

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

Promoting cooperation between different groups remains one of society's biggest challenges. We examine whether such intergroup cooperation can be fostered through observation by in-group leaders, using a lab-in-the-field experiment in Papua New Guinea. The effect of in-group observation is not clear *ex ante*, as individuals may both want to show themselves as cooperative ('cooperation motivation') and show that they prioritize their own group, for example, by only cooperating with members of their own group and not with others ('favoritism motivation'). We find that the cooperation motivation is stronger: Observation by the in-group leader 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.

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

In Review

People are often motivated to act in a way that sends a favourable signal about their character. This paper proposes a separation of signalling into its direct and indirect components: an observed behaviour can influence a person's image directly when the behaviour itself is image-relevant, and it can influence a person's image indirectly by changing people's beliefs about an unobserved, image-relevant behaviour. In an experiment on charitable giving, we show that individuals engage in indirect signalling to make an "altruistic bluff": donors engage in an image-irrelevant behaviour (donating to many charities) to change observers' beliefs about an unobserved, image-relevant behaviour (donating large amounts). This bluff works, as it leads observers to form beliefs that are positively biased.

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

Skills

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

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