

# TILMAN FRIES

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Web: [tilmanfries.github.io](https://tilmanfries.github.io)

September 2023

## CURRENT POSITION

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**Ludwig Maximilian University of Munich**  
*Assistant professor (non tenure-track)*

09/2023 - Present

## PRIOR EMPLOYMENT

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

08/2018 - 08/2023

## 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**

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](#)]

## PUBLICATIONS

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“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

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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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Economic aspects of social media and digital information, BA, LMU Munich Winter 2023/24

Experimental and behavioral economics, MA, TU Berlin (guest lecture) Summer 2023

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

## PRESENTATIONS AND WORKSHOPS

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**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

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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

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WZB Seed Money Grant (26,800 €) 2021 - 2022

*Funding for project “Persuasion using models” jointly with Kai Barron, Jasmin Droege, and Julio Solís Arce*

Member of CRC 190 “Rationality and Competition” 04/2020 - Present

02/2020 - 05/2020

10/2017 - 07/2018

09/2016 - 01/2017

02/2017 - 10/2017

12/2013 - 09/2016

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