

# Benjamin S. Manning

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◇ Human-AI Interaction ◇ Behavioral Economics ◇ Scientific Discovery ◇

## Education

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Ph.D. Management Science, Information Technology, MIT	2027 (Expected)
<i>Committee:</i> <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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*\*Indicates first author or co-first author*

### **\*AI Agents Can Enable Superior Market Designs<sup>1</sup>**

(with Gili Rusak & John J. Horton)

*Under Review*

### **\*Identifying Promising Hypotheses with AI Subjects<sup>1</sup>**

(with John J. Horton)

### **[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*

## Peer-Reviewed Publications

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### **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 - forthcoming*

### **[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*

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<sup>1</sup>Draft available upon request

## 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

## Research in Progress

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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)

### A New Kind of Economic Agent

(with Christopher Avery, Bruce Schneier, and Peter Zemsky)

## 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>2</sup>

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**2025:** Artificial Intelligence, Mechanism Design and Human Behavior: Experiments and Theory 2025 NBER/CEME Decentralization Conference (*Scheduled*); Khipu Latin American Meeting in Artificial Intelligence (*Scheduled*); Artificially Intelligent Social Science Workshop (Oxford); American Economic Association (AEA) Annual Meeting;

**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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### Guest Lecturer—QSTBA 830: Business Experimentation and Causal Methods

Spring 2025

Faculty Instructor: Andrey Fradkin; Level: MSBA students; Boston University

### TA—BUSN 38802: Managerial Decision Making (Rating: 4.7/5.0)

Fall 2024

Faculty Instructor: Richard Thaler; Level: EMBA students; University of Chicago, Booth London Campus

- "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"

### TA—API-101Z: Markets and Failures (Rating: 4.6/5.0)

Fall 2024

Faculty Instructor: Christopher Avery; Level: MPP students; Harvard University

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<sup>2</sup>Includes coauthors presenting joint work

- “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.”

#### **TA—API-101Z: Markets and Failures (Rating: 4.3/5.0)**

Fall 2023

Faculty Instructor: Christopher Avery; Level: MPP students; Harvard University

- “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.”

#### **Pre-Doctoral Teaching**

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. Christopher 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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**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**

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[MIT Initiative on the Digital Economy](#), Research Team

[Heterodox Academy](#), Member

## **Referee Service**

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Conference on Digital Experimentation (CODE), ACM-Collective Intelligence, International Conference on Information Systems (ICIS), Sociological Science, International Conference on Computational Social Science (IC<sup>2</sup>S<sup>2</sup>)