

Jonas Pilgaard Kaiser

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

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Research Interests

Behavioural Economics, Experimental Economics, Behavioural 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 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

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

- 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

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

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

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

Status: Data Analysis

The Social Norm of Norm Enforcement: A Megastudy Approach (with S. Dato, A. Koch, J. Kragl, J. Nafziger, D. Nosenzo, and 10 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

- 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

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

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

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

Misc

Softwares Stata, R, Qualtrics, L^AT_EX, MS Office

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

Born 25 November 1995