

## Graph 7 specifications

$$\begin{aligned}
\sigma &= 0.8 \\
\theta &= 0.15 \\
\kappa &= 0.8 \\
q_h &= 0.35 \\
c_{\text{unscaled}} &= 0.01225 \\
c &= \frac{c_{\text{unscaled}}}{q_h^2} \\
\eta_0 &= 5 \\
\eta_1 &= 5.5 \\
r &= 0.2
\end{aligned}$$

$q_h$  is the median level from empirical results  $c_{\text{unscaled}}$  is chosen to set  $c = 0.1$   
All specifications are kept the same for plots in the appendix except  $\eta_1$ , which is lowered. This only shifts down  $\pi_1^f$  and does not affect general results.

$$\begin{aligned}
v_{\text{sat}} &= \frac{2\kappa}{\sigma\theta} \\
v_s &= \left( \sqrt{\kappa\sigma} + \sqrt{\kappa\sigma + \frac{(1-\theta)^2\kappa^2}{rc}} \right)^2 / 2
\end{aligned}$$

$v_{\text{sat}}$  set as the starting v value for the plot  
 $v_s + 1.5$  set as the highest v value for the plot

Plot the following curves of  $\pi$  on  $v$

$$\pi_0^p(v) = \left( \frac{(v - \pi_0^p(v))^2}{2\sigma v} - \kappa\theta \right)^2 \frac{1}{2rc} \quad \text{for } v_{\text{sat}} \leq v < v_s$$

$$\pi_0^f(v) = \left( \frac{(v - \pi_0^f(v))^2}{2\sigma v} - \kappa\theta \right)^2 \frac{1}{2rc} + \frac{\eta_0}{r} \left( \frac{(v - \pi_0^f(v))^2}{2\sigma v} - \kappa\theta \right) - \frac{\eta_0}{r} (1-\theta)\kappa \quad \text{for } v_s \leq v \leq v_s + 1.5$$

$$\pi_1^f(v) = \left( \frac{(v - \pi_1^f(v))^2}{2\sigma v} - \kappa\theta \right)^2 \frac{1}{2rc} + \frac{\eta_1}{r} \left( \frac{(v - \pi_1^f(v))^2}{2\sigma v} - \kappa\theta \right) \quad \text{for } v_{\text{sat}} \leq v \leq v_s + 1.5$$

## Graph 8 specifications

In addition to the curves plotted in graph 7, we now add a plot for each of the 3 curves with a lower  $q$ :  $q_l = 0.346 < q_h$ , which represents a tighter labour market, leading to a higher cost of recruitment  $c$ .

$$\sigma = 0.8$$

$$\theta = 0.15$$

$$\kappa = 0.8$$

$$q_l = 0.346$$

$$c_{\text{unscaled}} = 0.01225$$

$$c = \frac{c_{\text{unscaled}}}{q_l^2}$$

$$\eta_0 = 5$$

$$\eta_1 = 5.5$$

$$r = 0.2$$

The curves at  $q_{low}$  are plotted in dashed lines to compare with the curves at  $q_{high}$  in solid lines. With  $q_{low}$ , the curves are shifted to the left and down.

$q_{low}$  curves are shifted down by 0.4 units to make the plots visually readable. To verify the general effect of setting a lower  $q$ , find `offset_value` in the script `Fig-8.jl` and set it to 0 to obtain the original plots.

## B2(a) specifications

$$\sigma = 0.8$$

$$\theta = 0.15$$

$$\kappa = 0.8$$

$$c = 0.1$$

$$\eta_0 = 1.5$$

$$\eta_1 = 3$$

$$r = 0.2$$

$$v_{sat} = \frac{2\kappa}{\sigma\theta}$$

$$v_s = \left( \sqrt{\kappa\sigma} + \sqrt{\kappa\sigma + \frac{(1-\theta)^2\kappa^2}{rc}} \right)^2 / 2$$

checked that  $v_{sat} < v_s$

setting  $v$  such that  $v_{sat} < v < v_s$

$$v = 1.2 * v_{sat}$$

checked that  $v$  satisfies  $v_{sat} < v < v_s$

Plot the following curves

Curve 1:

$$r\pi$$

Curve 2:

$$y_0^p(\pi) = \left( \frac{(v-\pi)^2}{2\sigma v} - \kappa\theta \right)^2 \frac{1}{2c}$$

Curve 3:

$$y_0^f(\pi) = \left( \frac{(v-\pi)^2}{2\sigma v} - \kappa\theta \right)^2 \frac{1}{2c} + \eta_0 \left( \frac{(v-\pi)^2}{2\sigma v} - \kappa\theta \right) - \eta_0(1-\theta)\kappa$$

Curve 4:

$$y_1^f(\pi) = \left( \frac{(v-\pi)^2}{2\sigma v} - \kappa\theta \right)^2 \frac{1}{2c} + \eta_1 \left( \frac{(v-\pi)^2}{2\sigma v} - \kappa\theta \right)$$

where  $\pi \in [\pi_{min}, \pi_{max}]$  with

$$\pi_{min} = v - \sqrt{2\sigma\kappa v} \quad \text{where} \quad y_0^p(\pi) = y_0^f(\pi)$$

$$\pi_{max} = v - \sqrt{2\sigma\kappa v\theta} \quad \text{where} \quad y_0^p(\pi) = 0$$

x-axis range  $[\pi_{min} - 0.3 : \pi_{max} + 0.2]$  and curve 1 shifted downward by  $r * (\pi_{min} - 0.3)$  for better visualization

## B2(b) specifications

Same values chosen for all parameters

$$v_{sat} = \frac{2\kappa}{\sigma\theta}$$

$$v_s = \left( \sqrt{\kappa\sigma} + \sqrt{\kappa\sigma + \frac{(1-\theta)^2\kappa^2}{rc}} \right)^2 / 2$$

checked that  $v_{sat} < v_s$

setting  $v$  such that  $v_{sat} < v < v_s$

$$v = 2.5 * v_{sat}$$

checked that  $v$  satisfies  $v_{sat} < v < v_s$

Plot the following curves

Curve 1:

$$r\pi$$

Curve 2:

$$y_0^p(\pi) = \left( \frac{(v-\pi)^2}{2\sigma v} - \kappa\theta \right)^2 \frac{1}{2c}$$

Curve 3:

$$y_0^f(\pi) = \left( \frac{(v-\pi)^2}{2\sigma v} - \kappa\theta \right)^2 \frac{1}{2c} + \eta_0 \left( \frac{(v-\pi)^2}{2\sigma v} - \kappa\theta \right) - \eta_0(1-\theta)\kappa$$

Curve 4:

$$y_1^f(\pi) = \left( \frac{(v-\pi)^2}{2\sigma v} - \kappa\theta \right)^2 \frac{1}{2c} + \eta_1 \left( \frac{(v-\pi)^2}{2\sigma v} - \kappa\theta \right)$$

where  $\pi \in [\pi_{min}, \pi_{max}]$  with the range of the

$$\pi_{min} = v - \sqrt{2\sigma\kappa v} \quad \text{where} \quad y_0^p(\pi) = y_0^f(\pi)$$

$$\pi_{max} = v - \sqrt{2\sigma\kappa v\theta} \quad \text{where} \quad y_0^p(\pi) = 0$$

x axis is adjusted to zoom in on where the curves intersect each other:  $x_{min} = \pi_0^p - 1.5$ ,  $x_{max} = \pi_{max} + 4$ , where  $\pi_0^p$  is where  $y_0^p$  crosses  $r*\pi$ .