

# Benjamin S. Manning

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CONTACT	bmanning (at) mit.edu ◇ <a href="http://benjaminmanning.io">benjaminmanning.io</a>	
EDUCATION	<b>Massachusetts Institute of Technology</b> Ph.D. Management Science, Information Technology S.M., Management Research	2022 - Present 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 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) Emergent Ventures Fast Grant (\$50,000; PI) MIT GenAI Impact Consortium & OpenAI (\$180,000; Co-PI w/ John Horton) Schmidt Sciences Grant Proposal Award (\$10,000; PI) Emergent Ventures Fast Grant (\$50,000; PI)	2025 2025 2025 2025 2024
AWARDS & SCHOLARSHIPS	WISE Best Paper Award Harvard Distinction in Student Teaching Award Becker Friedman Institute Price Theory Summer Camp Kosciuszko Foundation Tuition Scholarship (\$6,500)	2025 2025 2025 2019 & 2022
WORKING PAPERS	<b>General Social Agents</b> ( <b>Benjamin S. Manning</b> <sup>1</sup> & John Horton) <i>Under Review</i> <ul style="list-style-type: none"><li>• Media: <a href="#">Marginal Revolution</a></li><li>• WISE 2025 Best Paper Award</li></ul> <b>Automated Social Science: Language Models as Scientist and Subjects</b> ( <b>Benjamin S. Manning</b> <sup>1</sup> , Kehang Zhu <sup>1</sup> , & John Horton) Reject & Resubmit at <i>The Quarterly Journal of Economics</i> <ul style="list-style-type: none"><li>• Media: <a href="#">Marginal Revolution</a></li></ul> <b>Prompt Adaptation as a Dynamic Complement in Generative AI Systems</b> (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 Under Review</i> <ul style="list-style-type: none"><li>• Media: <a href="#">Marginal Revolution</a>, <a href="#">MIT Ideas Made to Matter</a></li></ul> <b>Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus?</b> (John Horton <sup>1</sup> , Apostolos Filippas <sup>1</sup> , <b>Benjamin S. Manning</b> <sup>1</sup> )	

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

- Media: Under the Cortex

PUBLISHED  
CONFERENCE  
PROCEEDINGS

**Strategic Tradeoffs Between Humans and AI in Multi-Agent Bargaining**  
(Crystal Qian<sup>1</sup>, Kehang Zhu<sup>1</sup>, 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<sup>1</sup>, Gili Rusak<sup>1</sup>, **Benjamin S. Manning**<sup>1</sup>, Andrey Fradkin<sup>1</sup>, & John Horton<sup>1</sup>)  
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<sup>1</sup>, **Benjamin S. Manning**<sup>1</sup>, & John Horton)

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

**Recapitulating all of Experimental Economics with AI Agents**  
(**Benjamin S. Manning**<sup>1</sup> & John 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; George Mason University Center for Public Choice Seminar<sup>3</sup>; 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

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<sup>2</sup>Includes scheduled talks

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

(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

*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, 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), 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