

# Jacob Dorn

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## Office Contact Information

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

## Graduate Studies

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**Princeton University** *2018–present*  
PhD Candidate in Economics  
Dissertation: “*Essays in Hospital-Insurer Bargaining*”  
Expected Completion Date: June 2024

### REFERENCES

Professor Kate Ho  
Department of Economics  
Princeton University  
609-258-4032  
[kate.ho@princeton.edu](mailto:kate.ho@princeton.edu)

Professor Ulrich K. Müller  
Department of Economics  
Princeton University  
609-258-4520  
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Professor Alessandro Lizzeri  
Department of Economics  
Princeton University  
917-756-0238  
[lizzeri@princeton.edu](mailto:lizzeri@princeton.edu)

## Prior Education

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**University of Chicago** *2013–2017*  
B.S. in Mathematics with a Specialization in Economics  
General and economics department honors

## Fields

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PRIMARY      Industrial organization, health economics  
SECONDARY      Econometrics

## Publications (including accepted & forthcoming)

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1. “Sharp Sensitivity Analysis for Inverse Propensity Weighting via Quantile Balancing.” With Kevin Guo. *Journal of the American Statistical Association*, 2022.
2. “B-Learner: Quasi-Oracle Bounds on Heterogeneous Causal Effects Under Hidden Confounding.” With Miruna Oprescu, Marah Ghoummaid, Andrew Jesson, Nathan Kallus, and Uri Shalit. 2023. Forthcoming, *International Conference on Machine Learning*.

## Job Market Paper

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“Dynamic Bargaining between Hospitals and Insurers.” 2023.

*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

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1. “Doubly-Valid/Doubly-Sharp Sensitivity Analysis.” With Kevin Guo and Nathan Kallus. 2022. Accept with minor revisions, *Journal of the American Statistical Association*.
2. “Sensitivity Analysis for Linear Estimands.” With Luther Yap. 2023.

## Work in Progress

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1. “How Much Overlap Failure Can Doubly-Robust T-Statistics Handle?” With Kevin Guo. 2024.

## Research Experience

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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

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*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

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### 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

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

*Last updated: November 12, 2023*