Benjamin S. Manning

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EDUCATION

Massachusetts Institute of Technology
Ph.D. Management Science, Information Technology   In Progress
S.M., Management Research   2024

Harvard University
M.P.P. Economic & Social Policy   2021

Washington University in St. Louis
B.A. Mathematics (College Honors)   2017

REFERENCES

John J. Horton (Chair)   Christopher Norio Avery
MIT Sloan School of Management   Harvard Kennedy School
jjhorton (at) mit.edu   christopher_avery (at) hks.harvard.edu

Angela L. Duckworth
The Wharton School at the
University of Pennsylvania
duckwort (at) wharton.upenn.edu

WORKING PAPERS

AI Agents Can Enable Superior Market Designs (with Gili Rusak & John J. Horton)

Prompt as Theory: Constructing AI Subjects that Better Predict Humans in New Settings (with John J. Horton)

Strategic Tradeoffs Between Humans and AI in Multi-Agent Bargaining (with John J. Horton, Crystal Qian, Vivian Tsai, James Wexler, Nithum Thain & Kehang Zhu)
Under Review

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 John J. Horton & Kehang Zhu)
Reject & Resubmit at *The Quarterly Journal of Economics*

Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus? (with John J. Horton & Apostolos Filippas)
Revise & Resubmit at *The Review of Economics and Statistics*
Extended abstract at *ACM Conference on Economics & Computation*, 2024

PUBLICATIONS   National Megastudy Shows that Email Nudges to Elementary School Teachers Boost Student Math Achievement, Particularly When Personalized (with Angela

L. Duckworth, Katherine L. Milkman, & 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 (with Linnea Gandhi & Angela L. Duckworth)
Current Directions in Psychological Science, 2024

IN PROGRESS	A New Kind of Economic Agent (with Christopher Avery, Bruce Schneier, and Peter Zemsky)

GRANTS

Schmidt Sciences AI at Work Award ($10,000)	2025
Emergent Ventures Fast Grant ($50,000)	2024

AWARDS & SCHOLARSHIPS

Becker Friedman Institute Price Theory Summer Camp	2025
Kosciuszko Foundation Tuition Scholarship ($6,500)	2019 & 2022

INVITED TALKS[1]

2026: AEA Annual Meeting;

2025: KOF ETH Zurich and IZA Workshop: Matching Workers and Jobs Online; Machine Learning in Economics Summer Conference (MLESC25); Academy of Management Annual Meeting (Invited Symposium); International Conference on Computational Social Science (IC2S2); ZEW Conference on the Economics of ICT; 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)[2]; Conference on AI, Machine Learning, and Business Analytics; NABE Tech Economics Conference; Informs Annual Meeting[2]; Machine Learning in Science Conference; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; International Conference on Computational Social Science (IC2S2)[2]; NBER Summer Institute—Digital Economics and AI[2]; 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; 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 (TA Rating: 4.7/5.0)

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[1]Includes scheduled talks
[2]Co-author presenting joint work.

- "Thanks Ben for such a wonderful class! Best TA I've had so far"
- "Very clear in explaining concepts in an interesting 'real world' way"

API-101Z: Markets and Failures; TA for Christopher Avery, Harvard University, Spring 2022 (TA Rating: 4.6/5.0)

- "Ben is an excellent teacher-explains concepts in a way which is not condescending but is easy to understand."
- "Humor, clarity, knowledge of the subject, and patience."
- "I think his greatest strength is his evident passion for the material, and his excitement is infectious."

API-101Z: Markets and Failures; TA for Christopher Avery, Harvard University, Fall 2023 (TA Rating: 4.3/5.0)

- "Far and away the best TA out there. 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."

AFFILIATIONS	MIT Initiative on the Digital Economy, Heterodox Academy

PROFESSIONAL SERVICE	*Conference on Digital Experimentation (CODE), ACM-Collective Intelligence, International Conference on Information Systems (ICIS), Sociological Science, International Conference on Computational Social Science (IC2S2)*

EMPLOYMENT		
	University of Pennsylvania	2021 - 2022
	Research Assistant for Angela Duckworth and Colin Camerer	
	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	