

# Benjamin S. Manning

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## Education

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### Massachusetts Institute of Technology

Ph.D. Management Science, Information Technology

2022 - Present

S.M. Management Research

2022 - 2024

Committee: [John Horton](#) (Main Advisor); [Christopher Avery](#)

### Harvard University

M.P.P. Economic & Social Policy

2019 - 2021

### Washington University in St. Louis

B.A. Mathematics

2013 - 2017

## Research

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1. Effect Size Magnification: No Variable is as Important as the One You're Thinking About—While You're Thinking About It  
(with Linnea Gandhi & Angela L. Duckworth)  
*Current Directions in Psychological Science* - *Forthcoming*
2. Automated Social Science: Language Models as Scientist and Subjects [\[pdf\]](#)  
(with Kehang Zhu & John J. Horton)<sup>1</sup>  
*Under Review*
3. Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus? [\[pdf\]](#)  
(with John J. Horton & Apostolos Filippas)  
*The Review of Economics and Statistics* - *Revise & Resubmit*

## In Proceedings

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1. Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus?  
(with John J. Horton & Apostolos Filippas)  
*ACM Transactions on Economics and Computation (EC)* - 2024

## In Progress

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1. The Co-Evolution of Generative Models and User Prompting  
(with Mohammed Alsobay, David Holtz, Eaman Jahani, Christos Nicolaides, Siddharth Suri, Hong-Yi TuYe, & Joe Zhang)
2. Nudging Teachers: A Megastudy To Increase Math Achievement Among 3 Million Elementary School Students  
(with Angela L. Duckworth, Katherine L. Milkman, & 26 others)
3. Discovering Data-Driven Nudges to Help Students Learn  
(with Colin Camerer, Angela Duckworth, Marcos Gallo, & Sean Hu).

## Conference & Invited Speaking Presentations

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**2024:** Machine Learning in Science (MLiS) Conference (*invited special session*); Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; NBER Digital Economics and Artificial Intelligence Summer Institute; International Conference on Computational Social Science;<sup>2</sup> ZEW Conference on the Economics of ICT; ACM Collective Intelligence 2024;<sup>2</sup> International Conference of the French Association of Experimental Economics (*invited special session*); Instacart Economics Team; Statistical Conference in E-Commerce Research; Wharton AI

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<sup>1</sup>Indicates that I am the first or jointly first author

<sup>2</sup>Coauthor presenting joint work

and the Future of Work Conference; International Meeting on Experimental and Behavioral Social Sciences (*invited special session*); MIT IDE Annual Conference; Microsoft Research AI, Cognition, and the Economy Workshop; Measuring Development: AI, the Next Generation at the World Bank; American Physical Society's March Meeting<sup>2</sup>

**2023:** Interactive Causal Learning Conference; MIT CSAIL'S FutureTech Research Project; Conference On Digital Experimentation; Talking to Machines AI Workshop at Oxford University

## Teaching

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### Teaching Fellow

API-101Z: Markets and Failures. Chris Avery (Harvard—MPP) Fall 2023, Fall 2024

### Teaching Assistant

15.572: Analytics Lab. Sinan Aral & Abdullah Almaatouq (MIT—MBAn, MBA) Summer 2023

OIDD-7050: Leading with Grit. Angela Duckworth (Penn—MBA) Spring 2022

PSYCH-399: Research Seminar. Angela Duckworth (Penn—Undergrad) Fall 2021, Spring 2022

API-500: Applied Intensive Policy Seminar. Joe Aldy & Jack Donahue (Harvard—MPP) Spring 2021

API-202Z: Econometrics II. Teddy Svoronos (Harvard—MPP) Spring 2021

API-101Z: Markets and Failures. Chris Avery (Harvard—MPP) Fall 2020

DPI-610: Big Data for Politics. Benjamin Schneer (Harvard—MPP, MPA, Undergrad) Spring 2020

## Professional Experience

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- **Research Assistant**, John Horton (MIT) 2023 - 2024
- **Research Assistant**, Angela Duckworth (Penn) 2021 - 2022
- **Research Assistant**, Jon Rogowski (UChicago) 2020 - 2022
- **Research Assistant**, Sydney Finkelstein (Dartmouth) 2018 - 2019
- **High School Math Teacher**, Phetpittayakom School, Thailand 2017 - 2018
- **Execution Trading Intern**, Optiver, Chicago 2016

## Honors & Awards

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MIT Sloan PhD Fellowship (~ \$250,000) 2022 – Present  
Kosciuszko Foundation Scholarship (\$6,500) 2019 & 2022  
College Honors—Cumulative Undergraduate GPA Award 2017  
Order of Omega Honor Society 2016

## Affiliations

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*MIT Initiative on the Digital Economy*, Research Team  
*Heterodox Academy*, Member

## Professional Service

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*Conference on Digital Experimentation (CODE)*, *ACM-Collective Intelligence*, *International Conference on Information Systems (ICIS)*, *Sociological Science*

## References

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**John Horton** - Associate Professor of Information Technologies - MIT  
**Angela Duckworth** - Professor of Psychology - Penn  
**Christopher Avery** - Professor of Public Policy - Harvard  
**Colin Camerer** - Professor of Behavioral Economics - CalTech  
**Sydney Finkelstein** - Professor Of Management - Dartmouth  
**Jon Rogowski** - Professor of Political Science - UChicago