

# Jonas Pilgaard Kaiser

PHD STUDENT, AARHUS UNIVERSITY · BEHAVIOURAL & EXPERIMENTAL ECONOMICS

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## Personal Information

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**Date of birth** 25 November 1995

**Nationality** Danish

**Address** Fuglesangs Allé 4, 8210 Aarhus V, Denmark

## Research Interests

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**Primary** Behavioural Economics, Experimental Economics

**Secondary** Behavioural Ethics, Political Economy

## Education

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### 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

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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

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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

## Job Market Paper

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

Many policies affect future inequality, from taxation and education spending to combating climate change. When individuals consider these policies, it may therefore be important how they believe inequality evolves over time. In three large-scale experiments, I first demonstrate that people tend to underestimate how much inequality may increase in the presence of economic growth. Second, I show that biased perceptions increase support for redistribution if subjects wrongly believe (i) that they will gain from tax-financed redistribution, or (ii) that redistribution comes at negligible personal costs. While beliefs about personal costs matter, beliefs about the level of inequality has no effect on subjects' preferences for redistribution. Informing subjects that the actual level of inequality is greater increases their willingness to pay for redistribution, but subjects who stand to lose from redistribution also realise that it comes at greater personal costs. These results suggest that it is inconsequential for policy support that most people underestimate future increases in inequality. Rather, what matters is whether individuals know whether redistribution is costly for themselves.

## Working Papers

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### **Did Russia's Invasion of Ukraine Reduce Affective Polarization in the US? Experimental Evidence** (with M. Seier, LINK)

In many Western countries, citizens have become increasingly biased in how they evaluate others based on political affiliation, and this affective polarization harms the functioning of governments. In an online experiment, we find that priming Americans with the threat of Russia's invasion of Ukraine reduces affective polarization as measured by feeling thermometers. The effect is not significantly different when subjects are also primed with cross-party disagreement about how well President Biden is handling the conflict. Using an incentivized coordination game, we then show that feeling thermometers are behaviorally relevant as they predict subjects' ability to coordinate and willingness to compromise. Our findings have great implications for society: While affective polarization undermines cooperation, citizens may come together when perceiving an external threat, regardless of perceived cross-party disagreement.

### **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.

## Pre-Doctoral Publications

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

## Grants

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2022	<b>Research Grant (Co-PI)</b> , NHH Centre for Ethics and Economics, "Relative Performance and Preferences for Redistribution: A Lab-in-the-Field Experiment"	NOK 30,000
	<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 **PhD Scholarship**, Aarhus University

2017 **Research Grant (PI)**, Interacting Minds Centre, “Do Economists Punish Less?”

DKK 5,000

## Affiliations

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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

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2020-present **Supervisor, Aarhus University**

Bachelor's theses, Business Administration: 3 students

Bachelor's theses, Economics: 6 students

Master's topic, 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

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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

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2022 Centre for Experimental Research on Fairness, Inequality and Rationality (FAIR) at NHH, Bergen; Institute for Economics and Business Economics, Aarhus University

2021 Institute 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; Institute 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 (2)

## 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<sup>A</sup>T<sub>E</sub>X, Qualtrics, MS Office

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