

## KWABENA B. DONKOR

**Contact Information** 710 University Hall, UC Berkeley  
k.b.donkor@berkeley.edu  
http://www.kbdonkor.com  
+1 (510) 324-9171

**Doctoral Studies** University of California, Berkeley  
PhD, Agricultural and Resource Economics, Expected completion May 2020

DISSERTATION: "Essays in Applied Microeconomics"

FIELDS: Behavioral Economics, Industrial Organizations, Labor Economics, Applied Econometrics

**References**

<p><u>Professor Jeffrey Perloff</u> jperloff@berkeley.edu +1 (510) 643-8911 Department of Agricultural &amp; Resource Economics</p>	<p><u>Professor Stefano DellaVigna</u> sdellavi@econ.berkeley.edu +1 (510) 643-0715 Department of Economics</p>	<p><u>Professor Benjamin Handel</u> handel@berkeley.edu +1 (607) 240-5199 Department of Economics</p>
---	---	---

<p><u>Professor J. Miguel Villas-Boas</u> villas@haas.berkeley.edu +1 (510) 642-1250 Haas School of Business</p>	<p><u>Professor Dmitry Taubinsky</u> dmitry.taubinsky@berkeley.edu +1 (707) 480-8125 Department of Economics</p>
--	--

**Placement Officers**

<p>Professor Sofia Villas-Boas sberto@berkeley.edu +1 (510) 409-4341</p>	<p>Professor Max Auffhammer auffhammer@berkeley.edu +1 (510) 643-5472</p>	<p>Diana Lazo lazo@berkeley.edu +1 (510) 642-3345</p>
--	---	---

**Prior Education**

<p><b>Hunter College (CUNY)</b></p>	<p>BA/MA Economics</p>	<p>2014</p>
<p><b>University of Ghana</b></p>	<p>Concentrations: Philosophy, Psychology, Sociology</p>	<p>2005</p>

**Teaching**

<p><b>Hunter College</b></p>	<p>Department of Economics , <i>Introduction to Microeconomics</i>,</p>	<p>Fall 2011 &amp; 2012</p>
<p><b>UC Berkeley</b></p>	<p>Department of Economics , <i>Microeconomic Analysis ECON100A</i>,</p>	<p>Summer 2016</p>
<p><b>UC Berkeley</b></p>	<p>Department of ARE, <i>Microeconomic Theory, EEP100</i>,</p>	<p>Spring 2018 &amp; 2019</p>

**Prior Employment**

<p><b>UC Berkeley</b>, Graduate Student Researcher (for Prof. Jeffrey M. Perloff)</p>	<p>2015 - 2019</p>
<p><b>UC Berkeley</b>, Graduate Student Instructor (for Prof. Jeffrey M. Perloff)</p>	<p>2018 - 2019</p>
<p><b>Princeton University</b>, Senior Research Specialist (Industrial Relations Section)</p>	<p>2013 - 2014</p>
<p><b>Research Foundation of CUNY</b>, Research Assistant</p>	<p>2012 - 2013</p>
<p><b>Hunter College</b>, Teaching Assistant</p>	<p>2011 - 2012</p>
<p><b>Self Employed</b>, New York City Yellow Taxi Driver</p>	<p>2009 - 2013</p>

**Languages** English (native), Twi-Ghana (native)

**Research  
Papers**

**"How Difficult is Tipping? Using Structural and Non-Structural Approaches to Estimate Decision Costs" ( JOB MARKET PAPER)**

**Abstract:** Does a menu of recommended tips presented with a bill influence how much customers tip? Analyzing three quarters of a billion passenger tips in New York City Yellow taxis, we use changes in the menu presented to passengers to nonparametrically estimate that the decision cost of not following a menu is about \$1.89 (16% of the average taxi fare of \$12.17). To disentangle the mechanisms behind decision costs, we use a model in which customers' choices are based on their beliefs about the social norm tip. They incur a norm deviation cost for not conforming to the tipping norm and a cognitive cost from computing a non-menu tip. Our estimate of the distribution of passenger beliefs about the social norm tip averages at 19.8% of the taxi fare. Customers incur a norm deviation cost (shame) of \$0.42 when they tip five percentage points less. The cognitive cost of calculating a non-menu tip ranges from \$1.26 to \$1.41 on average. We also find that taxicabs currently present customers with a nearly tip-maximizing menu, and this menu increases tips by 12.4% relative to not presenting a menu. Taxicab companies appear to have learned over time to converge to the tip-maximizing menu. Our welfare calculations suggest that the current tip menu increases welfare by \$180.25 million per year relative to not presenting a menu.

**Research in  
Progress**

**"Hunters and Gatherers: Differences in the Labor Supply and Productivity of Taxi Drivers at Different Levels of Work Experience"** with Jeffrey M. Perloff

**Abstract:** Productivity is important to both employers and employees. As workers learn through experiences, they may find multiple ways of accomplishing the same task. Therefore, preferences of how to accomplish a task may evolve with experience. However, there is a trade-off if workers find the most effective work habits as unpleasant. We focus on the unique context of New York City taxi drivers to explore the effect of worker experience on the trade-off between job satisfaction and productivity. In addition, we analyze an instance of a permanent wage increase and how it affected the labor supply behavior of drivers with different experience levels.

**"The Role of Skin Color, Gender, and English Proficiency on Immigrant Skill Transferability and Earnings"**

**Abstract:** A smooth transfer of skills from an immigrant's home country to the U.S. is crucial for both productivity and an immigrant's economic outcomes. Although a migrant worker may have all the qualifications required, skin color, gender, and language proficiency may play a major role in misaligning an employer and a worker. This study examines how skin color, gender, and language skills affect the earnings of immigrants and their success in finding jobs that makes good use of skills acquired in their home country. It also investigates whether, as language skills improve over time, immigrants obtain better jobs and higher pay.

**Grants,  
Fellowships,  
and Awards**

2019	ARE Research Travel Grant (\$1,050)
2017	UC Berkeley Research Travel Grant (\$1,500)
2017	UC Berkeley ARE Research Travel Grant (\$1,000)
2015-2016	UC Berkeley Mentor Research Award (\$32,000)
2014-2015	UC Berkeley-International House IH EWJ Gateway Fellowship (\$18,000)
2014	Hunter College Senior Scholarship for Graduate Study (\$4,000)
2012-2013	Hunter College Graduate Pipeline Fellowship (\$5,000)
2011-2013	Hunter College Leon Cooperman Scholar (\$1,500)

**Talks**

2019	UC Berkely ARE Seminar (Fall)
2019	Stanford GSB Marketing Seminar
2019	UC Berkeley IO Seminar Series (Fall)
2019	UChicago Science and Philanthropy Initiative Conference
2019	Haas School of Business Marketing Seminar Series (Fall)
2019	UC Berkeley Psychology and Economics Lunch Series (Spring)
2018	UC Berkeley Environment and Resource Economics Seminar(Fall)
2018	IRLE UC Berkeley
2018	Development Lunch UC Berkeley
2017	NIPE Summer School University of Minho-Portugal