

# Benjamin S. Manning

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CONTACT	bmanning (at) mit.edu ◇ <a href="https://benjaminmanning.io">benjaminmanning.io</a>		
EDUCATION	<b>Massachusetts Institute of Technology</b>		
	Ph.D. Management Science, Information Technology		In Progress
	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 Horton (Chair) MIT Sloan School of Management jjhorton (at) mit.edu	Christopher Norio Avery Harvard Kennedy School christopher_avery (at) hks.harvard.edu	
GRANTS	<a href="#">MIT Generative AI Impact Consortium &amp; OpenAI</a> (\$150,000) (w/ John Horton)		2025
	<a href="#">Schmidt Sciences AI at Work Award</a> (\$10,000) (w/ Gili Rusak & John 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 Agents</a> (w/ John Horton) <i>Working Paper</i>		
	<a href="#">Prompt Adaptation as a Dynamic Complement in Generative AI Systems</a> (w/ Eaman Jahani, Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaides, Siddharth Suri, & David Holtz) Revise & Resubmit at <i>Information Systems Research</i>		
	<a href="#">Automated Social Science: Language Models as Scientist and Subjects</a> (w/ John Horton & Kehang Zhu) Reject & Resubmit at <i>The Quarterly Journal of Economics</i>		
	<a href="#">Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus?</a> (w/ John Horton & Apostolos Filippas) Revise & Resubmit at <i>The Review of Economics and Statistics</i> Extended abstract at <i>ACM Conference on Economics &amp; Computation</i> , 2024		
PUBLICATIONS	<a href="#">National Megastudy Shows that Email Nudges to Elementary School Teachers Boost Student Math Achievement, Particularly When Personalized</a> (w/ Angela Duckworth, Katherine L. Milkman, & 26 others) <i>Proceedings of the National Academy of Sciences</i> , 2025		
	<a href="#">Effect Size Magnification: No Variable is as Important as the One You're Thinking About—While You're Thinking About It</a> (w/ Linnea Gandhi & Angela Duckworth) <i>Current Directions in Psychological Science</i> , 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)

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<sup>1</sup>

*2026:* AEA Annual Meeting;

*2025:* North American Meeting of the Economic Science Association; 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>2</sup> Statistical Conference in E-Commerce Research (SCECR)<sup>2</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;

*2024:* Workshop on Information Systems and Economics (WISE)<sup>2</sup>; Conference on AI, Machine Learning, and Business Analytics; NABE Tech Economics Conference; Informs Annual Meeting<sup>2</sup>; Machine Learning in Science Conference; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; International Conference on Computational Social Science (IC2S2)<sup>2</sup>; NBER Summer Institute—Digital Economics and AI<sup>2</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;

*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”

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<sup>1</sup>Includes scheduled talks

<sup>2</sup>Co-author presenting joint work.

- “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	<i>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	