Benjamin S. Manning

CONTACT	bmanning (at) mit.edu ⬦ benjaminmanning.io

EDUCATION

Massachusetts Institute of Technology
Ph.D. Management Science, Information Technology — 2022 - Present
S.M., Management Research — 2024

Harvard University
M.P.P. Economic & Social Policy — 2021

Washington University in St. Louis
B.A. Mathematics (College Honors) — 2017

REFERENCES

John Horton (Chair)
MIT Sloan School of Management
jjhorton (at) mit.edu

Christopher Norio Avery
Harvard Kennedy School
christopher_avery (at) hks.harvard.edu

Colin F. Camerer
California Institute of Technology
camerer (at) caltech.edu

Siddharth Suri
Microsoft Research
siddharth.suri (at) microsoft.com

GRANTS ($483,325)

Schmidt Sciences AI at Work Award ($193,325; PI)	2025
Emergent Ventures Fast Grant ($50,000; PI)	2025
MIT GenAI Impact Consortium & OpenAI ($180,000; Co-PI w/ John Horton)	2025
Schmidt Sciences Grant Proposal Award ($10,000; PI)	2025
Emergent Ventures Fast Grant ($50,000; PI)	2024

AWARDS & SCHOLARSHIPS

WISE Best Paper Award	2025
Harvard Distinction in Student Teaching Award	2025
Becker Friedman Institute Price Theory Summer Camp	2025
Kosciuszko Foundation Tuition Scholarship ($6,500)	2019 & 2022

WORKING PAPERS

General Social Agents
(**Benjamin S. Manning**[1] & John Horton)
Under Review

- WISE 2025 Best Paper Award
- Media: Marginal Revolution

Automated Social Science: Language Models as Scientist and Subjects
(**Benjamin S. Manning**[1], Kehang Zhu[1], & John Horton)
Reject & Resubmit at *The Quarterly Journal of Economics*

- Media: Marginal Revolution

Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus?
(John Horton[1], Apostolos Filippas[1], **Benjamin S. Manning**[1])
Revise & Resubmit at *The Review of Economics and Statistics*

- Extended abstract at *ACM Conference on Economics & Computation (EC '24)*

Prompt Adaptation as a Dynamic Complement in Generative AI Systems
(Eaman Jahani[1], **Benjamin S. Manning**, Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaides, Siddharth Suri, & David Holtz)
Revise & Resubmit at *Information Systems Research Under Review*

- Media: Marginal Revolution, MIT Ideas Made to Matter

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[1]Indicates first author or co-first authors

PEER-REVIEWED PUBLICATIONS	**National Megastudy Shows that Email Nudges to Elementary School Teachers Boost Student Math Achievement, Particularly When Personalized** (Angela Duckworth[1], Katherine Milkman, ... **Benjamin S. Manning**, ..., & 26 others) *Proceedings of the National Academy of Sciences,* 2025

Effect Size Magnification: No Variable is as Important as the One You're Thinking About—While You're Thinking About It
(Linnea Gandhi[1], **Benjamin S. Manning**, & Angela Duckworth)
Current Directions in Psychological Science, 2024

- Top 10 most downloaded Association for Psychological Science (APS) journal articles in 2024
- Media: Under the Cortex

PUBLISHED CONFERENCE PROCEEDINGS	**Strategic Tradeoffs Between Humans and AI in Multi-Agent Bargaining** (Crystal Qian[1], Kehang Zhu[1], John Horton, **Benjamin S. Manning**, Vivian Tsai, James Wexler, & Nithum Thain) *ACM Conference on Intelligent User Interfaces (IUI), 2026*

BOOK CHAPTERS	**The Coasean Singularity? Demand, Supply, and Market Design with AI Agents** (Peyman Shahidi[1], Gili Rusak[1], **Benjamin S. Manning**[1], Andrey Fradkin[1], & John Horton[1]) Forthcoming in *The Economics of Transformative AI*

- Media: Marginal Revolution

IN PROGRESS	**A Paragraph is Worth 1,000 Choices: Towards Scalable Preference Elicitation with Artificial Intelligence** (Gili Rusak[1], **Benjamin S. Manning**[1], & John Horton)

A Data-Driven Approach to Designing Better Nudges: A Case Study in Math Education
(Marcos Gallo[1], Sean S. Hu[1], **Benjamin S. Manning**, Angela Duckworth, & Colin Camerer)

Recapitulating all of Experimental Economics with AI Agents
(**Benjamin S. Manning**[1] & John Horton[1])

Will The Real Psychohistory Please Stand Up?
(**Benjamin S. Manning**[1] & John Horton)

INVITED TALKS[2]	**2026:** Digital Economy Workshop Athens; Chapman University Brownbag Seminar; AEA Annual Meeting;

2025: Workshop on Information Systems and Economics (WISE); Conference on AI, Machine Learning, and Business Analytics; George Mason University Center for Public Choice Seminar[3]; Dartmouth Economics Seminar; North American Meeting of the Economic Science Association (ESA); Instacart Economics Team Seminar; NYU Workshop on AI and the Future of Collaborative Innovation; KOF ETH Zurich and IZA Workshop: Matching Workers and Jobs Online; Machine Learning in Economics Summer Conference (MLESC25); Academy of Management (AOM) Annual Meeting; International Conference on Computational Social Science (IC2S2); ZEW Conference on the Economics of ICT[3]; Wharton AI and the Future of Work Conference; AI, Mechanism Design and Human Behavior: Experiments and Theory NBER/CEME Decentralization Conference; Khipu Latin American Meeting in AI; Artificially Intelligent Social Science Workshop (Oxford); AEA Annual Meeting;

2024: Workshop on Information Systems and Economics (WISE)[3]; Conference on AI, Machine Learning, and Business Analytics; NABE Tech Economics Conference; Informs Annual Meeting[3]; Machine Learning in Science Conference; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; International Conference on Computational Social Science (IC2S2)[3]; NBER Summer Institute—Digital Economics and AI[3]; ZEW Conference on the Economics of ICT; International Conference of the French Association of Experimental Economics; Instacart Economics

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Team Seminar; Statistical Conference in E-Commerce Research (SCECR): Wharton AI and the Future of Work Conference; International Meeting on Experimental and Behavioral Social Sciences; MIT IDE Annual Conference; Microsoft Research AI, Cognition, and the Economy Workshop; Measuring Development: AI, the Next Generation at the World Bank;

2023: Interactive Causal Learning Conference; MIT CODE; MIT CSAIL's FutureTech Seminar; Talking to Machines AI Workshop at Oxford University

TEACHING

15.575: Economics of Information and Information Technology, **TA for John Horton & Alessandro Acquisti**—MIT, Spring 2026

QSTBA 830: Business Experimentation and Causal Methods, **Guest Lecturer for Andrey Fradkin**—Boston University, Spring 2025

BUSN 38802: Managerial Decision Making; **TA for Richard Thaler**, University of Chicago—Booth London Campus, Fall 2024 (Rating: 4.7/5.0)

API-101Z: Markets and Failures; **TA for Christopher Avery**—Harvard University, Spring 2022 (Rating: 4.6/5.0)

API-101Z: Markets and Failures; **TA for Christopher Avery**—Harvard University, Fall 2023 (Rating: 4.3/5.0)

AFFILIATIONS

MIT Initiative on the Digital Economy, Heterodox Academy

PROFESSIONAL SERVICE

Ad-hoc Reviewer: *Management Science, Proceedings of the National Academy of Sciences, Southern Economic Journal, Conference on Neural Information Processing Systems (NeurIPS), ACM-Collective Intelligence, International Conference on Information Systems (ICIS), Sociological Science, International Conference on Computational Social Science (IC2S2)*

Program Committees: *ACM Conference on Economics and Computation (2026), The Business Implications of Generative AI @ MIT (BIG.AI) (2026), Conference on Digital Experimentation (CODE) (2023)*

EMPLOYMENT

University of Pennsylvania — 2021 - 2022
Research Assistant for Angela Duckworth

University of Chicago — 2020 - 2022
Research Assistant for Jon Rogowski

Dartmouth College — 2018 - 2019
Research Assistant for Sydney Finkelstein

Phetpittayakom School — 2017 - 2018
High School Math Teacher in Thailand

Optiver US LLC — 2016
Execution Trading Intern