# Benjamin S. Manning

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*Last updated December 2024*

## Education

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|---|---|
| Ph.D. Management Science, Information Technology, MIT | 2027 (Expected) |
| *Committee:* John J. Horton (Chair); Christopher Avery | |
| S.M. Management Research, MIT | 2024 |
| M.P.P. Economic & Social Policy, Harvard University | 2021 |
| B.A. Mathematics (College Honors), Washington University in St. Louis | 2017 |

## Working Papers

**The Case and the Place for *Homo Silicus***
(with Kehang Zhu & John J. Horton)
*Working Paper*

**As Generative Models Improve, We Must Adapt Our Prompts**
(with Eaman Jahani, Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaides, Siddharth Suri, & David Holtz)
*Under Review*

**Automated Social Science: Language Models as Scientist and Subjects**
(with Kehang Zhu & John J. Horton)
*The Quarterly Journal of Economics - Reject & Resubmit*

**Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus?**
(with John J. Horton & Apostolos Filippas)
*The Review of Economics and Statistics - Revise & Resubmit*

**Nudging Teachers: A Megastudy To Increase Math Achievement Among 3 Million Elementary School Students**
(with Angela L. Duckworth, Katherine L. Milkman, & 26 others)
*Proceedings of the National Academy of Sciences - Revise & Resubmit*

**Deriving Data-Driven Nudges to Help Students Learn Math**
(with Marcos Gallo, Sean Hu, Angela L. Duckworth, & Colin C. Camerer.)
*Working Paper*

## Journal Publications

**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 - 2024*

## In Proceedings

**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*

## Honors & Awards

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| Mercatus Center Emergent Ventures Fast Grant ($50,000) | 2024 |
| MIT Sloan PhD Fellowship (∼ $250,000) | 2022 – Present |

## Invited Workshop, Conference, & Seminar Presentations

**2025:** Khipu Latin American Meeting in Artificial Intelligence (*Invited Special Economics Session*); American Economic Association (AEA) Annual Meeting

**2024:** Workshop on Information Systems and Economics (WISE);[1] Conference on Artificial Intelligence, Machine Learning, and Business Analytics; National Association for Business Economics (NABE) Tech Economics Conference (*Invited Panelist*); Informs Annual Meeting;[1] AI in Social Science Conference at the University of Chicago; Conference On Digital Experimentation (MIT CODE);[1] Machine Learning in Science (MLiS) Conference (*Invited Special Session*); Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; NBER Summer Institute—Digital Economics and Artificial Intelligence;[1] International Conference on Computational Social Science;[1] ZEW Conference on the Economics of ICT; ACM Collective Intelligence 2024;[1] International Conference of the French Association of Experimental Economics (*Invited Special Session*); Instacart Economics Team Seminar; Statistical Conference in E-Commerce Research; Wharton AI 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[1]

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

## Teaching

**Teaching Fellow**

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|---|---|
| BUSN 38802 92: Managerial Decision Making. Richard Thaler (UChicago—EMBA) | Fall 2024 |
| API-101Z: Markets and Failures. Chris Avery (Harvard—MPP) | Fall 2023, Fall 2024 |

**Teaching Assistant**

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| 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 |

## References

**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

## 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 |

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[1] Coauthor presenting joint work

## Affiliations

[MIT Initiative on the Digital Economy](), Research Team
[Heterodox Academy](), Member

## Professional Service

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