

Benjamin S. Manning

| | | | |
|--------------------------|--|---|----------------|
| CONTACT | bmanning (at) mit.edu ◇ benjaminmanning.io | | |
| EDUCATION | Massachusetts Institute of Technology | | |
| | Ph.D. Management Science, Information Technology | | 2022 - Present |
| | 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 J. Horton (Chair) MIT Sloan School of Management jjhorton (at) mit.edu | Christopher Norio Avery Harvard Kennedy School christopher_avery (at) hks.harvard.edu | |
| | Siddharth Suri Microsoft Research suri (at) microsoft.com | | |
| GRANTS (\$483,325) | Schmidt Sciences AI at Work Award (\$193,325; PI) | | 2025 |
| | Emergent Ventures Fast Grant (\$50,000; PI) | | 2025 |
| | MIT GenAI Impact Consortium & OpenAI (\$180,000; Co-PI w/ John J. Horton) | | 2025 |
| | Schmidt Sciences Grant Proposal Award (\$10,000; PI) | | 2025 |
| | Emergent Ventures Fast Grant (\$50,000; Solo PI) | | 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 (Benjamin S. Manning ¹ & John J. Horton) <i>Under Review</i> | | |
| | Automated Social Science: Language Models as Scientist and Subjects (Benjamin S. Manning ¹ , Kehang Zhu ¹ , & John J. Horton) Reject & Resubmit at <i>The Quarterly Journal of Economics</i> | | |
| | Prompt Adaptation as a Dynamic Complement in Generative AI Systems (Eaman Jahani ¹ , Benjamin S. Manning , Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaides, Siddharth Suri, & David Holtz) Revise & Resubmit at <i>Information Systems Research</i> | | |
| | Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus? (John J. Horton ¹ , Apostolos Filippas ¹ , Benjamin S. Manning ¹) Revise & Resubmit at <i>The Review of Economics and Statistics</i> Extended abstract at <i>ACM Conference on Economics & Computation</i> , 2024 | | |
| | Strategic Tradeoffs Between Humans and AI in Multi-Agent Bargaining (Crystal Qian ¹ , Kehang Zhu ¹ , John J. Horton, Benjamin S. Manning , Vivian Tsai, James | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

¹Indicates first author or co-first authors

Wexler, & Nithum Thain)
Under Review

PEER-
REVIEWED
PUBLICATIONS

National Megastudy Shows that Email Nudges to Elementary School Teachers Boost Student Math Achievement, Particularly When Personalized

(Angela L. Duckworth¹, Katherine L. Milkman, ... **Benjamin S. Manning**, ..., & 26 others)
Proceedings of the National Academy of Sciences, 2025

Effect Size Magnification: No Variable is as Important as the One You're Thinking About—While You're Thinking About It

(Linnea Gandhi¹, **Benjamin S. Manning**, & Angela Duckworth)
Current Directions in Psychological Science, 2024

BOOK
CHAPTERS

The Coasean Singularity? Demand, Supply, and Market Design with AI Agents

(Peyman Shahidi¹, Gili Rusak¹, **Benjamin S. Manning**¹, Andrey Fradkin¹, & John J. Horton¹)

Forthcoming in *The Economics of Transformative AI*

IN PROGRESS

AI Agents Can Enable Superior Market Designs

(Gili Rusak¹, **Benjamin S. Manning**¹, & John J. Horton)

Recapitulating all of Experimental Economics with AI Agents

(**Benjamin S. Manning**¹ & John J. Horton¹)

INVITED
TALKS²

2026: Chapman University Brownbag Seminar; AEA Annual Meeting;

2025: Workshop on Information Systems and Economics (WISE); 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 ICT³; 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)³; Conference on AI, Machine Learning, and Business Analytics; NABE Tech Economics Conference; Informs Annual Meeting³; Machine Learning in Science Conference; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; International Conference on Computational Social Science (IC2S2)³; NBER Summer Institute—Digital Economics and AI³; 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

²Includes scheduled talks

³Co-author presenting joint work.

BUSN 38802: Managerial Decision Making; **TA for Richard Thaler**, University of Chicago—Booth London Campus, Fall 2024 (Rating: 4.7/5.0)

API-101Z: Markets and Failures; **TA for Christopher Avery**—Harvard University, Spring 2022 (Rating: 4.6/5.0)

API-101Z: Markets and Failures; **TA for Christopher Avery**—Harvard University, Fall 2023 (Rating: 4.3/5.0)

| | | |
|----------------------|--|-------------|
| AFFILIATIONS | MIT Initiative on the Digital Economy, Heterodox Academy | |
| PROFESSIONAL SERVICE | <i>Management Science, 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 | 2021 - 2022 |
| | Research Assistant for Angela Duckworth and Colin Camerer | |
| | University of Chicago | 2020 - 2022 |
| | Research Assistant for Jon Rogowski | |
| | Dartmouth College | 2018 - 2019 |
| | Research Assistant for Sydney Finkelstein | |
| | Phetpittayakom School | 2017 - 2018 |
| | High School Math Teacher in Thailand | |
| | Optiver US LLC | 2016 |
| | Execution Trading Intern | |