

# TILMAN FRIES

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November 2022

## GRADUATE STUDIES

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**Berlin School of Economics** 10/2017 - Present  
Ph.D. studies in Economics  
Dissertation: "*Essays in Behavioral Economics*"  
Expected completion date: May 2023

## REFERENCES

**Agne Kajackaite**  
University of Milan  
[agne.kajackaite@unimi.it](mailto:agne.kajackaite@unimi.it)

**Dirk Engelmann**  
Humboldt University Berlin  
[dirk.engelmann@hu-berlin.de](mailto:dirk.engelmann@hu-berlin.de)

**Uri Gneezy**  
UC San Diego  
[ugneezy@ucsd.edu](mailto:ugneezy@ucsd.edu)

## CURRENT POSITION

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**WZB Berlin Social Science Center** 08/2018 - Present  
*Doctoral researcher*

## PRIOR EDUCATION

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**Free University Berlin** 10/2015 - 10/2017  
*M.Sc. in Public Economics*

**Saint Petersburg State University** 10/2016 - 01/2017  
*Visiting student*

**Humboldt University Berlin** 10/2012 - 09/2015  
*B.Sc. in Economics*

## ACADEMIC VISITS

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**Rady School of Management, UC San Diego** 02/2020 - 03/2020  
*Interrupted by covid-19*

## 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](#)] (Job Market Paper)

**Abstract:** Modern life offers nearly unbridled access to information; it is the harnessing of this information to guide decision-making that presents a challenge. In this paper, we study how one individual may try to shape how another individual interprets objective information by proposing a causal explanation (or narrative) that makes sense of this objective information. Using an experiment, we study the use of narratives as a persuasive tool in the context of financial advice, where advisors may hold incentives that differ from those of the individuals they are advising. Our results reveal several insights about the underlying mechanisms that govern narrative persuasion. First, we show that advisors construct self-interested narratives and make them persuasive by tailoring them to fit the objective information. Second, we demonstrate that advisors are able to shift investors’ beliefs about the future performance of a company. Third, we identify the types of narratives that investors adopt, namely those that fit the objective information well. Finally, we evaluate the efficacy of several potential policy interventions aimed at protecting investors. We find that narrative persuasion is difficult to protect against.

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

**Abstract:** This paper studies the implications of agents signaling their moral type in a lying game. In the theoretical analysis, a signaling motive emerges where agents dislike being suspected of lying and where some lies are more stigmatized than others. The equilibrium prediction of the model can explain experimental data from previous studies, in particular on partial lying, where individuals lie to gain a non payoff-maximizing amount. I discuss the relationship with theoretical models of lying that conceptualize the image concern as an aversion to being suspected of lying and provide applications to narratives, learning, and the disclosure of lies.

“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)  
**revise & resubmit at 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, Social Justice Research

## PRESENTATIONS AND WORKSHOPS

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

## OTHER EMPLOYMENT

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

## OTHER

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