

Benjamin S. Manning

bmannings (at) mit.edu ◇ benjaminmanning.io

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Education

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| Ph.D. Management Science, Information Technology, MIT | 2027 (Expected) |
| Committee: 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

[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

Peer-Reviewed 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

Research in Progress¹

[From Simple Preferences to Proxies: How Do AI Agents Trade on Our Behalf?](#)

(with Hal Abelson, John J. Horton, Crystal Qian, Vivian Tsai, James Wexler & Kehang Zhu)

¹ Select drafts available upon request.

Preference Elicitation and Market Design with AI Agents: A Field Experiment

(with Gili Rusak & John J. Horton)

A New Kind of Economic Agent

(with Christopher Avery, Bruce Schneier, and Peter Zemsky)

Some Simple Methods to Better Ideate with AI Subjects

(Sole Author)

Deriving Data-Driven Nudges to Help Students Learn Math

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

Honors & Awards

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

2024

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

2022 – Present

Kosciuszko Foundation Scholarship (\$6,500)

2019 & 2022

Invited Workshop, Conference, & Seminar Presentations²

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

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

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

- *"Thanks Ben for such a wonderful class! Best TA I've had so far"*

API-101Z: Markets and Failures. Chris Avery (Harvard—MPP)

Fall 2023, Fall 2024

- *"Far an away the best TA out there. He was kind, thoughtful, and helped me develop the skills to independently answer questions"*

- *"Ben is an excellent teacher – he is able to explain 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."*

²Includes coauthors presenting joint work

Teaching Assistant

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| 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

Christopher Avery - Professor of Public Policy - Harvard

Angela Duckworth - Professor of Psychology - Penn

Colin Camerer - Professor of Behavioral Economics - CalTech

Sydney Finkelstein - Professor Of Management - Dartmouth

Jon Rogowski - Professor of Political Science - UChicago

Professional Experience

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| 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 |

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, International Conference on Computational Social Science (IC2S2)