Benjamin S. Manning

Contact

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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

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 *Information Systems Research*

Automated Social Science: Language Models as Scientist and Subjects (w/ John Horton & Kehang Zhu)
Reject & Resubmit at *The Quarterly Journal of Economics*

Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus? (w/ John Horton & Apostolos Filippas)
Revise & Resubmit at *The Review of Economics and Statistics*
Extended abstract at *ACM Conference on Economics & Computation*, 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)
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 (w/ Linnea Gandhi & Angela Duckworth)
Current Directions in Psychological Science, 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)

Simulations that Generalize (w/ 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 Talks[1]

2026: AEA Annual Meeting;

2025: 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] Statistical Conference in E-Commerce Research (SCECR)[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 Meeting[2]; 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 AI[2]; 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."

Affiliations

MIT Initiative on the Digital Economy, Heterodox Academy

[1] Includes scheduled talks
[2] Co-author presenting joint work.

Professional Service

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)

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