Annual Meeting; Occidental College†;	2022
Society of Labor Economists Annual Meeting; GLO Global Conference	
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	

\*upcoming, † invited

## GRANTS, HONORS, AND AWARDS

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