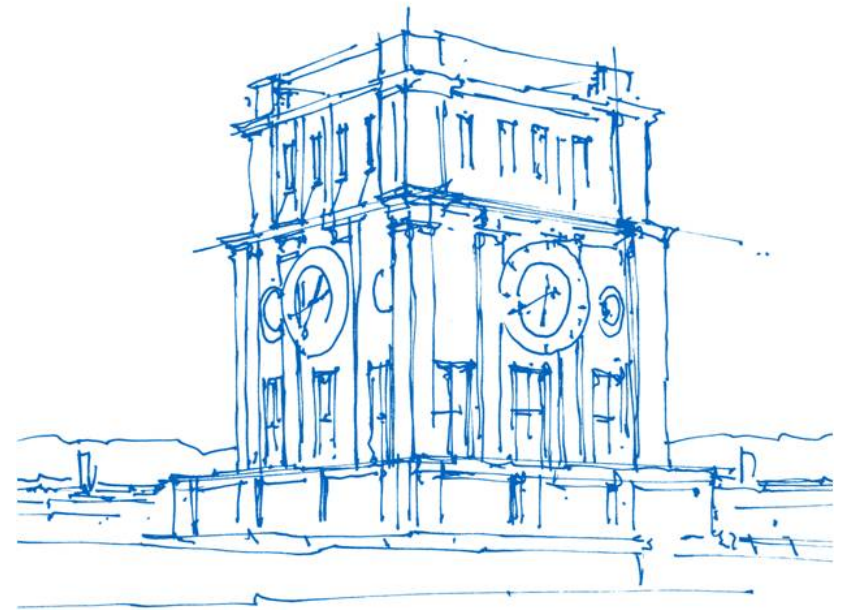


The U.S. Junior Academic Job Market

Some personal experiences

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WS 2018/2019



Uhrenturm der TUM

Table 3: Fields of Specialization Sought In Job Openings for Economists, 2017

The U.S. Job Market

Table 2: Number of Employers Advertising on JOE, 2017

Type of Employer	2017
Colleges and Universities	1,427
Federal government	62
State / local government	18
Banking or finance	82
Business or industry	50
Consulting or research	155
Other	78
Total	1,872

Notes: Includes both junior and senior openings.

Source: Siegfried (2018).

JEL Code	Field of Specialization Sought	2017
A	General Economics and Teaching	156
B	Methodology and History of Economic Thought	21
C	Mathematical and Quantitative Methods	282
D	Microeconomics	306
E	Macroeconomics and Monetary Economics	295
F	International Economics	195
G	Financial Economics	256
H	Public Economics	197
I	Health, Education and Welfare	212
J	Labor and Demographic Economics	172
K	Law and Economics	51
L	Industrial Organization	154
M	Business Administration; Business Economics; Marketing, Accounting	73
N	Economic History	37
O	Economic Development, Technological Change	157
P	Economic Systems	13
Q	Agricultural and Natural Resource Economics	196
R	Urban, Rural, and Regional Economics	103
Y	Miscellaneous categories	31
Z	Other Special Topics	25
AF	Any Field	774
	Total	3,706

Notes: Includes both junior and senior openings, and nonacademic as well as academic jobs. Advertisements may list more than one field of specialization.

Source: Siegfried (2018).

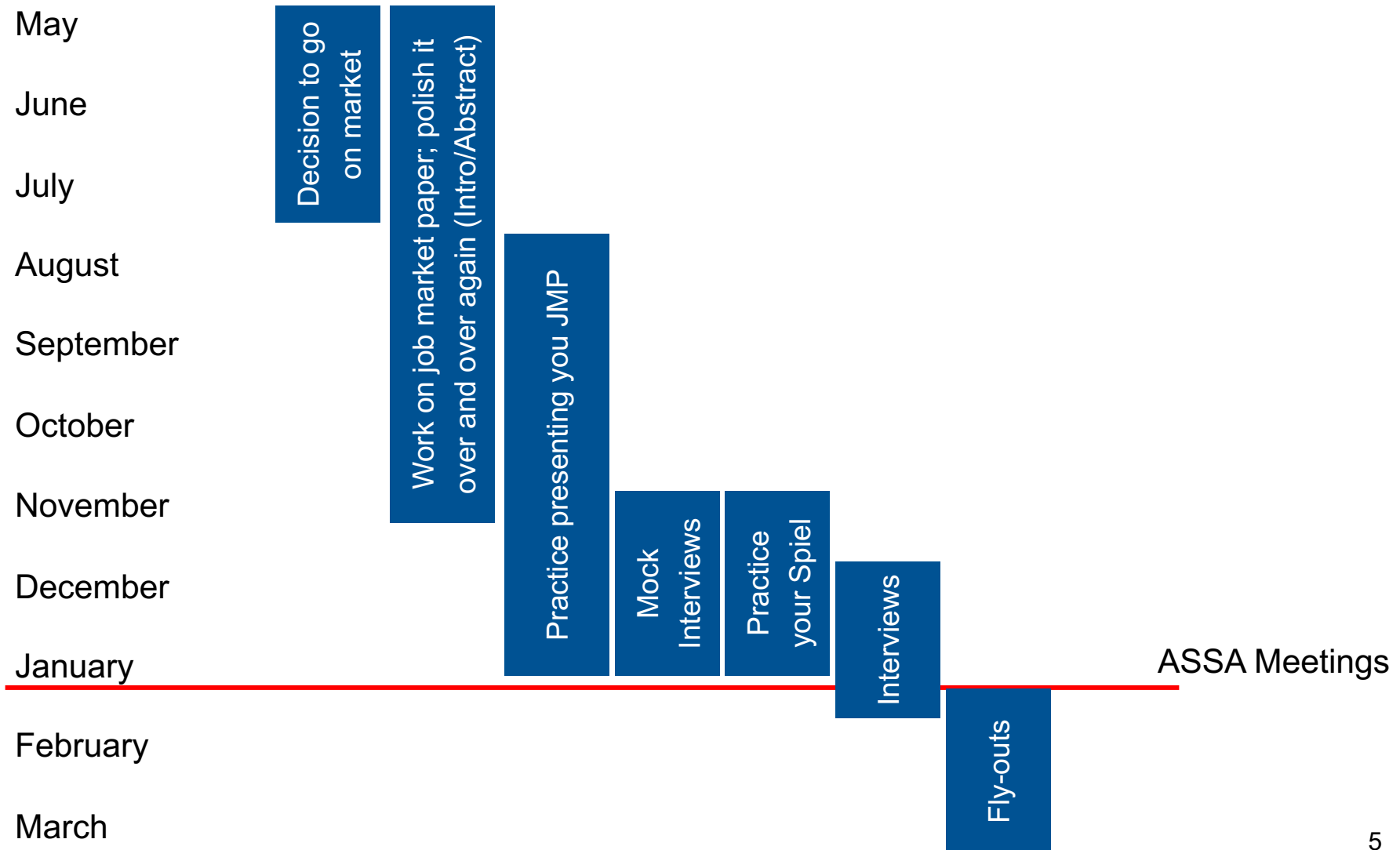
Demand Side View

- Post job announcement between September and December (most will post in October)
- Start reviewing applications some time in late November, try to get the numbers down
 - Some numbers from past searches:
 - Search 1 ~ 300 applications
 - Search 2 ~ 450 applications
 - Search 3 ~ 600 applications
- Starting late November send invitations to ~20-25 applicants for an interview
- Interview during ASSA conference in January or via Skype
- Schedule 3-5 fly-outs during January-March
- One offer

Supply Side View – Your Job Market Packet

- When you submit your applications the whole packet needs to be ready!
- Job market package consists of
 - **1. Curriculum Vitae (CV)**
 - 2. Cover Letter
 - 3. Research Statement/Dissertation Abstract
 - 4. Teaching Statement/Teaching Philosophy/Teaching Evaluations
 - **5. Letters of Recommendation from Faculty**
 - 6. Personal Website (Google Sites is Free!)
 - 7. Transcripts (not always, but sometimes needed)
 - **8. Job Market Paper**

Supply Side View – Time Table



Job Market Paper

Single Most important part of the Job Market Packet

- A very good paper can land you a job. A weak one will make it very hard!

Your best research paper.

- Solo-authored might be helpful to signal your true ability
- It should showcase your full skillset
- Ability to work through theory/economic intuition
- Empirical toolkit/experimental design
- Writing talent (have it proof read!)
- It may be longer than a published paper, you are trying to show off!

The introduction is the door opener!

The “Spiel”

2 minute Version (Elevator Pitch):

- Summarize the motivation, methodology, key finding/result

If they let you keep talking (5-10 minutes)

- Start diving into the details.
- Source of variation, data, estimation strategy, nuanced implications

The “spiel” as an onion:

- As they give you more time, you peel more layers off and provide more and more detail

Outside speakers are a great audience to practice! If they are confused, it is your fault!

Things to think about before an interview

Selling yourself as a differentiated good on the market

- Who are you, what do you bring to a department?
- What is your specialty? (Methodology, Clever Identification strategies, ...)

What broad question does your JMP address?

- Understand how your paper contributes to the narrow and broader literatures.

What other research do you have?

What can you teach?

Demonstrate you know the department

- What research are others working on?
- With whom could you potentially work together?

DO NOT TALK ABOUT SALARY!

General Tips

- Attend seminars from internal and external speakers
- Meet with external speakers when they visit
- Write early and often. Push to finish papers
- Revise, re-write, edit, repeat

- Develop relationships with faculty (you need letter writers!)
- Develop relationships with other students in your cohort

Going to the US

- How can you signal that you would actually come?
 - Have a research stay at a US institution
- How can you manage that people actually look at your packet?
 - Have US-letter writers and European letter writers that are internationally well known
 - Have a great abstract and introduction
 - Build an international research-network and use the research network of your adviser
 - Your adviser should already be sensitive to different recommendation styles in the US and Germany
 - German adviser do have to learn that promotion is okay (e.g., send an email)
 - German adviser need to learn that comparisons can be okay
- But be aware: all this hype needs to be justified in the interview!
- Would you be willing to live in a small college town in fly-over country?
- It is a combination of very hard work and luck!

Some additional resources

- The Ten Most Important Rules of Writing Your Job Market Paper by Claudia Goldin and Lawrence Katz
<http://economics.harvard.edu/files/economics/files/tenruleswriting.pdf>
- A Guide And Advice For Economists On The U.S. Junior Academic Job Market by John Cawley
<https://www.aeaweb.org/content/file?id=869>
- Harvard Job Market Information (sample CV, etc..)
<https://economics.harvard.edu/pages/job-market-information>