

MANUEL MUNOZ

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New York University Abu Dhabi ◇ Social Science Building – A178 ◇ Abu Dhabi, UAE
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EMPLOYMENT

New York University Abu Dhabi Center for Behavioral Institutional Design (CBID) Postdoctoral Associate in Economics	2017 – Present
University of Valencia Economics Department, Juan de la Cierva Postdoctoral Fellowship	2016 – 2017

EDUCATION

University of Groningen Ph.D., Sociology <i>Dissertation committee:</i> Arno Riedl, Tom Snijders, Vincent Buskens	2010 – 2015
University of Valencia MSc., Economics, <i>*distinction</i>	2008 – 2010
Industrial University of Santander BSc., Economics	2001 – 2006

REFERENCES

Prof. Sanjeev Goyal University of Cambridge Department of Economics sg472@cam.ac.uk	Prof. Nikos Nikiforakis NYU Abu Dhabi Social Science Division nikos.nikiforakis@nyu.edu	Prof. Ernesto Reuben NYU Abu Dhabi Social Science Division ereuben@nyu.edu
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RESEARCH INTERESTS

Behavioral Economics, Experimental Economics, Social Networks.

JOB MARKET PAPER

The Cost of Social Division

Abstract: At times social groups follow inefficient norms of behavior. Changes in social norms are hard because they are a collective action problem that requires coordination. So, groups may end up socially divided into a fraction that abandons the group norm for a more efficient one and the rest that persist on it. In this paper, I study both theoretically and experimentally the conditions under which social division arises and the consequences it has on coordination and welfare. In the model, efficiency requires all individuals to abandon the inefficient group norm. Thus, social division is inefficient but stable. In the experiment, I find social division to be a prominent outcome across different settings, which has negative consequences in multiple dimensions: (i) individuals that adopt the efficient norm have less chances to integrate with others if they come from a socially divided group, (ii) individuals that persist on the inefficient norm lose social support as part of their group abandons them, and (iii) divided groups display less altruistic behavior towards others, which has distributive consequences. This highlights that partially abandoning an inefficient social norm can have negative consequences beyond those individuals that persist on it.

PUBLISHED PAPERS

- The Limits of Transparency in Reducing Corruption.* 2021
Journal of Behavioral and Experimental Economics (with D. Parra, L.A. Palacio)
- Web of lies: A Tool for Determining the Limits of Verification in Preventing the Spread of False Information on Networks.* 2021
Nature Scientific Reports (with K. Makovi)
- Integration and Diversity.* 2020
Experimental Economics (with S. Goyal, P. Hernández, G. Martínez, F. Moisan, A. Sánchez)
- Equilibrium Characterization of Networks under Conflicting Preferences.* 2017
Economic Letters (with P. Hernández, G. Martínez, A. Sánchez)
- The Bargaining Power of Commitment: An Experiment on the Effects of Threats in the Hawk-Dove Game.* 2015
Rationality & Society (with L. A. Palacio, A. Cortés)
- Heterogeneous Network Games: Conflicting Preferences.* 2013
Games and Economic Behavior (with P. Hernández, A. Sánchez)

WORKING PAPERS

- The Role of Personal and Impersonal Relational Contracts on Partner Selection and Efficiency*
(with E. Reuben)
R&R Journal of Law, Economics & Organization
- Experimental Evidence Shows that Negative Motive Attribution Drives Counter-punishment*
(with N. Nikiforakis)
R&R Journal of the Economic Science Association

WORKING IN PROGRESS

- Job referrals and stereotypes in college networks* (with E. Reuben)
Data collection stage

OTHER PUBLICATIONS

Policy

- An Experimental Evaluation of the Forever Fit Program* 2021
Policy Report - Department of Community Development Abu Dhabi, UAE
(with N. Nikiforakis, E. Reuben, A. Dariel, U. Afzal, N. Ahmed, C. Figueroa, H. Khan)
- Exploring Nudges to Promote Physical Activity Among Senior Adults in Abu Dhabi* 2020
Policy Report - Department of Community Development Abu Dhabi, UAE
(with N. Nikiforakis, E. Reuben, A. Dariel, U. Afzal, N. Ahmed, C. Figueroa, H. Khan)
- Physical Activity for Senior Adults in Abu Dhabi* 2020
Policy Report - Department of Community Development Abu Dhabi, UAE
(with N. Nikiforakis, E. Reuben, A. Dariel, U. Afzal, N. Ahmed, C. Figueroa, H. Khan)

Non-Economics

- Collaborative Production Networks among Unequal Actors.* 2020

Network Science (with J. Dijkstra, R. Wittek, A. Flache)

James Andreoni and the Quest for Others in our Utility Functions. 2018

J. Public Econ. Theory (with N. Nikiforakis)

Conflict and Segregation in Networks: An Experiment on the Interplay between Individual Preferences and Social Influence. 2016

J. Dynamic and Games (with L. Ellwardt, P. Hernandez, G. Martinez)

The Strategic Role of Non-Binding Communication. 2015

J. Applied Mathematics (with L. Palacio, A. Cortés)

INVITED SEMINAR PRESENTATIONS

2021. U. Paris Nanterre.

2019. U. Tilburg, LISER-Luxembourg, WZB-Berlin, Maastricht U.

2018. U. Cologne, Central Bank Colombia.

2015. UIS-Bucaramanga, UNAB-Bucaramanga.

2014. UIS-Bucaramanga, Maastricht U.

2012. U. Castellón, U. Utrecht.

2011. U. Valencia, Maastricht U.

CONFERENCE PRESENTATIONS

2021. Bogotá Exp. Econ. Conf. (U. Rosario), 7th Annual Workshop on Behav. Game Theory (U. East Anglia, Norwich), 6th Behav. Econ. Policy Symp. (Maastricht U.)

2020. ESA Global Conference.

2019. Winter Experimental Social Sciences Institute (Abu Dhabi), ESA Asia-Pacific Meeting (Abu Dhabi), Workshop in the Frontiers of Network Science – WTFNS (Abu Dhabi), IMEBESS (Utrecht U.)

2018. Bogotá Exp. Econ. Conf. (U. Rosario), iSee (NYU Abu Dhabi), Workshop on the Frontiers of Network Science (NYU Abu Dhabi), 4th Conf. on Network Science in Econ. (Vanderbilt U.), IMEBESS (E.U.I. Florence), ESA World Meeting (Berlin), 4th Annual Workshop on Behav. Game Theory (U. East Anglia, Norwich), 1st Workshop on Exp. Econ (UNAB)

2017. IMEBESS (U. A. Barcelona), 1st Workshop on Industrial Econ. (U. Valencia), 2nd Annual Research Poster Day (NYU Abu Dhabi)

2016. 26th Game Theory Festival (SUNY at Stony Brook, New York)

2013. Annual Conf. of the American Sociol. Assoc. (New York), Pre-conference Rat. Choice Sec. (Am. Sociol. Assoc., New York)

2012. U4 Workshop (University of Ghent), 23rd Game Theory Festival (SUNY at Stony Brook, New York)

2011. 10th Workshop on Networks in Econ. and Sociol. (U. Utrecht), 3rd UECE Lisbon Meetings - Game Theory and Applications (U. Lisbon)

2010. 2nd UECE Lisbon Meetings - Game Theory and Applications (U. Lisbon)

2009. 6th Int. Meeting on Exp. & Behavioral Econ. (U. Basque Country), Dynamics & Collective Phenomena of Socio-Economic Systems (U. Valencia)

CONFERENCE ORGANIZATION

<i>International Symposium on Experimental Economics, NYU Abu Dhabi</i>	2018
<i>ESA Asia-Pacific Conference, NYU Abu Dhabi</i>	2018
<i>International Symposium on Experimental Economics, NYU Abu Dhabi</i>	2017
<i>Workshop on the Frontiers of Network Science, NYU Abu Dhabi</i>	2017
<i>Dynamics & Collective Phenomena of Socio-Economic Systems, U. Valencia</i>	2009
<i>International Meeting on Exp. Behavioral Economics, U. Granada</i>	2008

COURSES, SUMMER SCHOOLS & RESEARCH VISITS

2017. Crash Course in oTree/oTree Hackathon – WZB, Berlin; Crash Course Experimental Economics Summer School – CREED, U. Amsterdam
2014. Visiting Scholar, Columbia Business School (April – May)
2013. Visiting Scholar, Columbia Business School (August - November)
2011. Bargaining Theory & Applications – U. Turku; Bounded Rationality - Max Plank Institute of Human Development in Berlin; The Math of Games: Strategies, Cooperation & Fair Division – U. Sevilla
2010. z-Tree Toolbox Programming Course – Lineex, U. Valencia (with Grant)

PROFESSIONAL ACTIVITIES

Referee for: *Journal of Behavioral and Experimental Economics; J. Economics Psychology; Experimental Economics; Management Science; Games and Economic Behavior; J. Economic Behavior & Organizations; PlosOne; Theory & Decision; Mathematical Social Science; Rationality & Society; Advances in Complex Systems*

TEACHING INTERESTS AND EXPERIENCE

Interests: *Behavioral Economics, Experimental Economics, Social Networks, Microeconomics*

Undergraduate: Application of Theories (University of Groningen)	2011 – 2014
Social Networks (Evangelisches Studienwerk Villigst, Germany)	2015

LANGUAGES

Programming/Software: zTree, oTree, LaTeX, Python, HTML5, CSS

Languages: Spanish (native), English (proficient)