Wage Premia and Worker Search*

Sydnee Caldwell Ingrid Haegele Jörg Heining

UC Berkeley & NBER LMU IAB

November 14, 2023

Abstract

This paper uses linked survey-administrative data to examine how workers expect wages to differ across firms, and how workers search. Workers expect firms to offer them different salaries. A two-way fixed effect model reveals that workers' expected firm-specific premia are correlated with actual premia. Workers are more likely to consider high premia firms. Hypothetical choice experiments reveal that firm-specific rents emerge both ex ante and ex post. Our estimates suggest half of workers direct their search.

^{*}We thank researchers at the IAB for assistance in linking the survey responses to the administrative data and for implementing the worker-level survey. We thank David Card, Lawrence Katz, Patrick Kline, Jonathan Kolstad, Attila Lindner, Alexandre Mas, Conrad Miller, Espen Moen, Raffaele Saggio, Isaac Sorkin, and participants at the the Norwegian Workshop on Labor Economics, the West Coast Junior Labor Conference, and the Society of Economic Dynamics annual meeting, for helpful comments. We thank Cristian Alamos, Marie Hogan, and Sebastian Puerta for outstanding research assistance. We thank the UC Berkeley Department of Economics, the UC Berkeley Hellman Fund, and the Joachim Herz Foundation for funding. Caldwell: scaldwell@berkeley.edu; Haegele: ingrid.haegele@econ.lmu.de; Heining: joerg.heining@iab.de.