

TILMAN FRIES

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July 2023

CURRENT POSITION

WZB Berlin Social Science Center
Doctoral researcher

08/2018 - Present

PRIOR EDUCATION

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

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” [[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

“Priors and prejudice”

“Estimating lying in lying experiments” (draft available)

“Motivated Investor Narratives” (with Kai Barron)

TEACHING

Experimental and Behavioral Economics, MA, TU Berlin (guest lecture)	Summer 2023
Experimental Economics Seminar, MA, FU Berlin (with Jana Friedrichsen)	Summer 2021

REFEREEING

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, PLOS One, Quarterly Journal of Economics, Social Justice Research

PRESENTATIONS AND WORKSHOPS

2023: 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 (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), GfW (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 of the reading retreat on memory and beliefs	2022
Member of the WZB Merit Fellowships selection committee	2021
Academic co-manager of the WZB-TU experimental lab	09/2021 - 09/2022
Deputy member of the academic council, WZB	04/2021 - Present
Member of the academic council, WZB	04/2019 - 03/2021
Co-organizer of the BSE behavioral and experimental economics reading group	04/2019 - 01/2020

GRANTS/SCHOLARSHIPS

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*Scholarship for first-year PhD studies*

10/2017 - 07/2018

DAAD Scholarship*Scholarship for exchange studies in Saint Petersburg*

09/2016 - 01/2017

OTHER EMPLOYMENT

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

02/2017 - 10/2017

Humboldt University Berlin*Student assistant for Prof. Roland Strausz*

12/2013 - 09/2016

OTHER

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