

# 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, 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

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

## 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](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: 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

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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)