

Benjamin S. Manning

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Education

Massachusetts Institute of Technology

Ph.D. Management Science, Information Technology

2022 - Present

S.M. Management Research

2022 - 2024

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

Harvard University

M.P.P. Economic & Social Policy

2019 - 2021

Washington University in St. Louis

B.A. Mathematics, Minor in Creative Writing

2013 - 2017

Working Papers

1. [As Generative Models Improve, People Adapt Their Prompts](#)
(with Eaman Jahani, Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaides, Siddharth Suri, & David Holtz)
Working Paper
2. [Automated Social Science: Language Models as Scientist and Subjects](#)
(with Kehang Zhu & John J. Horton)
The Quarterly Journal of Economics - Reject & Resubmit
3. [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
4. **Nudging Teachers: A Megastudy To Increase Math Achievement Among 3 Million Elementary School Students**
(with Angela L. Duckworth, Katherine L. Milkman, & 26 others)
Under Review
5. **Deriving Data-Driven Nudges to Help Students Learn Math**
(with Marcos Gallo, Sean Hu, Angela L. Duckworth, & Colin C. Camerer.)
Working Paper

Peer Reviewed Articles

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 - 2024

In Proceedings

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

Invited Workshop & Conference Presentations

2025: American Economic Association (AEA) Annual Meeting

2024: Workshop on Information Systems and Economics (WISE);¹ National Association for Business Economics (NABE)

¹Coauthor presenting joint work

Tech Economics Conference (*Invited Panelist*); Informs Annual Meeting;¹ AI in Social Science Conference at the University of Chicago; 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*); 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 Meeting¹

2023: Interactive Causal Learning Conference; Conference On Digital Experimentation; Talking to Machines AI Workshop at Oxford University

Invited Talks & Seminars

2024: Instacart Economics Team
2023: MIT CSAIL’S FutureTech Research Project

Honors & Awards

Mercatus Center Emergent Ventures Fast Grant (\$50,000)	2024
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

Teaching

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 Schnee (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

• 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

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*