

JEANNA KENNEY
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WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Contact Information

415B Vance Hall
3733 Spruce Street
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Graduate Studies:

Wharton School, University of Pennsylvania, 2018 to present
Expected Completion Date: May 2024

Undergraduate Studies:

B.A., Economics with a Concentration in Mathematical Economics, Haverford College; Magna Cum Laude with High Honors, 2016
Thesis Title: “*Neighborly Competition in Real Estate Transactions*”

Teaching and Research Fields:

Primary fields: Urban Economics, Real Estate, Household Finance
Secondary fields: Public Finance, Experimental Economics

Publications:

“Appraising Home Purchase Appraisals” (with Paul Calem, Lauren Lambie-Hanson, and Leonard Nakamura), *Real Estate Economics*, March 2021, vol. 94, issue S1, pp. 134-168.

Working Papers:

“Occupational Licensing and Economic Outcomes: Evidence from Real Estate” (**Job Market Paper**)

Abstract and Draft Available Upon Request

“Household Mobility, Networks, and Gentrification of Minority Neighborhoods in the US” with Fernando Ferreira and Benjamin Smith

Abstract: In this paper we estimate how Black and Hispanic neighborhoods change after recent gentrification shocks, their impact on movers, and the subsequent spatial distribution of minorities within a labor market area. We focus on the largest 50 Metropolitan Areas in the United States, and use a new high frequency data set on individual household moves from 2009 to 2020. We first report that household moves from a given neighborhood are concentrated to a few destinations. For minority neighborhoods, destinations tend to have similar minority shares but are farther away from downtown. Those mobility patterns are partially explained by neighborhood networks, which are inferred based on excess mobility from earlier periods. Using Bartik-style labor market income shocks, we find that gentrification has five main effects on Black neighborhoods: It increases house prices; It reduces the share of Black households and increases the share of White households; It increases the share of movers going to top 1 and 2 destinations based on a neighborhood network index; It increases the share of households moving out of the MSA; and finally, it does not change the pattern of households moving to neighborhoods with similar Black shares that are farther way from downtown areas. Hispanic neighborhoods, on the other hand, have negligible effects from gentrification. Despite those effects on Black neighborhoods, aggregate measures of racial segregation were not affected by recent gentrification.

“Agents and the Gender Gap in Negotiations” with Tomer Mangoubi

Abstract: Gender gaps in negotiation strategies and outcomes are widely documented. In many negotiation settings, an agent (e.g. a talent agent, real estate agent, lawyer, etc.) negotiates on behalf of a principal. However, the effect of agents on negotiation gender gaps remains unexplored. In our experiment, where participants play a take-it-or-leave-it offer negotiation game, we find that there is a gender gap in negotiation strategies absent agents. Introducing agents who negotiate on behalf of their clients entirely closes this gender gap. Evidence suggests that agents close the gap because they believe there to be no gender-gap in negotiation-relevant quantities such as reservation prices among the clients they represent.

“Do Collective Bargaining Laws Change the Financing of Public Sector Pension Plans”

Abstract: Despite the growing public employee pension obligations nationwide, there is little empirical knowledge about the role of labor union bargaining power as a determinant of pension financing. This paper tests if the passage of state-level laws legalizing collective bargaining for public employees affects employer and employee contributions and benefit payments. The empirical work uses a newly updated database of collective bargaining laws for various public sector employee groups in each state and applies a triple difference design based on variation by state, time, and union occupation. Using the universe of pension plans from 1987 onward, I find that collective bargaining laws fail to have a significant impact on plan revenues and expenditures. Event study evidence also shows that the financing of public pension plans for employees who eventually get collective bargaining rights progresses similarly to plans for employees who do not.

Works in Progress:

“COVID Spillovers and Implications for Federal Policy” with Robert Inman

Research Experience and Other Employment:

2022	AEA/CSWEP Summer Economics Fellow at The Federal Reserve Bank of Dallas
2021-Present	Coordinator, Economics Tutoring Center at Haverford College
2019-2021	Research Assistant for Fernando Ferreira, The Wharton School
2016-2018	Senior Research Assistant for Leonard Nakamura, Economic Research Department, Federal Reserve Bank of Philadelphia
2015	Research Intern, Manager Research Group, Glenmede Trust Company
2014-2015	Research Assistant for Lauren Lambie-Hanson, Supervision, Regulation, & Credit Department, Federal Reserve Bank of Philadelphia
2013	Research Assistant for Anne Preston, Haverford College
2010-2012	Intern, Recorder of Deeds Office of Delaware County

Teaching Experience:

University of Pennsylvania:

Fall 2022	Microeconomics for Managers (MBA), TA for Juuso Toikka
Fall 2021	Consumer Finance (Undergraduate), TA for Jaqueline Volkman-Wise
Spring 2020, 21, 22	Behavioral Economics (Undergraduate/MBA), TA for Judd Kessler
Spring 2021, 22	Managing the Pandemic: Money and Messages (Undergraduate), TA for Robert Inman
Fall 2021	Managerial Economics (Undergraduate), TA for Eduardo Azevedo and Gilles Duranton

Haverford College:

Spring 2015	Intermediate Macroeconomic Analysis (Undergraduate), TA for Timothy Lambie-Hanson
Spring 2015, 16	Introduction to Economics (Undergraduate), TA for Anne Preston and Lauren Lambie-Hanson
Fall 2015	Introduction to Econometrics (Undergraduate), TA for Anne Preston
Spring 2014	Calculus II (Undergraduate), TA for Jeff Tecosky-Feldman

Professional Activities

Refereeing: Journal of Public Finance and Management

Presentations and Workshops: North American Economic Science Association Meeting (November 2022), Spring School in Behavioral Economics; UCSD (October 2022), Urban Economics Association North American Meeting (September 2022), International Foundation for Research in Experimental Economics; Chapman Univ. (May 2022), Becker Friedman Institute Price Theory Summer Camp; Univ. of Chicago (July 2022), Krueckeberg Doctoral Conference in Urban Studies, Urban Planning, and Public Policy; Rutgers Univ. (March 2022); Haverford College Faculty Seminar Series (2020); Womxn in Economics Alumni Panel; Haverford College (2020)

Service: President, Wharton Doctoral Council (2019-Present); Organizer, Student Workshop in Experimental Economics Techniques (SWEET) Conference, Wharton (2019); Member, Search Committee for Wharton Chief Diversity Officer (2021); Founder, Wharton PhD Peer Mentorship Program

Honors and Fellowships:

2022	AEA/CSWEP Summer Economics Fellow (Federal Reserve Bank of Dallas) Applied Economics Travel Grant (Wharton Business Economics and Public Policy Dept.) George James Term Fund (Wharton Doctoral Programs) Graduate and Professional Student Association Research Travel Grant (Univ. Pennsylvania)
2021	Applied Economics Travel Grant (Wharton Business Economics and Public Policy Dept.)
2016	Holland Hunter 1943 Economics Department Thesis Prize (Haverford)

Personal Information:

U.S. Citizen, Licensed Real Estate Salesperson

References:

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