

Benjamin S. Manning

bmannings (at) mit.edu \diamond benjaminmanning.io

Last updated December 2024

Education

Ph.D. Management Science, Information Technology, MIT	2027 (Expected)
<i>Committee:</i> John J. Horton (Chair); Christopher Avery	
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

The Case and the Place for *Homo Silicus*

(with Kehang Zhu & John J. Horton)

Working Paper

[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*

Nudging Teachers: A Megastudy To Increase Math Achievement Among 3 Million Elementary School Students

(with Angela L. Duckworth, Katherine L. Milkman, & 26 others)

Proceedings of the National Academy of Sciences - *Revise & Resubmit*

Deriving Data-Driven Nudges to Help Students Learn Math

(with Marcos Gallo, Sean Hu, Angela L. Duckworth, & Colin C. Camerer.)

Working Paper

Journal Publications

[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 Proceedings

[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

Honors & Awards

[Mercatus Center Emergent Ventures Fast Grant](#) (\$50,000)

MIT Sloan PhD Fellowship (\sim \$250,000)

2024

2022 – Present

Invited Workshop, Conference, & Seminar Presentations

2025: Khipu Latin American Meeting in Artificial Intelligence (*Scheduled*); Artificially Intelligent Social Science Workshop (Oxford) (*Scheduled*); Guest Lecture at Boston University Questrom School of Business (*Scheduled*); American Economic Association (AEA) Annual Meeting (*Scheduled*);

2024: Workshop on Information Systems and Economics (WISE);¹ Conference on Artificial Intelligence, Machine Learning, and Business Analytics; National Association for Business Economics (NABE) Tech Economics Conference; Informs Annual Meeting;¹ AI in Social Science Conference at the University of Chicago; Conference On Digital Experimentation (MIT CODE);¹ Machine Learning in Science (MLiS) Conference ; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; NBER Summer Institute—Digital Economics and Artificial Intelligence;¹ International Conference on Computational Social Science;¹ ZEW Conference on the Economics of ICT; ACM Collective Intelligence 2024;¹ 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 Meeting¹

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

Teaching Fellow

BUSN 38802 92: Managerial Decision Making. Richard Thaler (UChicago—EMBA)	Fall 2024
API-101Z: Markets and Failures. Chris Avery (Harvard—MPP)	Fall 2023, Fall 2024

Teaching Assistant

15.572: Analytics Lab. Sinan Aral & Abdullah Almaatouq (MIT—MBAn, MBA)	Summer 2023
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. Chris Avery (Harvard—MPP)	Fall 2020
DPI-610: Big Data for Politics. Benjamin Schneer (Harvard—MPP, MPA, Undergrad)	Spring 2020

References

John Horton - Associate Professor of Information Technologies - MIT

Angela Duckworth - Professor of Psychology - Penn

Christopher Avery - Professor of Public Policy - Harvard

Colin Camerer - Professor of Behavioral Economics - CalTech

Sydney Finkelstein - Professor Of Management - Dartmouth

Jon Rogowski - Professor of Political Science - UChicago

Professional Experience

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

¹Coauthor presenting joint work

Affiliations

MIT Initiative on the Digital Economy, Research Team

Heterodox Academy, Member

Professional Service

Conference on Digital Experimentation (CODE), ACM-Collective Intelligence, International Conference on Information Systems (ICIS), Sociological Science