Benjamin S. Manning

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Education

Massachusetts Institute of Technology	
Ph.D. Management Science, Information Technology	2022 - Present
S.M. Management Research	2022 - 2024
Committee: John Horton (Chair); Christopher Avery	
Harvard University	
M.P.P. Economic & Social Policy	2019 - 2021
Washington University in St. Louis	
B.A. Mathematics, Minor in Creative Writing	2013 - 2017

Working Papers

1. **As Generative Models Improve, People Adapt Their Prompts**
   (with Eaman Jahani, Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaides, Siddharth Suri, & David Holtz)
   Working Paper

2. **Automated Social Science: Language Models as Scientist and Subjects**
   (with Kehang Zhu & John J. Horton)
   The Quarterly Journal of Economics - Reject & Resubmit

3. **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

4. **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

5. **Deriving Data-Driven Nudges to Help Students Learn Math**
   (with Marcos Gallo, Sean Hu, Angela L. Duckworth, & Colin C. Camerer.)
   Working Paper

Peer Reviewed Articles

1. **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

1. **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

Honors & Awards

Mercatus Center Emergent Ventures Fast Grant ($50,000)	2024
MIT Sloan PhD Fellowship ($\sim$ $250,000)	2022 – Present
Kosciuszko Foundation Scholarship ($6,500)	2019 & 2022

| College Honors—Cumulative Undergraduate GPA Award | 2017 |
| Order of Omega Honor Society | 2016 |

Invited Workshop, Conference, & Seminar Presentations

2025: Khipu Latin American Meeting in Artificial Intelligence (*Invited Special Economics Session*); American Economic Association (AEA) Annual Meeting

2024: Workshop on Information Systems and Economics (WISE);[1] Conference on Artificial Intelligence, Machine Learning, and Business Analytics; National Association for Business Economics (NABE) Tech Economics Conference (*Invited Panelist*); Informs Annual Meeting;[1] AI in Social Science Conference at the University of Chicago; Conference On Digital Experimentation (MIT CODE);[1] Machine Learning in Science (MLiS) Conference (*Invited Special Session*); Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; NBER Summer Institute—Digital Economics and Artificial Intelligence;[1] International Conference on Computational Social Science;[1] ZEW Conference on the Economics of ICT; ACM Collective Intelligence 2024;[1] International Conference of the French Association of Experimental Economics (*Invited Special Session*); 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 (*Invited Special Session*); 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[1]

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 |
| API-101Z: Markets and Failures. Chris Avery (Harvard—MPP) | Fall 2023, Fall 2024 |

Teaching Assistant

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
Angela Duckworth - Professor of Psychology - Penn
Christopher Avery - Professor of Public Policy - Harvard
Colin Camerer - Professor of Behavioral Economics - CalTech
Sydney Finkelstein - Professor Of Management - Dartmouth
Jon Rogowski - Professor of Political Science - UChicago

Professional Experience

- **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

[1]Coauthor presenting joint work

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