

# 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)

## 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

## Education

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### PhD, Economics

*Aarhus, Denmark*

AARHUS UNIVERSITY

2023

- Supervisors: Alexander Koch & Daniele Nosenzo
- PhD Committee: Nicola Maaser, Bertil Tungodden, & Joël van der Weele

### Visiting PhD Student

*Bergen, Norway*

NORWEGIAN SCHOOL OF ECONOMICS, NHH

*Four months, 2022*

- Hosts: Bertil Tungodden & Alexander Cappelen

### Master's degree, Economics and Management

*Aarhus, Denmark*

AARHUS UNIVERSITY

2021

- Extra-curricular summer course in development economics at LSE
- GPA: 11.8 (top 1%)

### Bachelor's degree, Economics and Management

*Aarhus, Denmark*

AARHUS UNIVERSITY

2018

- Peer-reviewed publication based on Bachelor's thesis
- GPA: 11.7 (top 2%)

### Upper Secondary Education

*Egaa, Denmark*

EGAA GYMNASIUM

2015

- Attended the (national) Academy for Talented Youth
- GPA: 13.3 (highest in the history of the gymnasium)

## 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

## Working Papers

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### **Does Goal Revision Undermine Self-Regulation Through Goals? An Experiment** (with A. Koch and J. Nafziger, [LINK](#))

*Revise & Resubmit, Experimental Economics*

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.

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

*In Review*

Many policies affect future inequality, from taxation to investments in children's equal access to education. Citizens' support for such policies may therefore depend on their beliefs about how inequality will evolve over time. In three large-scale experiments, I examine how well individuals predict future inequality in the presence of economic growth, and I examine how beliefs about inequality matter for people's preferences for redistribution. I show that although most people underestimate future increases in inequality, this is inconsequential as beliefs about inequality do not influence preferences for redistribution. Rather, what matters is whether individuals know if redistribution is costly for themselves.

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

*In Review*

In many countries, citizens have become increasingly biased in how they evaluate others based on political affiliation. We argue that this increase in affective polarization may in part be caused by changes in global power structures, 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 invasion of Ukraine 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 as well as an increase in cooperativeness as measured by people's 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 one must also look to global changes in international relations to understand within-country developments in polarization and willingness to collaborate.

## Pre-Doctoral Publications

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

## Presentations

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- 2023 Thurgau Experimental Economics Meeting; Department for Economics and Business Economics, Aarhus University; Institute of Economics and Law, Technical University of Berlin
- 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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- 2023-present **Lecturer, the Technical University of Berlin**  
Advanced Microeconomics
- 2023-present **Supervisor, the Technical University of Berlin**
- 2020-2023 **Supervisor, Aarhus University**  
Bachelor's theses, Business Administration: 3 students  
Bachelor's theses, Economics: 7 students  
Master's topic, Economics: 1 student  
Master's theses, 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

## Grants

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|------|---|---------------|
| 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>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 | <b>PhD Scholarship</b> , Aarhus University  |               |
| 2017 | <b>Research Grant (PI)</b> , Interacting Minds Centre, "Do Economists Punish Less?"   | DKK 5,000     |

## 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

## Professional Development

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**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

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**Softwares** Stata, L<sup>A</sup>T<sub>E</sub>X, Qualtrics, MS Office

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