

# Benjamin S. Manning

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CONTACT	bmanning (at) mit.edu ◊ <a href="https://benjaminmanning.io">benjaminmanning.io</a>		
EDUCATION	<b>Massachusetts Institute of Technology</b>		
	Ph.D. Management Science, Information Technology		2022 - Present
	S.M., Management Research		2024
	<b>Harvard University</b>		
	M.P.P. Economic & Social Policy		2021
	<b>Washington University in St. Louis</b>		
	B.A. Mathematics (College Honors)		2017
REFERENCES	John J. Horton (Chair) MIT Sloan School of Management jjhorton (at) mit.edu	Christopher Norio Avery Harvard Kennedy School christopher_avery (at) hks.harvard.edu	
	Siddharth Suri Microsoft Research suri (at) microsoft.com		
GRANTS (\$483,325)	<a href="#">Schmidt Sciences AI at Work Award</a> (\$193,325; PI)		2025
	<a href="#">Emergent Ventures Fast Grant</a> (\$50,000; PI)		2025
	<a href="#">MIT GenAI Impact Consortium &amp; OpenAI</a> (\$180,000; Co-PI w/ John J. Horton)		2025
	<a href="#">Schmidt Sciences Grant Proposal Award</a> (\$10,000; PI)		2025
	<a href="#">Emergent Ventures Fast Grant</a> (\$50,000; PI)		2024
AWARDS & SCHOLARSHIPS	Harvard Distinction in Student Teaching Award		2025
	<a href="#">Becker Friedman Institute Price Theory Summer Camp</a>		2025
	<a href="#">Kosciuszko Foundation Tuition Scholarship</a> (\$6,500)		2019 & 2022
WORKING PAPERS	<a href="#">General Social Agents</a> ( <b>Benjamin S. Manning</b> <sup>1</sup> & John J. Horton) <i>Under Review</i>		
	<a href="#">Automated Social Science: Language Models as Scientist and Subjects</a> ( <b>Benjamin S. Manning</b> <sup>1</sup> , Kehang Zhu <sup>1</sup> , & John J. Horton) Reject & Resubmit at <i>The Quarterly Journal of Economics</i>		
	<a href="#">Prompt Adaptation as a Dynamic Complement in Generative AI Systems</a> (Eaman Jahani <sup>1</sup> , <b>Benjamin S. Manning</b> , Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaides, Siddharth Suri, & David Holtz) Revise & Resubmit at <i>Information Systems Research</i>		
	<a href="#">Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus?</a> (John J. Horton <sup>1</sup> , Apostolos Filippas <sup>1</sup> , <b>Benjamin S. Manning</b> <sup>1</sup> ) Revise & Resubmit at <i>The Review of Economics and Statistics</i> Extended abstract at <i>ACM Conference on Economics &amp; Computation</i> , 2024		
	<a href="#">Strategic Tradeoffs Between Humans and AI in Multi-Agent Bargaining</a> (Crystal Qian <sup>1</sup> , Kehang Zhu <sup>1</sup> , John J. Horton, <b>Benjamin S. Manning</b> , Vivian Tsai, James		

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<sup>1</sup>Indicates first author or co-first authors

Wexler, & Nithum Thain )  
*Under Review*

PEER-  
REVIEWED  
PUBLICATIONS

**National Megastudy Shows that Email Nudges to Elementary School Teachers Boost Student Math Achievement, Particularly When Personalized**

(Angela L. Duckworth<sup>1</sup>, Katherine L. 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<sup>1</sup>, **Benjamin S. Manning**, & Angela Duckworth)  
*Current Directions in Psychological Science*, 2024

BOOK  
CHAPTERS

**The Coasean Singularity? Demand, Supply, and Market Design with AI Agents**

(Peyman Shahidi<sup>1</sup>, Gili Rusak<sup>1</sup>, **Benjamin S. Manning**<sup>1</sup>, Andrey Fradkin<sup>1</sup>, & John J. Horton<sup>1</sup>)

Forthcoming in *The Economics of Transformative AI*

IN PROGRESS

AI Agents Can Enable Superior Market Designs

(Gili Rusak<sup>1</sup>, **Benjamin S. Manning**<sup>1</sup>, & John J. Horton)

Recapitulating all of Experimental Economics with AI Agents

(**Benjamin S. Manning**<sup>1</sup> & John J. Horton<sup>1</sup>)

INVITED  
TALKS<sup>2</sup>

**2026:** Chapman University Brownbag Seminar; AEA Annual Meeting;

**2025:** Workshop on Information Systems and Economics (WISE); Conference on AI, Machine Learning, and Business Analytics; 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<sup>3</sup>; 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)<sup>3</sup>; Conference on AI, Machine Learning, and Business Analytics; NABE Tech Economics Conference; Informs Annual Meeting<sup>3</sup>; Machine Learning in Science Conference; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; International Conference on Computational Social Science (IC2S2)<sup>3</sup>; NBER Summer Institute—Digital Economics and AI<sup>3</sup>; ZEW Conference on the Economics of ICT; International Conference of the French Association of Experimental Economics; Instacart Economics 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

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

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<sup>2</sup>Includes scheduled talks

<sup>3</sup>Co-author presenting joint work.

*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     *Management Science, Southern Economic Journal, Conference on Neural Information Processing Systems (NeurIPS), Conference on Digital Experimentation (CODE), ACM-Collective Intelligence, International Conference on Information Systems (ICIS), Sociological Science, International Conference on Computational Social Science (IC2S2)*

EMPLOYMENT	<b>University of Pennsylvania</b>	2021 - 2022
	Research Assistant for Angela Duckworth and Colin Camerer	
	<b>University of Chicago</b>	2020 - 2022
	Research Assistant for Jon Rogowski	
	<b>Dartmouth College</b>	2018 - 2019
	Research Assistant for Sydney Finkelstein	
	<b>Phetpittayakom School</b>	2017 - 2018
	High School Math Teacher in Thailand	
	<b>Optiver US LLC</b>	2016
	Execution Trading Intern	