Benjamin S. Manning

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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

Siddharth Suri
Microsoft Research
suri (at) microsoft.com

GRANTS ($310,000)

Emergent Ventures Fast Grant ($50,000)	2025
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

General Social Agents (w/ John Horton)
Working Paper

The Coasean Singularity? Demand, Supply, and Market Design with AI Agents (w/ Peyman Shahidi, John Horton, Andrey Fradkin, & Gili Rusak)
Working Paper

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

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

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	The Economics of Personal AI Agents (w/ John Horton, Peyman Shahidi, Andrey Fradkin, & Gili Rusak)
	AI Agents Can Enable Superior Market Designs (w/ Gili Rusak & John Horton)
INVITED TALKS[1]	*2025:* 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;[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."

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[1] Includes scheduled talks

[2] Co-author presenting joint work.

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
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)

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