

Benjamin S. Manning

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| CONTACT | bmanning (at) mit.edu ◇ benjaminmanning.io | | |
| 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 Horton (Chair) MIT Sloan School of Management jjhorton (at) mit.edu | Christopher Norio Avery Harvard Kennedy School christopher_avery (at) hks.harvard.edu | |
| GRANTS | MIT Generative AI Impact Consortium & OpenAI (\$150,000) (w/ John Horton) | | 2025 |
| | Schmidt Sciences AI at Work Award (\$10,000) (w/ Gili Rusak & John Horton) | | 2025 |
| | Emergent Ventures Fast Grant (\$50,000) | | 2024 |
| AWARDS & SCHOLARSHIPS | Harvard Distinction in Student Teaching Award | | 2025 |
| | Becker Friedman Institute Price Theory Summer Camp | | 2025 |
| | Kosciuszko Foundation Tuition Scholarship (\$6,500) | | 2019 & 2022 |
| WORKING PAPERS | General Social Agents (w/ John Horton) <i>Working Paper</i> | | |
| | Prompt Adaptation as a Dynamic Complement in Generative AI Systems (w/ Eaman Jahani, Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaides, Siddharth Suri, & David Holtz) Revise & Resubmit at <i>Information Systems Research</i> | | |
| | Automated Social Science: Language Models as Scientist and Subjects (w/ John Horton & Kehang Zhu) Reject & Resubmit at <i>The Quarterly Journal of Economics</i> | | |
| | Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus? (w/ John Horton & Apostolos Filippas) Revise & Resubmit at <i>The Review of Economics and Statistics</i> Extended abstract at <i>ACM Conference on Economics & Computation</i> , 2024 | | |
| PUBLICATIONS | National Megastudy Shows that Email Nudges to Elementary School Teachers Boost Student Math Achievement, Particularly When Personalized (w/ Angela Duckworth, Katherine L. Milkman, & 26 others) <i>Proceedings of the National Academy of Sciences</i> , 2025 | | |
| | Effect Size Magnification: No Variable is as Important as the One You're Thinking About—While You're Thinking About It (w/ Linnea Gandhi & Angela Duckworth) <i>Current Directions in Psychological Science</i> , 2024 | | |
| IN PROGRESS | AI Agents as Economic Agents (w/ John Horton, Peyman Shahidi, Andrey Fradkin, & Gili Rusak) | | |

AI Agents Can Enable Superior Market Designs (w/ Gili Rusak & John Horton)

Strategic Tradeoffs Between Humans and AI in Multi-Agent Bargaining (w/ John Horton, Crystal Qian, Vivian Tsai, James Wexler, Nithum Thain & Kehang Zhu)

Under Review

INVITED TALKS¹

2025: 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 ICT;² 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 Meeting²; 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 AI²; 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 (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

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)

- “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.”

¹Includes scheduled talks

²Co-author presenting joint work.

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| AFFILIATIONS | MIT Initiative on the Digital Economy, Heterodox Academy | |
| PROFESSIONAL SERVICE | <i>Southern Economic Journal, Conference on Neural Information Processing Systems (NeurIPS), Conference on Digital Experimentation (CODE), ACM-Collective Intelligence, International Conference on Information Systems (ICIS), Sociological Science, International Conference on Computational Social Science (IC2S2)</i> | |
| EMPLOYMENT | University of Pennsylvania Research Assistant for Angela Duckworth and Colin Camerer | 2021 - 2022 |
| | University of Chicago Research Assistant for Jon Rogowski | 2020 - 2022 |
| | Dartmouth College Research Assistant for Sydney Finkelstein | 2018 - 2019 |
| | Phetpittayakom School High School Math Teacher in Thailand | 2017 - 2018 |
| | Optiver US LLC Execution Trading Intern | 2016 |