

# Benjamin S. Manning

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EDUCATION	<b>Massachusetts Institute of Technology</b>		
	Ph.D. Management Science, Information Technology		2022 - Present
	S.M., Management Research		2024
	<b>Harvard University</b>		
	M.P.P. Economic & Social Policy		2021
	<b>Washington University in St. Louis</b>		
	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 (\$310,000)	<a href="#">Emergent Ventures Fast Grant</a> (\$50,000)		2025
	<a href="#">MIT Generative AI Impact Consortium &amp; OpenAI</a> (\$150,000) (w/ John J. Horton)		2025
	<a href="#">Schmidt Sciences AI at Work Award</a> (\$10,000) (w/ Gili Rusak & John J. Horton)		2025
	<a href="#">Emergent Ventures Fast Grant</a> (\$50,000)		2024
AWARDS & SCHOLARSHIPS	Harvard Distinction in Student Teaching Award		2025
	<a href="#">Becker Friedman Institute Price Theory Summer Camp</a>		2025
	<a href="#">Kosciuszko Foundation Tuition Scholarship</a> (\$6,500)		2019 & 2022
WORKING PAPERS	<a href="#">General Social Agents</a> ( <b>Benjamin S. Manning</b> <sup>1</sup> & John J. Horton) <i>Under Review</i>		
	<a href="#">Automated Social Science: Language Models as Scientist and Subjects</a> ( <b>Benjamin S. Manning</b> <sup>1</sup> , Kehang Zhu <sup>1</sup> , & John J. Horton) Reject & Resubmit at <i>The Quarterly Journal of Economics</i>		
	<a href="#">Prompt Adaptation as a Dynamic Complement in Generative AI Systems</a> (Eaman Jahani <sup>1</sup> , <b>Benjamin S. Manning</b> , Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaides, Siddharth Suri, & David Holtz) Revise & Resubmit at <i>Information Systems Research</i>		
	<a href="#">Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus?</a> (John J. Horton <sup>1</sup> , Apostolos Filippas <sup>1</sup> , <b>Benjamin S. Manning</b> <sup>1</sup> ) Revise & Resubmit at <i>The Review of Economics and Statistics</i> Extended abstract at <i>ACM Conference on Economics &amp; Computation</i> , 2024		
	<a href="#">Strategic Tradeoffs Between Humans and AI in Multi-Agent Bargaining</a> (Crystal Qian <sup>1</sup> , Kehang Zhu <sup>1</sup> , John J. Horton, <b>Benjamin S. Manning</b> , Vivian Tsai, James Wexler, & Nithum Thain ) <i>Under Review</i>		

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<sup>1</sup>Indicates first author or co-first authors

PEER- REVIEWED PUBLICATIONS	<p><b>National Megastudy Shows that Email Nudges to Elementary School Teachers Boost Student Math Achievement, Particularly When Personalized</b> (Angela L. Duckworth<sup>1</sup>, Katherine L. Milkman, ... <b>Benjamin S. Manning</b>, ..., &amp; 26 others) <i>Proceedings of the National Academy of Sciences</i>, 2025</p> <p><b>Effect Size Magnification: No Variable is as Important as the One You're Thinking About—While You're Thinking About It</b> (Linnea Gandhi<sup>1</sup>, <b>Benjamin S. Manning</b>, &amp; Angela Duckworth) <i>Current Directions in Psychological Science</i>, 2024</p>
BOOK CHAPTERS	<p><b>The Coasean Singularity? Demand, Supply, and Market Design with AI Agents</b> (Peyman Shahidi<sup>1</sup>, Gili Rusak<sup>1</sup>, <b>Benjamin S. Manning</b><sup>1</sup>, Andrey Fradkin<sup>1</sup>, &amp; John J. Horton<sup>1</sup>) Forthcoming in <i>The Economics of Transformative AI</i></p>
IN PROGRESS	<p>AI Agents Can Enable Superior Market Designs (Gili Rusak<sup>1</sup>, <b>Benjamin S. Manning</b><sup>1</sup>, &amp; John J. Horton)</p> <p>Recapitulating all of Experimental Economics with AI Agents (<b>Benjamin S. Manning</b><sup>1</sup> &amp; John J. Horton<sup>1</sup>)</p>
INVITED TALKS <sup>2</sup>	<p><b>2026:</b> Chapman University Brownbag Seminar; AEA Annual Meeting;</p> <p><b>2025:</b> 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 ICT<sup>3</sup>; 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;</p> <p><b>2024:</b> Workshop on Information Systems and Economics (WISE)<sup>3</sup>; Conference on AI, Machine Learning, and Business Analytics; NABE Tech Economics Conference; Informs Annual Meeting<sup>3</sup>; Machine Learning in Science Conference; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; International Conference on Computational Social Science (IC2S2)<sup>3</sup>; NBER Summer Institute—Digital Economics and AI<sup>3</sup>; 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;</p> <p><b>2023:</b> Interactive Causal Learning Conference; 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, <b>Guest Lecturer for Andrey Fradkin</b>—Boston University, Spring 2025</p> <p><i>BUSN 38802</i>: Managerial Decision Making; <b>TA for Richard Thaler</b>, University of Chicago—Booth London Campus, Fall 2024 (Rating: 4.7/5.0)</p>

<sup>2</sup>Includes scheduled talks

<sup>3</sup>Co-author presenting joint work.

*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	<b>University of Pennsylvania</b>	2021 - 2022
	Research Assistant for Angela Duckworth and Colin Camerer	
	<b>University of Chicago</b>	2020 - 2022
	Research Assistant for Jon Rogowski	
	<b>Dartmouth College</b>	2018 - 2019
	Research Assistant for Sydney Finkelstein	
	<b>Phetpittayakom School</b>	2017 - 2018
	High School Math Teacher in Thailand	
	<b>Optiver US LLC</b>	2016
	Execution Trading Intern	