

# Benjamin S. Manning

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Last updated August 2024

## Education

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### 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

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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)  
*Under Review*
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)  
*Working Paper*

## Peer Reviewed Articles

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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 - Forthcoming*

## In Proceedings

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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*

## Conference & Invited Speaking Presentations

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**2025:** American Economic Association (AEA) Annual Meeting

**2024:** National Association for Business Economics (NABE) Tech Economics Conference (*Invited Panelist*); 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;<sup>1</sup> International Conference on Computational Social Science;<sup>1</sup> ZEW Conference on the

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<sup>1</sup>Coauthor presenting joint work

Economics of ICT; ACM Collective Intelligence 2024;<sup>1</sup> International Conference of the French Association of Experimental Economics (*Invited Special Session*); Instacart Economics Team; 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<sup>1</sup>

**2023:** Interactive Causal Learning Conference; MIT CSAIL’S FutureTech Research Project; Conference On Digital Experimentation; Talking to Machines AI Workshop at Oxford University

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

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
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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