

Benjamin S. Manning

CONTACT	bmanning (at) mit.edu ◇ benjaminmanning.io	
EDUCATION	Massachusetts Institute of Technology	
	Ph.D. Management Science, Information Technology	2027 (expected)
	S.M., Management Research	2024
	Harvard University	
	M.P.P. Economic & Social Policy	2021
EDUCATION	Washington University in St. Louis	
	B.A. Mathematics (College Honors)	2017
REFERENCES	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
	Angela L. Duckworth	
	The Wharton School at the University of Pennsylvania	
FELLOWSHIPS & AWARDS	Emergent Ventures Fast Grant (\$50,000)	2024
	MIT Sloan PhD Fellowship (~\$250,000)	2022
	Kosciuszko Foundation Tuition Scholarship (\$6,500)	2019 & 2022
	AI Agents Can Enable Superior Market Designs ¹ (with Gili Rusak & John J. Horton)	
	Algorithmically Extracting Behavioral Insights from Foundation Models ¹ (with John J. Horton)	
WORKING PAPERS	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)	
	<i>Under Review</i>	
	Automated Social Science: Language Models as Scientist and Subjects (with John J. 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? (with John J. Horton & Apostolos Filippas)	
WORKING PAPERS	Revise & Resubmit at <i>The Review of Economics and Statistics</i>	
	Extended abstract at <i>ACM Conference on Economics & Computation</i> , 2024	

¹Draft 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, & 26 others) <i>Proceedings of the National Academy of Sciences</i>, 2025</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 & 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 & Kehang Zhu) A New Kind of Economic Agent (with Christopher Avery, Bruce Schneier, and Peter Zemsky)</p>
INVITED TALKS	<p>2025: Academy of Management Annual Meeting (Invited Symposium) (<i>Scheduled</i>); ZEW Conference on the Economics of ICT (<i>Scheduled</i>); Wharton AI and the Future of Work Conference (<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>2024: Workshop on Information Systems and Economics (WISE)²; Conference on AI, Machine Learning, and Business Analytics; National Association for Business Economics (NABE) Tech Economics Conference; Informs Annual Meeting²; Machine Learning in Science (MLiS) Conference; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; 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; 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"> – “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” <p><i>API-101Z</i>: Markets and Failures; TA for Christopher Avery, Harvard University,</p>

²Co-author presenting joint work.

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.”

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 (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	