

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

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

Invited Workshop, Conference, & Seminar Presentations

2025: Khipu Latin American Meeting in Artificial Intelligence (*Invited Special Economics Session*); American Economic Association (AEA) Annual Meeting

2024: Workshop on Information Systems and Economics (WISE);¹ Conference on Artificial Intelligence, Machine Learning, and Business Analytics; National Association for Business Economics (NABE) Tech Economics Conference (*Invited Panelist*); Informs Annual Meeting;¹ AI in Social Science Conference at the University of Chicago; Conference On Digital Experimentation (MIT CODE);¹ 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*); 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 (*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 (MIT CODE); MIT CSAIL'S FutureTech Seminar; Talking to Machines AI Workshop at Oxford University

Teaching

Teaching Fellow

BUSN 38802 92: Managerial Decision Making. Richard Thaler (UChicago—EMBA)
API-101Z: Markets and Failures. Chris Avery (Harvard—MPP)

Fall 2024
Fall 2023, Fall 2024

Teaching Assistant

15.572: Analytics Lab. Sinan Aral & Abdullah Almaatouq (MIT—MBAn, MBA)
OIDD-7050: Leading with Grit. Angela Duckworth (Penn—MBA)
PSYCH-399: Research Seminar. Angela Duckworth (Penn—Undergrad)
API-500: Applied Intensive Policy Seminar. Joe Aldy & Jack Donahue (Harvard—MPP)
API-202Z: Econometrics II. Teddy Svoronos (Harvard—MPP)
API-101Z: Markets and Failures. Chris Avery (Harvard—MPP)
DPI-610: Big Data for Politics. Benjamin Schneer (Harvard—MPP, MPA, Undergrad)

Summer 2023
Spring 2022
Fall 2021, Spring 2022
Spring 2021
Spring 2021
Fall 2020
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

¹Coauthor presenting joint work

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*