

JACOB KOHLHEPP

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EDUCATION

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

RESEARCH FIELDS

Organizational and Personnel Economics
Applied Theory

RESEARCH

Job Market Paper

"Competition and the Internal Organization of Firms with Evidence from the Beauty Industry"

This paper studies how task assignment decisions within the firm interact with products and labor markets outside the firm. Using data documenting the minute-by-minute assignment of millions of tasks to workers across competing salons, I show firms account for a large share of task variation, and the complexity of a firm's internal organization increases with revenue, employment, and prices. Based on these facts, I develop a model where firms with different internal organization costs choose how to assign workers with multidimensional skills to tasks in order to compete in a differentiated product market. I estimate the model for Manhattan hair salons and study two counterfactual policies. Raising the minimum wage from \$15 to \$20 reallocates employment across salons and changes the task specialization of different worker types. These forces combine in equilibrium to generate negative wage spillovers for some workers and positive wage spillovers for others. Eliminating the sales tax on services improves service quality through increased task-specialization.

Working Papers

"Delegated Recruitment and Hiring Distortions" (with Stepan Aleksenko)

Revise and Resubmit at *Journal of Economic Theory*. Latest Draft: [Link](#)

"Workplace Injury and the Labor Supply of Traffic Officers"

Reject and Resubmit at *Journal of Labor Economics*. Latest Draft: [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

Lecturer

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

Competitive Strategy (Econ 106S) Spring 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

External: Southern Economic Association Annual Meeting (Upcoming 2022), Occidental College (Upcoming 2022), Society of Labor Economists Annual Meeting (2022), Urban Economics Association European Meeting (2021), Association for Public Policy Analysis and Management Student Seminar (2021), Eastern Economic Association Annual Conference (2021), Los Angeles Conference in Applied Economics (2019), Institute for Humane Studies Graduate Workshop (2019)

UCLA Departmental: Theory Proseminar (2020, 2021,2022), Applied Proseminar (2020, 2021,2022), Industrial Organization Proseminar (2022), California Center for Population Student Seminar (2021)

GRANTS, HONORS, AND AWARDS

UCLA Dissertation Year Fellowship	2022 - 2023
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 and CEO, Intrepid Insight Website: intrepidinsight.com	2018 - 2020

References

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

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

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

Till von Wachter
tvwachter@econ.ucla.edu

TECHNICAL SKILLS

Advanced: R, Stata, LaTeX

Working: Linux/Unix Terminal, Julia, Matlab