

Jacob Dorn

jdorn@princeton.edu ◦ www.jacobdorn.info ◦ 301-807-3048

Office Contact Information

Julis Romo Rabinowitz Building
Department of Economics
Princeton University
Princeton, NJ 08544

Graduate Studies

Princeton University

2018–present

PhD Candidate in Economics

Dissertation: *“Observed Contracts and Unobserved Selection: Essays in Applied Microeconomics”*

Expected Completion Date: May 2024

REFERENCES

Professor Kate Ho
Department of Economics
Princeton University
609-258-4032
kate.ho@princeton.edu

Professor Ulrich K. Müller
Department of Economics
Princeton University
609-258-4520
umueller@princeton.edu

Professor Alessandro Lizzeri
Department of Economics
Princeton University
917-756-0238
lizzeri@princeton.edu

Prior Education

University of Chicago

2013–2017

B.S. in Mathematics with a Specialization in Economics
General and economics department honors

Fields

PRIMARY Industrial organization, health economics

SECONDARY Econometrics

Publications (including accepted & forthcoming)

1. “Doubly-Valid/Doubly-Sharp Sensitivity Analysis for Causal Inference with Unmeasured Confounding.” With Kevin Guo and Nathan Kallus. 2024. Forthcoming, *Journal of the American Statistical Association*.
2. “Sharp Sensitivity Analysis for Inverse Propensity Weighting via Quantile Balancing.” With Kevin Guo. *Journal of the American Statistical Association*, 2023.
3. “B-Learner: Quasi-Oracle Bounds on Heterogeneous Causal Effects Under Hidden Confounding.” With Miruna Oprescu, Marah Ghoummaid, Andrew Jesson, Nathan Kallus, and Uri Shalit. *International Conference on Machine Learning*, 2023.

Job Market Paper

“Dynamic Bargaining between Hospitals and Insurers.” 2024.

Many markets, including American healthcare markets, feature bilateral bargaining to determine contracts that remain in place for multiple years. Researchers studying these markets generally assume contracts are short-lived. In the United States, hospitals and commercial insurers calculate prices as long-lived multiples of quantities used as benchmarks, such as hospital-set list prices and government-set Medicare payments. This study uses a unique panel dataset of hospital-insurer contracts to study how persistent increases to Medicare reimbursement would impact negotiated payments on behalf of the commercially insured. I extend standard vertical market models to enable forward-looking bargaining over multiperiod contracts. In the model, forward-looking negotiators offset future Medicare-driven price increases by reducing starting prices. I use the model to consider a one-percentage-point annual increase in Medicare payments. After nine years, I estimate spending on behalf of the commercially insured would increase by 1.319%. Extrapolated nationally, the change would increase 2015 spending by \$4.98 billion. A myopic model lacking forward-looking offsets would overestimate the effect of the Medicare reimbursement reform by \$2.35 billion.

Working Papers

1. “Six Stylized Facts from Ten Years of Vertical Market Contract Data.” 2024.
2. “Sensitivity Analysis for Linear Estimands.” With Luther Yap. 2023.

Work in Progress

1. “Why Are Share of Charges Contracts Long-Lived?” 2024.
2. “How Much Overlap Failure Can Doubly-Robust T-Statistics Handle?” With Kevin Guo. 2024.

Research Experience

2019–2021 Research assistant for Prof. Kate Ho and Prof. Robin Lee
2019 Research assistant for Prof. Nick Buchholz
2017–2018 Stanford Law Empirical Research Fellow for Prof. John J. Donohue III
2015–2017 Research assistant for Prof. Günter J. Hitsch and Prof. Ali Hortaçsu
2015 Research assistant for Prof. A. Kerem Coşar and Prof. Felix Tintelnot
2014 UI Associate, Urban Institute

Teaching

Princeton ECO 332: Economics of Health and Health Care (TA, Spring 2022)
Senior Thesis Assistant (Spring 2021)
University of Chicago MATH 131-133: Elem Functions and Calculus (Tutor, 2014-15)

Professional Activities

Presentations and Seminars (including scheduled)

International Industrial Organization Conferences (2024)

Refereeing

Artificial Intelligence and Statistics Conference (AISTATS), Biometrika, Conference on Causal Learning and Reasoning, Journal of the Royal Statistical Society: Series A, Journal of the Royal Statistical Society: Series B, Young Economist Symposium

Seminar Organization

Princeton IO Workshop (Spring 2022), Princeton IO Student Lunch (Fall 2021–Spring 2022)

Honors, Scholarships, Fellowships, and Grants

Graduate Research Fellow (GRFP), National Science Foundation *2020-2023*
Empirical Research Fellow, Stanford Law School *2017–2018*
David S. Hu Award (Economics Coursework & Thesis), University of Chicago *2017*
Becker Friedman Award (Microeconomics), University of Chicago *2017*
First Place in Econometrics Game, University of Chicago *2017*
Dean's List, University of Chicago *2013–2017*

Last updated: April 2, 2024