

TILMAN FRIES

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April 2024

CURRENT POSITION

Ludwig Maximilian University of Munich

Assistant professor (non tenure-track)

09/2023 - Present

PRIOR EMPLOYMENT

WZB Berlin Social Science Center

Doctoral researcher

08/2018 - 08/2023

EDUCATION

Humboldt University Berlin

Doctorate (Ph.D.) in Economics, summa cum laude

Advisors: Agne Kajackaite, Dirk Engelmann

10/2017 - 01/2024

Free University Berlin

M.Sc. in Public Economics

10/2015 - 10/2017

Humboldt University Berlin

B.Sc. in Economics

10/2012 - 09/2015

ACADEMIC VISITS

Rady School of Management, UC San Diego

02/2020 - 03/2020

FIELDS

Primary fields: Behavioral Economics, Experimental Economics

Secondary field: Microeconomic Theory

WORKING PAPERS

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

“Signaling motives in lying games,” **revise and resubmit at Games and Economic Behavior** [[link](#)]

PUBLICATIONS

“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) [[link](#)], **Proceedings of the National Academy of Sciences**, 2023, 120, 23, 1-10.

“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

“Narratives, belief movements, and market fluctuations” (with Tony Q. Fan)

“Priors and prejudice”

“Motivated Investor Narratives” (with Kai Barron)

TEACHING

Economic aspects of social media and digital information, MA, LMU Munich	Summer 2024
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Economic aspects of social media and digital information, BA, LMU Munich	Winter 2023/24
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Experimental and behavioral economics, MA, TU Berlin (guest lecture)	Summer 2023
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Experimental economics seminar, MA, FU Berlin (with Jana Friedrichsen)	Summer 2021
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REFEREEING

American Economic Journal: Economic Policy, American Economic Review, 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, PLOS One, Scandinavian Journal of Economics, Quarterly Journal of Economics, Social Justice Research

CONFERENCES, SEMINARS, AND WORKSHOPS

2024: University of Vienna (scheduled), EAYE Annual Meeting (Paris, scheduled), NYU-CESS Workshop on Mental Models (scheduled), Ifo Conference on Institutional Economics (Fürth); **2023:** Vfs Regensburg, 7th SAFE Household Finance Workshop (Hörsbach), ESA World Meetings (Lyon), Interdisciplinary Workshop on Motivated Beliefs (Burghausen), PhD Course on Subjective Beliefs, Attention and Economic Behavior (Copenhagen), 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

Co-organizer, LMU Micro Brown Bag	10/2023 - Present
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Co-organizer of the reading retreat on memory and beliefs	2022
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Member of the WZB Merit Fellowships selection committee	2021
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Academic co-manager of the WZB-TU experimental lab	09/2021 - 09/2022
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Deputy member of the academic council, WZB	04/2021 - 03/2023
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Member of the academic council, WZB	04/2019 - 03/2021
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Co-organizer of the BSE behavioral and experimental economics reading group	04/2019 - 01/2020
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GRANTS, AWARDS, AND SCHOLARSHIPS

Behavioral Finance e.V. research grant (5000€) <i>with Tony Q. Fan</i>	2024
Vernon Smith Young Talent Award (4000€) <i>with Tony Q. Fan</i>	2023
WZB Seed Money Grant (26,800€) <i>Funding for project "Persuasion using models" jointly with Kai Barron, Jasmin Droege, and Julio Solís Arce</i>	2021 - 2022
Member of CRC 190 "Rationality and Competition"	04/2020 - Present
WZB World Merit Fellowship <i>Scholarship for research visit to UC San Diego</i>	02/2020 - 05/2020
ESMT PhD-Fellowship <i>Scholarship for first-year PhD studies</i>	10/2017 - 07/2018
DAAD Scholarship <i>Scholarship for exchange studies in Saint Petersburg</i>	09/2016 - 01/2017

OTHER EMPLOYMENT

Öko-Institut (Institute for Applied Ecology) <i>Research assistant</i>	02/2017 - 10/2017
Humboldt University Berlin <i>Student assistant for Prof. Roland Strausz</i>	12/2013 - 09/2016

OTHER

Programming Languages	Python, R, Stata, oTree, HTML, Javascript German, English, Russian
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