

# Jonas Pilgaard Kaiser

POSTDOC, THE TECHNICAL UNIVERSITY OF BERLIN · BEHAVIOURAL & EXPERIMENTAL ECONOMICS

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## Research Interests

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Behavioural Economics, Experimental Economics, Behavioural Political Economy

## Current Employment

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**Postdoc** The Technical University of Berlin, since September 2023 (5-year contract)

## Education

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### PhD, Economics

AARHUS UNIVERSITY

- Supervisors: Alexander Koch & Daniele Nosenzo
- PhD Committee: Nicola Maaser, Bertil Tungodden, & Joël van der Weele

Aarhus, Denmark

2023

### Visiting PhD Student

NORWEGIAN SCHOOL OF ECONOMICS, NHH

- Hosts: Bertil Tungodden & Alexander Cappelen

Bergen, Norway

Four months, 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

2021

### Bachelor's degree, Economics and Management

AARHUS UNIVERSITY

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

Aarhus, Denmark

2018

### Upper Secondary Education

EGAA GYMNASIUM

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

Egaa, Denmark

2015

## Affiliations

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2024-present **Berlin School of Economics**

2024-present **Berlin Centre for Consumer Policies**

2023-present **Berlin Behavioral Economics Group**

2022-present **Copenhagen Network of Experimental Economists**

2020-2023 **Centre for Integrative Business Psychology**, Aarhus University

2019-2023 **Cognition and Behavior Lab**, Aarhus University

## References

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### 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

## Previous Employment

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- 2020-2022 **Coordinator and Tutor**, Danish Refugee Council  
2020 **Co-Author of De Pengepressede**, Ungdomsbureauet (The Youth Bureau)  
2018-2020 **Teaching Assistant**, Aarhus University  
2019 **Intern**, ScienceAtHome, Aarhus University  
2018-2019 **Research Assistant for Prof. Alexander Koch**, Aarhus University  
2016-19 **Conference Organiser**, Aarhus Symposium  
2014-2019 **Various Teaching Positions**, The Mobile University, Self-Employed, & Egaa Gymnasium

## Publications

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

**Does goal revision undermine self-regulation through goals? An experiment** (with A. Koch and J. Nafziger, *Experimental Economics*, 2024, [LINK](#))

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

## Working Papers

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**Under Watchful Eyes: Observation by In-Group Leaders Promotes Intergroup Cooperation in Natural Groups** (with J. Koch, [LINK](#))

*In Review*

**How People Misunderstand Growth and Inequality – and the Effects of Correcting Their Beliefs** ([LINK](#))

*In Review*

**Altruistic Bluffing: An Experiment on Indirect Signalling** (with J. Koch, [LINK](#))

*In Review*

## Work in Progress

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**Norms in Collective Decision-Making** (with S. Adloff and J. Koch)

*Status: Data Analysis*

**The Social Norm of Norm Enforcement: A Megastudy** (with S. Dato, A. Koch, J. Kragl, J. Nafziger, D. Nosenzo, and 11 Contributors)

*Status: Data Collection*

**The Stories We Tell: Societal Narratives and the Rise of the Far Right** (with M. Baader, K. Barron, and A. Hochleitner)

*Status: Design*

**Decision Difficulty and the Case for Paternalism** (with M. Runkel)

*Status: Design*

**Developing A Multidimensional Measure of Social Norms** (with A. Koch, J. Nafziger, and D. Nosenzo)

*Status: Design*

## Seminars & Conferences

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- 2025 ESA Brno; Aarhus-Kiel Workshop; Workshop in Behavioral Public Economics and Political Economy, Vienna; Lindau Nobel Meeting in Economic Sciences; RF Berlin; BERG (Internal Seminar of the Berlin Behavioral Economics Group)
- 2024 ECWE, Verona; ESA Helsinki; Nordic Conference on Behavioral and Experimental Economics
- 2023 Thurgau Experimental Economics Meeting; Department for Economics and Business Economics, Aarhus University; Institute of Economics and Law, Technical University of Berlin; BERG (Internal Seminar of the Berlin Behavioral Economics Group)
- 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)

## Teaching Experience

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Average Evaluation: 4.6/5

- 2023-present **Supervisor, the Technical University of Berlin**  
Bachelor's theses: 5 students  
Master's theses: 2 students
- 2023-present **Lecturer, the Technical University of Berlin**  
Advanced Microeconomics  
Wirtschaftspolitik (Economic Policy)  
Öffentliche Finanzen (Public Economics)  
Ökonomie Effizienter und Gerechter Besteuerung (The Economics of Efficient and Fair Taxation)
- 2020-2023 **Supervisor, Aarhus University**  
Bachelor's theses: 10 students  
Master's topic: 1 student  
Master's theses: 1 student
- 2020-2021 **Lecturer, Aarhus University**  
Game Theory  
Micro 1
- 2018-2019 **Teaching Assistant, Aarhus University**  
Game Theory  
International Trade  
Mathematics for Economists  
Principles of Micro and Macro
- 2017-2019 **Student Teacher, The Mobile University**  
Game Theory

## Professional Service

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### SERVICE

- 2025-present **Seminar organiser**, Berlin Behavioral Economics Group  
2021-2023 **PhD Representative**, Departmental Forum, Department of Economics and Business Economics, Aarhus University

### PEER REVIEW

European Economic Review, Frontiers in Social Psychology, Journal of Economic Behavior & Organization, Management Science, The Scandinavian Journal of Economics

## Grants

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|------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------|
| 2024 | <b>Research Grant (Co-PI)</b> , IfW Kiel, “Social Norms in Group Decision-Making”<br><b>Research Grant (Co-PI)</b> , University of Hamburg, “Social Norms in Group Decision-Making”<br><b>Research Grant (Co-PI)</b> , BCCP, “Social Norms in Group Decision-Making”                                                                                                                                                                                                                          | EUR 9,815<br>EUR 2,750<br>EUR 800                    |
| 2023 | <b>International Postdoc (PI)</b> , Independent Research Fund Denmark, “When and How Do People Want to Reduce Inequality?”. <i>I declined due to a postdoc offer at TU Berlin</i>                                                                                                                                                                                                                                                                                                             | DKK 1,890,377                                        |
| 2022 | <b>Research Grant (Co-PI)</b> , University of Hamburg, “Endless Possibilities: How Do People Choose the Number of Recipients to Donate to?”<br><b>Travel Grant</b> , Familien Hede Nielsens Fond, Research stay at NHH in Bergen, Norway                                                                                                                                                                                                                                                      | EUR 11,600<br>DKK 5,000                              |
| 2021 | <b>Travel Grant</b> , William Demant Fonden, Research stay at NHH in Bergen, Norway<br><b>Travel Grant</b> , Knud Højgaards Fond, Research stay at NHH in Bergen, Norway<br><b>Research Grant (PI)</b> , Aarhus University, “Growth and Inequality: Experimental Evidence on How Misperceptions Affect Redistribution”<br><b>Research Grant (PI)</b> , Centre for Integrative Business Psychology, “Growth and Inequality: Experimental Evidence on How Misperceptions Affect Redistribution” | DKK 11,000<br>DKK 13,000<br>DKK 70,000<br>DKK 30,000 |
| 2020 | <b>Research Grant (Co-I)</b> , Interacting Minds Centre, “Does Goal Revision Undermine Self-Regulation Through Goals? An Experiment”<br><b>Research Grant (Co-I)</b> , Aarhus University, “Does Goal Revision Undermine Self-Regulation Through Goals? An Experiment”                                                                                                                                                                                                                         | DKK 70,000<br>DKK 30,000                             |
| 2019 | <b>PhD Scholarship</b> , Aarhus University                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                      |
| 2017 | <b>Research Grant (PI)</b> , Interacting Minds Centre, “Do Economists Punish Less?”                                                                                                                                                                                                                                                                                                                                                                                                           | DKK 5,000                                            |

## Misc

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**Softwares** Stata, R, Qualtrics, L<sup>A</sup>T<sub>E</sub>X, MS Office

**Languages** Danish (native), English (fluent), German (fluent)

**Born** 25 November 1995