

Benjamin S. Manning

CONTACT	bmanning (at) mit.edu ◊ benjaminmanning.io	
EDUCATION	Massachusetts Institute of Technology Ph.D. Management Science, Information Technology S.M., Management Research	2022 - Present 2024
	Harvard University M.P.P. Economic & Social Policy	2021
	Washington University in St. Louis 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	General Social Agents (Benjamin S. Manning ¹ & John Horton) <i>Under Review</i> <ul style="list-style-type: none">WISE 2025 Best Paper AwardMedia: Marginal Revolution Automated Social Science: Language Models as Scientist and Subjects (Benjamin S. Manning ¹ , Kehang Zhu ¹ , & John Horton) Reject & Resubmit at <i>The Quarterly Journal of Economics</i> <ul style="list-style-type: none">Media: Marginal Revolution Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus? (John Horton ¹ , Apostolos Filippas ¹ , Benjamin S. Manning ¹) Revise & Resubmit at <i>The Review of Economics and Statistics</i> <ul style="list-style-type: none">Extended abstract at <i>ACM Conference on Economics & Computation (EC '24)</i> Prompt Adaptation as a Dynamic Complement in Generative AI Systems (Eaman Jahani ¹ , Benjamin S. Manning , 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">Media: Marginal Revolution, MIT Ideas Made to Matter	2025 2025 2025 2025 2024

¹Indicates 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 Duckworth¹, 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 Gandhi¹, Benjamin S. Manning, & Angela Duckworth)
Current Directions in Psychological Science, 2024

- Top 10 most downloaded Association for Psychological Science (APS) journal articles in 2024
- Media: [Under the Cortex](#)

PUBLISHED
CONFERENCE
PROCEEDINGS

Strategic Tradeoffs Between Humans and AI in Multi-Agent Bargaining

(Crystal Qian¹, Kehang Zhu¹, 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 Shahidi¹, Gili Rusak¹, Benjamin S. Manning¹, Andrey Fradkin¹, & John Horton¹)
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 Rusak¹, Benjamin S. Manning¹, & John Horton)

A Data-Driven Approach to Designing Better Nudges: A Case Study in Math Education

(Marcos Gallo¹, Sean S. Hu¹, Benjamin S. Manning, Angela Duckworth, & Colin Camerer)

Recapitulating all of Experimental Economics with AI Agents

(Benjamin S. Manning¹ & John Horton¹)

Will The Real Psychohistory Please Stand Up?

(Benjamin S. Manning¹ & John Horton)

INVITED
TALKS²

2026: MIT Center for Information Systems Research (CISR) Hot Topic Webinar; The Business Implications of Generative AI (BIG.AI); Digital Economy Workshop Athens; 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 Seminar³; 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 ICT³; 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)³; Conference on AI, Machine Learning, and Business Analytics; NABE Tech Economics Conference; Informs Annual Meeting³; Machine Learning in Science Conference; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; International Conference on Computational Social Science (IC2S2)³; NBER Summer Institute—Digital Economics and AI³; ZEW Conference on the Economics of ICT; International Conference of the French Association of Experimental Economics; Instacart Economics

²Includes scheduled talks

³Co-author presenting joint work.

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

15.575: Economics of Information and Information Technology, **TA for John Horton & Alessandro Acquisti**—MIT, Spring 2026

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, Proceedings of the National Academy of Sciences, 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), The Business Implications of Generative AI (BIG.AI) (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	