

TILMAN FRIES

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November 2025

CURRENT AND PAST EMPLOYMENT

Ludwig Maximilians University of Munich <i>Assistant professor (non tenure-track)</i>	09/2023 - Present
WZB Berlin Social Science Center <i>Doctoral researcher</i>	08/2018 - 08/2023

AFFILIATIONS

Affiliate, CESifo research network	04/2024 - Present
Member of CRC 190 "Rationality and Competition"	04/2020 - Present

EDUCATION

Humboldt University Berlin <i>Doctorate (Ph.D.) in Economics, summa cum laude</i> <i>Advisors: Agne Kajackaite, Dirk Engelmann</i>	10/2017 - 03/2024
Free University Berlin <i>M.Sc. in Public Economics</i>	10/2015 - 10/2017
Humboldt University Berlin <i>B.Sc. in Economics</i>	10/2012 - 09/2015

WORKING PAPERS

- "Narrative persuasion" (with Kai Barron) [\[link\]](#), *revise and resubmit at the American Economic Review*.
- "Narrative persuasion: A brief introduction" (with Kai Barron) [\[link\]](#), *prepared for the Encyclopedia of Experimental Social Science*.

PUBLICATIONS

- "Signaling motives in lying games" [\[link\]](#), *Games and Economic Behavior*, 2024, 147, 338-376.
- "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 economic fluctuations” (with Tony Q. Fan)

“Fake news, trolling, and information transmission” (with Steffen Huck and Pauline Vorjohann)

“Narratives and the act of choosing” (with Kai Barron)

“The possibility of honesty” (with Daniel Parra)

“A theory of authenticity”

“Stereotypes and selective memory” (with Kai Barron and Charlotte Martres)

TEACHING

Behavioral finance, BA seminar, LMU Munich	Winter 2025/26
Behavioral economics, PhD seminar, LMU Munich	Summer 2025
Behavioral economic theory, MA lecture + tutorial, LMU Munich	Summer 2025
Behavioral game theory, MA seminar, LMU Munich	Winter 2024/25
Narratives in economics, PhD lecture, NMB Summer School	Winter 2024/25
Economic aspects of social media and digital information, MA seminar, LMU Munich	Summer 2024
Economic aspects of social media and digital information, BA seminar, LMU Munich	Winter 2023/24
Experimental and behavioral economics, MA, TU Berlin (guest lecture)	Summer 2023
Experimental economics seminar, MA seminar, FU Berlin (with Jana Friedrichsen)	Summer 2021

REFEREEING

Journals. AEJ: Policy, American Economic Review, Economic Journal, Economic Theory, Frontiers in Education, Frontiers in Psychology, Games and Economic Behavior, International Review of Economics, Journal of Behavioral and Experimental Economics, Journal of Economic Behavior & Organization, Journal of Economics & Management Strategy, Journal of Political Economy, Journal of Public Economics, Journal of the Economic Science Association, Journal of the European Economic Association, JPE Micro, Management Science, PLOS One, Quarterly Journal of Economics, Scandinavian Journal of Economics, Social Justice Research

Conferences. EAYE Conference

Grants. Czech Science Foundation, Fritz Thyssen Foundation

STUDENTS

PhD supervision: Third supervisor of Yutaka Makabe (LMU, ongoing).

Master's supervision: 12 Master's theses supervised at LMU.

CONFERENCES, SEMINARS, AND WORKSHOPS

2026: Penn State (scheduled); **2025:** Helsinki GSE, ESA European Meetings Brno, Lindau Nobel Meeting in Economic Sciences, EAYE Annual Meeting London; **2024:** Workshop on Narratives, Memory, and Beliefs Riederau, EEA-ESEM Rotterdam, University of Vienna, SEF Conference Stavanger, EAYE Annual Meeting Paris, NYU-CESS Workshop on Mental Models (participant), Ifo Conference on Institutional Economics; **2023:** Vfs Regensburg, 7th SAFE Household Finance Workshop, ESA World Meetings Lyon, Interdisciplinary Workshop on Motivated Beliefs Burghausen, PhD Course on Subjective Beliefs, Attention and Economic Behavior Copenhagen (poster), 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, San Diego Spring School (poster), Reading Retreat on Memory and Beliefs Kochel, CRC 190 Workshop Tutzing, GfW Salzburg, ESA European Meetings Bologna, Innsbruck Winter School and Summit (participant); **2021:** CRC 190 Workshop Ohlstadt, Workshop on Beliefs, Narratives, and Memory Riederau (participant); **2020:** CRC 190 Workshop Online, ESA World Meetings Online; **2019:** ESA European Meetings Dijon, Psychological Game Theory Workshop and Summer School Copenhagen (poster), MBEEs Maastricht; **2018:** FAIR PhD Course with George Loewenstein Bergen (participant)

PROFESSIONAL ACTIVITIES

Co-organizer, LMU Micro Brown Bag	10/2023 - Present
Co-organizer; Workshop on Beliefs, Narratives, and Memory	2022 - Present
Co-organizer, Young Economists Workshop at the CRC 190 Retreat	2024
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 - 03/2023
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, AWARDS, AND SCHOLARSHIPS

LMU JF Grant ($\approx 5,500\text{€}$)	2025
Behavioral Finance e.V. research grant ($5,000\text{€}$) <i>with Tony Q. Fan</i>	2024
Vernon Smith Young Talent Award ($4,000\text{€}$) <i>with Tony Q. Fan</i>	2023
WZB Seed Money Grant ($26,800\text{€}$) <i>Funding for project "Persuasion using models" jointly with Kai Barron, Jasmin Droege, and Julio Solís Arce</i>	2021 - 2022
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

ACADEMIC VISITS

Aalto University	09/2025 - 10/2025
Rady School of Management, UC San Diego	02/2020 - 03/2020

NON PEER-REVIEWED OR NON-ACADEMIC WRITING

“Replication Report: The Welfare Effects of Pride and Shame” [\[link\]](#), *I4R Discussion Paper Series No. 64*, 2023.

“Hauptsache in sich stimmig” (with Kai Barron) [\[link\]](#), *WZB Mitteilungen*, 2022, 4, 46-49.

“Conflicts of resolve” (with Daniele Caliori) [\[link\]](#), *War in Europe: Causes and consequences*, 2022.

OTHER EMPLOYMENT

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

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