

# Benjamin S. Manning

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## Education

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Ph.D. Management Science, Information Technology, MIT	2027 (Expected)
Committee: <a href="#">John J. Horton</a> (Chair); <a href="#">Christopher Avery</a>	
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

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### **From Simple Preferences to Proxies: How Do AI Agents Trade on Our Behalf?**

(with Hal Abelson, John J. Horton, Crystal Qian, Vivian Tsai, James Wexler & Kehang Zhu)

*Working Paper*

### **Some Simple Methods to Better Ideate with AI Agents**

(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

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### **[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

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### 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
Kosciuszko Foundation Scholarship (\$6,500)	2019 & 2022

## Invited Workshop, Conference, & Seminar Presentations<sup>1</sup>

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**2025:** Khipu Latin American Meeting in Artificial Intelligence (*Scheduled*); Artificially Intelligent Social Science Workshop (Oxford) (*Scheduled*); Guest Lecture at Boston University Questrom School of Business (*Scheduled*); American Economic Association (AEA) Annual Meeting (*Scheduled*);

**2024:** Workshop on Information Systems and Economics (WISE); Conference on Artificial Intelligence, Machine Learning, and Business Analytics; National Association for Business Economics (NABE) Tech Economics Conference; Informs Annual Meeting; AI in Social Science Conference at the University of Chicago; Conference On Digital Experimentation (MIT CODE); Machine Learning in Science (MLiS) Conference ; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; NBER Summer Institute—Digital Economics and Artificial Intelligence; International Conference on Computational Social Science; ZEW Conference on the Economics of ICT; ACM Collective Intelligence 2024; International Conference of the French Association of Experimental Economics; 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; 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

**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

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### Teaching Fellow

BUSN 38802 92: Managerial Decision Making. Richard Thaler (UChicago—EMBA) Fall 2024

- “Thanks Ben for such a wonderful class! Best TA I’ve had so far”

API-101Z: Markets and Failures. Chris Avery (Harvard—MPP) Fall 2023, Fall 2024

- “Far an away the best TA out there. He was kind, thoughtful, and helped me develop the skills to independently answer questions”

- “Great examples rooted in our day-to-day lives to help us understand conceptually difficult terms and make them sticky.”

- “Ben created a space that was very informal and comfortable for us to learn and make mistakes in. He clearly cared to help us learn and was very responsive to questions we wanted to review.”

### 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

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<sup>1</sup>Includes coauthors presenting joint work

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

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**John Horton** - Associate Professor of Information Technologies - MIT  
**Christopher Avery** - Professor of Public Policy - Harvard  
**Angela Duckworth** - Professor of Psychology - Penn  
**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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<b>Research Assistant</b> , John Horton (MIT)	2023 - 2024
<b>Research Assistant</b> , Angela Duckworth (Penn)	2021 - 2022
<b>Research Assistant</b> , Jon Rogowski (UChicago)	2020 - 2022
<b>Research Assistant</b> , Sydney Finkelstein (Dartmouth)	2018 - 2019
<b>High School Math Teacher</b> , Phetpittayakom School, Thailand	2017 - 2018
<b>Execution Trading Intern</b> , Optiver, Chicago	2016

## Affiliations

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*MIT Initiative on the Digital Economy*, Research Team  
*Heterodox Academy*, Member

## Professional Service

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