

# Benjamin S. Manning

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CONTACT	bmanning (at) mit.edu ◇ <a href="https://benjaminmanning.io">benjaminmanning.io</a>	
EDUCATION	<b>Massachusetts Institute of Technology</b>	
	Ph.D., Management Science, Information Technology	2027 (expected)
	S.M., Management Research	2024
	<b>Harvard University</b>	
	M.P.P., Economic & Social Policy	2021
	<b>Washington University in St. Louis</b>	
	B.A. Mathematics (College Honors)	2017
REFERENCES	John J. Horton (Chair)	Christopher Norio Avery
	MIT Sloan School of Management	Harvard Kennedy School
	jhorton (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	
FELLOWSHIPS & AWARDS	Emergent Ventures Fast Grant (\$50,000)	2024
	MIT Sloan PhD Fellowship (~\$250,000)	2022
	Kosciuszko Foundation Tuition Scholarship (\$6,500)	2019 & 2022
WORKING PAPERS	AI Agents Can Enable Superior Market Designs <sup>1</sup> (with Gili Rusak & John J. Horton)	
	Systematically Identifying Behavioral Insights from AI Subjects <sup>1</sup> (with John J. Horton)	
	<a href="#">As Generative Models Improve, We Must Adapt Our Prompts</a> (with Eaman Jahani, Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaides, Siddharth Suri, & David Holtz)	
	<i>Under Review</i>	
	<a href="#">Automated Social Science: Language Models as Scientist and Subjects</a> (with John J. Horton & Kehang Zhu)	
	Reject & Resubmit at <i>The Quarterly Journal of Economics</i>	
	<a href="#">Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus?</a> (with John J. Horton & Apostolos Filippas)	
	Revise & Resubmit at <i>The Review of Economics and Statistics</i> Extended abstract at <i>ACM Conference on Economics &amp; Computation</i> , 2024	

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

PUBLICATIONS	<p>National Megastudy Shows that Email Nudges to Elementary School Teachers Boost Student Math Achievement, Particularly When Personalized (with Angela L. Duckworth, Katherine L. Milkman, &amp; 26 others)  <i>Proceedings of the National Academy of Sciences</i>, Forthcoming</p> <p>Effect Size Magnification: No Variable is as Important as the One You’re Thinking About—While You’re Thinking About It (with Linnea Gandhi &amp; Angela L. Duckworth)  <i>Current Directions in Psychological Science</i>, 2024</p>
IN PROGRESS	<p>From Simple Preferences to Proxies: How Do AI Agents Trade on Our Behalf? (with, John J. Horton, Crystal Qian, Vivian Tsai, James Wexler &amp; Kehang Zhu)  A New Kind of Economic Agent (with Christopher Avery, Bruce Schneier, and Peter Zemsky)</p>
INVITED TALKS	<p>2025: AI, Mechanism Design and Human Behavior: Experiments and Theory  2025 NBER/CEME Decentralization Conference (<i>Scheduled</i>); Khipu Latin American Meeting in AI; Artificially Intelligent Social Science Workshop (Oxford); American Economic Association (AEA) Annual Meeting;</p> <p>2024: Workshop on Information Systems and Economics (WISE)<sup>2</sup>; Conference on AI, Machine Learning, and Business Analytics; National Association for Business Economics (NABE) Tech Economics Conference; Informs Annual Meeting<sup>2</sup>; Machine Learning in Science (MLiS) Conference; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; NBER Summer Institute—Digital Economics and AI<sup>2</sup>; 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;</p> <p>2023: Interactive Causal Learning Conference; Conference On Digital Experimentation (MIT CODE); MIT CSAIL’S FutureTech Seminar; Talking to Machines AI Workshop at Oxford University</p>
TEACHING	<p><i>QSTBA 830</i>: Business Experimentation and Causal Methods, Guest Lecturer for Andrey Fradkin—Boston University, Spring 2025</p> <p><i>BUSN 38802</i>: Managerial Decision Making; TA for Richard Thaler, University of Chicago—Booth London Campus, Fall 2024 (TA Rating: 4.7/5.0)</p> <ul style="list-style-type: none"> <li>– “Thanks Ben for such a wonderful class! Best TA I’ve had so far”</li> <li>– “Very clear in explaining concepts in an interesting ‘real world’ way”</li> </ul> <p><i>API-101Z</i>: Markets and Failures; TA for Christopher Avery, Harvard University, Spring 2022 (TA Rating: 4.6/5.0)</p> <ul style="list-style-type: none"> <li>– “Ben is an excellent teacher-explains concepts in a way which is not condescending but is easy to understand.”</li> </ul>

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<sup>2</sup>Co-author presenting joint work.

- “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	<i>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>)</i>	
EMPLOYMENT	<b>University of Pennsylvania</b>	2021 - 2022
	Research Assistant for Angela Duckworth and Colin Camerer	
	<b>University of Chicago</b>	2020 - 2022
	Research Assistant for Jon Rogowski	
	<b>Dartmouth College</b>	2018 - 2019
	Research Assistant for Sydney Finkelstein	
	<b>Phetpittayakom School</b>	2017 - 2018
	High School Math Teacher in Thailand	
	<b>Optiver US LLC</b>	2016
	Execution Trading Intern	