

# Jonas Pilgaard Kaiser

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

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## Research Interests

**Primary** Behavioural Economics, Experimental Economics  
**Secondary** Behavioural Ethics, Political Economy

## Current Employment

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

## Education

### 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

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

**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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**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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**Do External Threats Reduce Affective Polarization? An Experiment on Russia's Invasion of Ukraine** (with M. Seier, [LINK](#))  
*Revise & Resubmit, Journal of Politics*

In many countries, partisans have become increasingly biased in how they evaluate others based on political affiliation. We suggest that this increase in affective polarization may in part be caused by changes in the global power distribution 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 full-scale invasion of Ukraine in 2022 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 and an increase in cooperativeness as measured by 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 researchers should also consider international relations to understand within-country polarization and willingness to collaborate.

**Growth and Inequality: Experimental Evidence on How Misperceptions Affect Redistribution** ([LINK](#))  
*In Review*

Many policies affect future inequality, from taxation to investments in education. Therefore, citizens' support for these policies may depend on their beliefs about how inequality will evolve over time. In three large-scale experiments, I examine whether individuals are able to predict how exponential economic growth influences inequality, and I examine how beliefs about inequality influence people's preferences for redistribution. I find that most people underestimate how much inequality increases in the presence of growth, but this does not matter for policy support, as beliefs about inequality do not affect preferences for redistribution. Rather, what matters is whether people know if redistribution will come at a personal cost to themselves.

**Bluffing in Charitable Giving – An Experiment on Indirect Signalling** (with J. Koch, [LINK](#))  
*In Review*

People often care about how they are perceived by others, and this motivates many individuals to act in a way that sends a favourable signal about their character. In this paper, we introduce a decomposition of signalling into its direct and indirect components: behaviour can influence a person's image *directly*, and it can influence a person's image *indirectly* by changing people's beliefs about important, unobserved behaviours. We show in an experiment on charitable giving that this distinction is necessary for understanding signalling behaviour: many donors engage in wasteful signalling with actions that are in themselves unimportant for the donors' image (the number of charities they give to), but only if this action changes beliefs about important, unobserved behaviour (how much they donate). Understanding the two components of signalling is key for designing organisations to avoid strategic and wasteful signalling.

## Presentations

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- 2024 ECWE, Verona
- 2023 Thurgau Experimental Economics Meeting; Department for Economics and Business Economics, Aarhus University; Institute of Economics and Law, Technical University of Berlin; Internal Seminar (Reading Group), Berlin Behavioral Economics (BBE) 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: 2 students  
Master's theses: 1 student
- 2023-present **Lecturer, the Technical University of Berlin**  
Advanced Microeconomics  
Wirtschaftspolitik (Economic Policy)  
Öffentliche Finanzen (Public Economics)
- 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

- 2021-2023 **Departmental Forum**, PhD Representative. Department of Economics and Business Economics, Aarhus University

### PEER REVIEW

Journal of Economic Behavior & Organization, 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”	EUR 9,815
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?”	EUR 11,600
	<b>Travel Grant</b> , Familien Hede Nielsens Fond, Research stay at NHH in Bergen, Norway	DKK 5,000
2021	<b>Travel Grant</b> , William Demant Fonden, Research stay at NHH in Bergen, Norway	DKK 11,000
	<b>Travel Grant</b> , Knud Højgaards Fond, Research stay at NHH in Bergen, Norway	DKK 13,000
	<b>Research Grant (PI)</b> , Aarhus University, “Growth and Inequality: Experimental Evidence on How Misperceptions Affect Redistribution”	DKK 70,000
	<b>Research Grant (PI)</b> , Centre for Integrative Business Psychology, “Growth and Inequality: Experimental Evidence on How Misperceptions Affect Redistribution”	DKK 30,000
2020	<b>Research Grant (Co-I)</b> , Interacting Minds Centre, “Does Goal Revision Undermine Self-Regulation Through Goals? An Experiment”	DKK 70,000
	<b>Research Grant (Co-I)</b> , Aarhus University, “Does Goal Revision Undermine Self-Regulation Through Goals? An Experiment”	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

## Professional Development

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<b>Funding</b>	Course on funding, Elsevier Research Academy Workshop on the national and international funding landscape, Aarhus University Workshop on good grantsmanship, Aarhus University
<b>Research</b>	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
<b>Teaching</b>	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, Sydney PhD course on teaching techniques, Aarhus University
<b>Writing</b>	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

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<b>Softwares</b>	Stata, L <sup>A</sup> T <sub>E</sub> X, Qualtrics, MS Office
<b>Languages</b>	Danish (native), English (fluent), German (fluent)