

# 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                                   |
| REFERENCES              | <b>Washington University in St. Louis</b>  |  |
|                         | B.A. Mathematics (College Honors)  | 2017                                   |
|                         | 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 |
| FELLOWSHIPS<br>& AWARDS | Angela L. Duckworth  |  |
|                         | The Wharton School at the  |  |
|                         | University of Pennsylvania   |  |
|                         | duckwort (at) wharton.upenn.edu  |  |
|                         | Emergent Ventures Fast Grant (\$50,000)  | 2024                                   |
| WORKING<br>PAPERS       | MIT Sloan PhD Fellowship (~\$250,000)  | 2022                                   |
|                         | Kosciuszko Foundation Tuition Scholarship (\$6,500)  | 2019 & 2022                            |
|                         | AI Agents Can Enable Superior Market Designs <sup>1</sup> (with Gili Rusak & John J. Horton)   |  |
|                         | Algorithmically Extracting Behavioral Insights from Foundation Models <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

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| PUBLICATIONS  | <p><b>National Megastudy Shows that Email Nudges to Elementary School Teachers Boost Student Math Achievement, Particularly When Personalized</b> (with Angela L. Duckworth, Katherine L. Milkman, &amp; 26 others)<br/> <i>Proceedings of the National Academy of Sciences</i>, 2025</p> <p><b>Effect Size Magnification: No Variable is as Important as the One You’re Thinking About—While You’re Thinking About It</b> (with Linnea Gandhi &amp; Angela L. Duckworth)<br/> <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)<br/> A New Kind of Economic Agent (with Christopher Avery, Bruce Schneier, and Peter Zemsky)</p>  |
| INVITED TALKS | <p><i>2025</i>: Academy of Management Annual Meeting (Invited Symposium) (<i>Scheduled</i>); ZEW Conference on the Economics of ICT (<i>Scheduled</i>); AI, Mechanism Design and Human Behavior: Experiments and Theory 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><i>2024</i>: 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><i>2023</i>: 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>   |

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<sup>2</sup>Co-author 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.”

*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.”

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| 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   |             |