

# Jonas Pilgaard Kaiser

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

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## Research Interests

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**Primary** Behavioural Economics, Experimental Economics  
**Secondary** Behavioural Ethics, 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](mailto:akoch@econ.au.dk)

### Prof. Daniele Nosenzo

Aarhus University  
[daniele.nosenzo@econ.au.dk](mailto:daniele.nosenzo@econ.au.dk)

### Prof. Bertil Tungodden

Norwegian School of Economics  
[Bertil.Tungodden@nhh.no](mailto: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: In-Group Observation Promotes Intergroup Cooperation in Natural Groups** (with J. Koch, [LINK](#))  
*In Review*

Promoting cooperation between different groups remains one of society's biggest challenges. We examine whether such intergroup cooperation can be fostered through in-group observation, using a lab-in-the-field experiment in Papua New Guinea. Our main result is that observation by a key in-group member increases the share of people who cooperate with members of other communities from 17 percent to 70 percent, thereby eliminating the in-group bias in cooperation. We relate this to a shared understanding among participants that intergroup cooperation is socially desirable. Our findings suggest that policymakers, communities, and organizations may leverage in-group observation to improve intergroup cooperation.

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

Income and wealth grow over time, and this leads to changes in the level of inequality in a society. Yet, a large literature in cognitive psychology suggests that individuals often struggle to understand the effect of exponential growth. Misunderstanding how growth influences inequality may lead to biased preferences for policies with long-term effects, from taxation to investments in education. In an incentivised experiment, I examine (i) whether individuals are able to predict how exponential economic growth influences inequality, and (ii) whether informing individuals about the actual development in inequality influences their preferences for redistribution. I find that most people underestimate how much inequality increases in the presence of growth. However, informing individuals about the actual development in inequality does not affect their 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.

## 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"   | EUR 9,815     |
|      | <b>Research Grant (Co-PI)</b> , University of Hamburg, "Social Norms in Group Decision-Making"  | EUR 2,750     |
|      | <b>Research Grant (Co-PI)</b> , BCCP, "Social Norms in Group Decision-Making"   | 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?"                                       | 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     |

## Skills

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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)