

# TILMAN FRIES

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May 2023

## CURRENT POSITION

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**WZB Berlin Social Science Center**  
*Doctoral researcher*

08/2018 - Present

## PRIOR EDUCATION

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**Berlin School of Economics**  
*Ph.D. studies in Economics*

10/2017 - Present

**Free University Berlin**  
*M.Sc. in Public Economics*

10/2015 - 10/2017

**Saint Petersburg State University**  
*Visiting student*

10/2016 - 01/2017

**Humboldt University Berlin**  
*B.Sc. in Economics*

10/2012 - 09/2015

## ACADEMIC VISITS

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**Rady School of Management, UC San Diego**  
*Interrupted by covid-19*

02/2020 - 03/2020

## FIELDS

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Primary fields: Behavioral Economics, Experimental Economics

Secondary field: Microeconomic Theory

## WORKING PAPERS

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“Narrative persuasion” (with Kai Barron) [[link](#)]

“Signaling motives in lying games” [[link](#)]

“Competition and moral behavior: A meta-analysis of 45 crowd-sourced experimental designs” (a large project with Christoph Huber, Anna Dreber, and Felix Holzmeister as lead authors),  
**forthcoming, Proceedings of the National Academy of Sciences**

## PUBLICATIONS

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“Observability and lying” (with Uri Gneezy, Agne Kajackaite, and Daniel Parra) [[link](#)],  
**Journal of Economic Behavior & Organization**, 2021, 189, 132-149.

“Because I (don’t) deserve it: Entitlement and lying behavior” (with Daniel Parra) [[link](#)],  
**Journal of Economic Behavior & Organization**, 2021, 185, 495-512.

## WORK IN PROGRESS

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“Priors and prejudice”

“Estimating lying in lying experiments” (draft available)

“Motivated Investor Narratives” (with Kai Barron)

## TEACHING

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Experimental Economics Seminar, MA, FU Berlin (with Jana Friedrichsen)

Summer 2021

## REFEREEING

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American Economic Journal: Economic Policy, Czech Science Foundation, Economic Journal, Economic Theory, Frontiers in Psychology, Games and Economic Behavior, International Review of Economics, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Public Economics, Journal of the Economic Science Association, Quarterly Journal of Economics, Social Justice Research

## PRESENTATIONS AND WORKSHOPS

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**2023:** Interdisciplinary Workshop on Motivated Beliefs (Burghausen); PhD Course on Subjective Beliefs, Attention and Economic Behavior (Kopenhagen); VU Amsterdam; DICE (Düsseldorf); LMU Munich; MPI for Collective Goods (Bonn); University of Leicester; University of Essex **2022:** Econometric Society Winter Meeting (Berlin); ESA Job Market Seminar (online); San Diego Spring School; Reading Retreat on Memory and Beliefs (Kochel); CRC 190 Workshop (Tutzing); GfEW (Salzburg); ESA European Meetings (Bologna); Innsbruck Winter School and Summit **2021:** CRC 190 Workshop (Ohlstadt); Workshop on Beliefs, Narratives, and Memory (Riederau, no presentation) **2020:** CRC 190 Workshop (Online); ESA World Meetings (Online) **2019:** ESA European Meetings (Dijon), Psychological Game Theory Workshop and Summer School (Copenhagen), MBEES (Maastricht); **2018:** FAIR PhD Course with George Loewenstein (Bergen)

## PROFESSIONAL ACTIVITIES

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<b>Co-organizer of the reading retreat on memory and beliefs</b>	2022
<b>Member of the WZB Merit Fellowships selection committee</b>	2021
<b>Academic co-manager of the WZB-TU experimental lab</b>	09/2021 - 09/2022
<b>Deputy member of the academic council, WZB</b>	04/2021 - Present
<b>Member of the academic council, WZB</b>	04/2019 - 03/2021
<b>Co-organizer of the BSE behavioral and experimental economics reading group</b>	04/2019 - 01/2020

## GRANTS/SCHOLARSHIPS

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<b>WZB Seed Money Grant (26,800 €)</b>	2021 - 2022
<i>Funding for project “Persuasion using models” jointly with Kai Barron, Jasmin Droege, and Julio Solis Arce</i>	
<b>Member of CRC 190 “Rationality and Competition”</b>	04/2020 - Present
<b>WZB World Merit Fellowship</b>	02/2020 - 05/2020
<i>Scholarship for research visit to UC San Diego</i>	
<b>ESMT PhD-Fellowship</b>	10/2017 - 07/2018
<i>Scholarship for first-year PhD studies</i>	
<b>DAAD Scholarship</b>	09/2016 - 01/2017
<i>Scholarship for exchange studies in Saint Petersburg</i>	

## OTHER EMPLOYMENT

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**Öko-Institut (Institute for Applied Ecology)**

02/2017 - 10/2017

*Research assistant*

**Humboldt University Berlin**

12/2013 - 09/2016

*Student assistant for Prof. Roland Strausz*

## OTHER

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<b>Programming</b>	Python, R, Stata, oTree, HTML, Javascript
<b>Languages</b>	German, English, Russian