

Jonas Pilgaard Kaiser

PHD STUDENT, AARHUS UNIVERSITY · BEHAVIOURAL & EXPERIMENTAL ECONOMICS

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Personal Information

Date of birth 25 November 1995

Nationality Danish

Address Fuglesangs Allé 4, 8210 Aarhus V, Denmark

Research Interests

Primary Behavioural Economics, Experimental Economics

Secondary Behavioural Ethics, Political Economy

Education

PhD, Economics

AARHUS UNIVERSITY

- Supervisors: Alexander Koch & Daniele Nosenzo

Aarhus, Denmark

2019 - [Aug. 2023]

Visiting PhD Student

NORWEGIAN SCHOOL OF ECONOMICS, NHH

- Hosts: Bertil Tungodden & Alexander Cappelen

Bergen, Norway

Feb 2022 - June 2022

Master's degree, Economics and Management

AARHUS UNIVERSITY

- Extra-curricular summer course in development economics at LSE
- GPA: 11.8 (top 1%)

Aarhus, Denmark

2018 - 2021

Bachelor's degree, Economics and Management

AARHUS UNIVERSITY

- Peer-reviewed publication based on Bachelor's thesis
- GPA: 11.7 (top 2%)

Aarhus, Denmark

2015 - 2018

Upper Secondary Education

EGAA GYMNASIUM

- Attended the (national) Academy for Talented Youth
- GPA: 13.3 (highest in the history of the gymnasium)

Egaa, Denmark

2012 - 2015

Employment

2018-2020 **Teaching Assistant**, Aarhus University

2019 **Intern**, ScienceAtHome, Aarhus University

2018-2019 **Research Assistant for Alexander Koch**, Aarhus University

2017-2019 **Student Teacher**, The Mobile University

2015-2018 **Piano Teacher**, Self-Employed

2014-2015 **Student Teacher**, Egaa Gymnasium

References

Prof. Alexander Koch

Aarhus University
akoch@econ.au.dk

Prof. Daniele Nosenzo

Aarhus University
daniele.nosenzo@econ.au.dk

Prof. Bertil Tungodden

Norwegian School of Economics
Bertil.Tungodden@nhh.no

Job Market Paper

Growth and Inequality: Experimental Evidence on How Misperceptions Affect Redistribution (LINK)

Many policies affect future inequality, from taxation to investments in children's equal access to education. Citizens' support for such policies may therefore depend on their beliefs about how inequality will evolve over time. In three large-scale experiments, I examine how well individuals predict future inequality in the presence of economic growth, and I examine how beliefs about inequality matter for people's preferences for redistribution. I show that although most people underestimate future increases in inequality, this is inconsequential as beliefs about inequality do not influence preferences for redistribution. Rather, what matters is whether individuals know if redistribution is costly for themselves.

Working Papers

In Review

Does Goal Revision Undermine Self-Regulation Through Goals? An Experiment (with A. Koch and J. Nafziger, LINK)

We offer a novel test of whether non-binding goals set ahead of a task are effective motivators, taking into account that individuals in principle could easily revise these goals. In our setting, subjects either set a goal some days prior to an online task (early goal) or right at the start of the task (late goal). Two further treatments allow for (unanticipated) explicit revision of the early goal. Consistent with early goals being self-regulation tools, we observe that (i) early goals are larger than late goals; (ii) subjects in early goals treatments work more than those in the late goal treatment, despite evidence of substantial downward goal revision in the former. A secondary contribution of our paper is that our design addresses a treatment migration problem present in earlier studies on goals that stems from the fact that subjects in a 'no goals' control condition may privately set goals.

Manuscript in Preparation

Do External Threats Reduce Affective Polarization? An Experiment on Russia's Invasion of Ukraine (with M. Seier, LINK)

In many countries, citizens have become increasingly biased in how they evaluate others based on political affiliation. We argue that this increase in affective polarization may in part be caused by changes in global power structures, which caused many countries to experience a long period without external (military) threats. To study the importance of external threats, we conduct a priming experiment to examine how making Russia's invasion of Ukraine salient causally influences affective polarization and collaboration in the U.S. We find that priming Americans with Russia's military aggression leads to a modest reduction in affective polarization as well as an increase in cooperativeness as measured by people's behavior in an incentivized coordination game. Surprisingly, the effect of making Russia's invasion salient does not depend on perceived cross-party disagreement about the conflict. These results suggest that one must also look to global changes in international relations to understand within-country developments in polarization and willingness to collaborate.

Pre-Doctoral Publications

Do Economists Punish Less? (with K. S. Pedersen and A. Koch, Games, 9(4), 75, 2018, LINK)

Grants

2022	Research Grant (Co-PI) , University of Hamburg, "Endless Possibilities: How Do People Choose the Number of Recipients to Donate to?"	EUR 11,600
	Research Grant (Co-PI) , NHH Centre for Ethics and Economics, "Relative Performance and Preferences for Redistribution: A Lab-in-the-Field Experiment"	NOK 30,000
	Travel Grant , Familien Hede Nielsens Fond, Research stay at NHH in Bergen, Norway	DKK 5,000
2021	Travel Grant , William Demant Fonden, Research stay at NHH in Bergen, Norway	DKK 11,000
	Travel Grant , Knud Højgaards Fond, Research stay at NHH in Bergen, Norway	DKK 13,000
	Research Grant (PI) , Aarhus University, "Growth and Inequality: Experimental Evidence on How Misperceptions Affect Redistribution"	DKK 70,000
	Research Grant (PI) , Centre for Integrative Business Psychology, "Growth and Inequality: Experimental Evidence on How Misperceptions Affect Redistribution"	DKK 30,000

- 2020 **Research Grant (Co-I)**, Interacting Minds Centre, “Does Goal Revision Undermine Self-Regulation Through Goals? An Experiment” *DKK 70,000*
- Research Grant (Co-I)**, Aarhus University, “Does Goal Revision Undermine Self-Regulation Through Goals? An Experiment” *DKK 30,000*
- 2019 **PhD Scholarship**, Aarhus University
- 2017 **Research Grant (PI)**, Interacting Minds Centre, “Do Economists Punish Less?” *DKK 5,000*

Affiliations

- 2022-present **Copenhagen Network of Experimental Economists**
- 2020-present **Centre for Integrative Business Psychology**, Aarhus University
- 2019-present **Cognition and Behavior Lab**, Aarhus University

Teaching Experience

- 2020-present **Supervisor, Aarhus University**
 Bachelor's theses, Business Administration: 3 students
 Bachelor's theses, Economics: 7 students
 Master's topic, Economics: 1 student
 Master's theses, Economics: 1 student
- 2020-2021 **Lecturer, Aarhus University**
 Game Theory (2/7 of the course). Evaluation: 3.8/5
 Micro 1 (1/6 of the course). Evaluation: 4.5/5
- 2018-2019 **Teaching Assistant, Aarhus University**
 Game Theory. Evaluation: 4.9/5
 International Trade. Evaluation: 4.9/5
 Mathematics for Economists. Evaluation: 5.0/5
 Principles of Micro and Macro. Evaluation: 4.5/5
- 2017-2019 **Student Teacher, The Mobile University**
 Game Theory

Volunteer Experience

- 2020-2022 **Coordinator and Tutor**, Danish Refugee Council
 I coordinated and taught at a local study café in Åbyhøj as a part of a community development programme
- 2020 **Co-Author of De Pengepressede**, Ungdomsbureauet (The Youth Bureau)
 Ungdomsbureauet promotes young people's engagement in societal matters. As a co-author of the book De Pengepressede, I helped a young woman tell her story of living under financial stress
- 2016-2019 **Organiser**, Aarhus Symposium
 Aarhus Symposium is an annual leadership conference. Over the years, I have shared responsibility for the programme, marketing, and the finances

Presentations

- 2022 Centre for Experimental Research on Fairness, Inequality and Rationality (FAIR) at NHH, Bergen;
Department for Economics and Business Economics, Aarhus University; Department of Political Science,
Aarhus University; Workshop for Danish Graduate Programme in Economics (DGPE); Fairness and the Moral
Mind Workshop at FAIR, NHH
- 2021 Department for Economics and Business Economics, Aarhus University; Max Planck Summer School on The
Political Economy of Conflict and Redistribution; Workshop for Danish Graduate Programme in Economics
(DGPE); Copenhagen Network of Experimental Economics
- 2020 Interacting Minds Centre; Copenhagen Network of Experimental Economics; Department for Economics and
Business Economics, Aarhus University; Workshop for Danish Graduate Programme in Economics (DGPE)

Professional Service

SERVICE

- 2021-present **Departmental Forum**, PhD Representative. Department of Economics and Business Economics, Aarhus
University

PEER REVIEW

Journal of Economic Behavior & Organization
The Scandinavian Journal of Economics

Professional Development

- Funding** Course on funding, Elsevier Research Academy
Workshop on the national and international funding landscape, Aarhus University
Workshop on good grantsmanship, Aarhus University
- Research** Course on data management and the FAIR Principles, Elsevier Research Academy
PhD course on literature search, Aarhus University
PhD course on research ethics, Aarhus University
Workshop on how to conduct online experiments, Interacting Minds Centre
- Teaching** Course on active student participation, Aarhus University
Course on didactic principles and communication, The Mobile University
Course on teaching online, The University of New South Wales, Sidney
PhD course on teaching techniques, Aarhus University
- Writing** Course on the foundations of academic writing, Aarhus University
PhD course on good writing practices, Aarhus University
PhD course on how to get published, Aarhus University

Skills

- Softwares** Stata, L^AT_EX, Qualtrics, MS Office
- Languages** English (fluent), Danish (native), German (basic)