

# MANUEL MUNOZ

Social Science Division ◇ New York University Abu Dhabi (NYUAD) ◇  
Social Science Building – A5-133 ◇ Abu Dhabi, UAE  
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## CURRENT AFFILIATIONS

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Lecturer in Business, Organizations and Society (visiting) <b>New York University Abu Dhabi</b>	2025 -
Global Faculty in Business and Economics <b>Universidad Autonoma de Bucaramanga</b>	2025 -
Scientific Director <b>Social Behavior and Experimental Economics Laboratory</b>	2021 -
Research Fellow <b>Luxembourg Institute of Socio-Economic Research (LISER)</b>	2025 -

## EDUCATION

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Ph.D., Sociology <b>University of Groningen (Netherlands)</b>	2010 – 2015
MSc., Economics, <i>*with distinction</i> <b>University of Valencia (Spain)</b>	2008 – 2010
BSc., Economics <b>Industrial University of Santander (Colombia)</b>	2001 – 2006

## PREVIOUS POSITIONS

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Behavioral Scientist / Research Associate <b>Luxembourg Institute of Socio-economic Research (LISER)</b>	2023 - 2025
Adjunct Lecturer Social Science Division <b>New York University Abu Dhabi</b>	2022 – 2023
Behavioral Scientist Center for Behavioral Institutional Design (CBID) <b>New York University Abu Dhabi</b>	2020 – 2022
Postdoctoral Associate Social Science Division <b>New York University Abu Dhabi</b>	2017 – 2020
Postdoctoral Fellow (Juan de la Cierva) Economics Department <b>University of Valencia</b>	2016 – 2017

## RESEARCH INTERESTS

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Behavioral and experimental economics; Economic inequality and access to opportunities;  
Group identities, social connections and inter-group processes; Economic mobility.

## WORKING PAPERS

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*The Recency Bias in the Attribution of Responsibility for Joint Work* (with A. Baranski)

**Reject & Resubmit - Economic Journal**

*How Publicly Targeting by Group Identities Impacts Take-Up of Educational Opportunities* (single authored)

**Revise & Resubmit - Economic Journal**

*Closing Class Gaps with Simple Nudges: Experimental Evidence on Opportunity Allocation* (single authored)

**Revise & Resubmit - Management Science**

## PUBLISHED PAPERS

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*Identity Change and Economic Mobility: Experimental Evidence* 2024  
**Games and Economic Behavior** (single authored)

*Promoting Physical Activity Among Seniors in Abu Dhabi: An Experimental Test of the "Forever Fit" Nudge* 2024

**Journal of the Economic Science Association**

(with N. Nikiforakis, L. Alhyas, U. Afzal, A. Agiostratidis, E. Alfalacy, A. Dariel, M. Monney, E. Reuben )

*The Role of Personal and Impersonal Relational Contracts on Partner Selection and Efficiency* 2023  
**Journal of Law, Economics & Organization** (with E. Reuben)

*Experimental Evidence Shows that Negative Motive Attribution Drives Counter-punishment* 2023  
**Journal of the Economic Science Association** (with N. Nikiforakis)

*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  
**Scientific Reports** (with K. Makovi)

*Integration and Diversity* 2020  
**Experimental Economics** (with S. Goyal, P. Hernández, G. Martínez, F. Moisan, A. Sánchez)

*Collaborative Production Networks among Unequal Actors* 2020  
**Network Science** (with J. Dijkstra, R. Wittek, A. Flache)

*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

## SELECTED WORK IN PROGRESS

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*Gender Bias in Job Referrals* (with F. Moisan, E. Reuben)

**Manuscript in preparation**

*Can Peer-Referrals Promote Take-Up of Training Programs: A Field Experiment* (with. M. Acampora)

**Data analysis stage**

## GRANTS AND FUNDING

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Innovation Projects Grant - LISER (co-PI together with B. Verheyden) <b>64,000 Euros</b>	2024
Fonds National de la Recherche Luxembourg (CORE) (co-Investigator. PI: M. Morelli) <b>682,931 Euros</b>	2024
Experimental and Participatory Research (ExPar) - Seed Grant (PI - single authored) <b>6,000 Euros</b>	2024
Ayudas Juan de la Cierva - Spanish Ministry of Economics and Competitiveness <b>60,000 Euros</b>	2017
Traveling grant - Max Plank Institute for Human Development <b>1,500 Euros</b>	2011

## TEACHING INTERESTS AND EXPERIENCE

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Foundations of Leadership (NYU Abu Dhabi)	2025 -
Markets (NYU Abu Dhabi)	2025 -
Management and Organizations (NYU Abu Dhabi)	2025 -
Strategic Goals (U. Autónoma de Bucaramanga) *Average evaluation: 4.7/5.0	2022 - 2025
Strategic Goals (Universidad de San Gil) *Average evaluation: 4.7/5.0	2024
Fairness (NYU Abu Dhabi) *Average evaluation: 4.9/5.0	2022 – 2023
Application of Theories (U. Groningen) *Average evaluation: 3.3/4.0	2011 – 2014
Social Networks (Evangelisches Studienwerk Villigst, Germany) *Average evaluation: 1.81 in 1-5 ( <i>inverted</i> : 1 is highest)	2015

## PhD SUPERVISION

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Reha Tuncer (PhD student - U. Luxembourg)

Jhon Díaz (PhD student - U. Jaume I, Castellón)

## CONSULTING

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Specialist consultant: Debiassing performance evaluations 2022 - 2023  
**KPMG Middle East**

Subject matter expert in Behavioral Sciences 2022  
**KPMG Middle East – Dubai Executive Council**

## POLICY REPORTS

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*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)

*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)

*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)

## SERVICE

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

**Conference Organization:** International Symposium on Experimental Economics - NYU Abu Dhabi  
(2026), Social Behavior and Experimental Economics Meeting - Social Bee Meet Luxembourg  
(2026); 14th Field Days - Experiments Outside the Lab (2025); International Symposium on  
Experimental Economics - NYU Abu Dhabi (2018), International Symposium on Experimental  
Economics - NYU Abu Dhabi (2017), Workshop on the Frontiers of Network Science - NYU Abu  
Dhabi (2017), Dynamics & Collective Phenomena of Socio-Economic Systems - U.  
Valencia (2009), International Meeting on Exp. Behavioral Economics - U. Granada (2008)

**Seminar Organization:** Seminar series on Ethics, Economics and Experiments - LISER (2023 - 2025);  
PhD mentoring group on experimental research - LISER (2023 - 2025)

**Committees:** Member of the Ethics Review Committee - LISER (2024-2025); Member of the  
competence center on Experimental and Participatory Research - LISER (2023-2025)

## INVITED SEMINARS

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2025. U. Konstanz, ESADE, U. Valencia, U. Castellón, Karlsruhe (KIT).

2024. U. Frankfurt, NYU Abu Dhabi, Utrecht U.

- 2023. LISER-Luxembourg, Loyola U. Córdoba, FAU-Nuremberg.
- 2022. U. Castellón, U. East Anglia, IMT Lucca.
- 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.

## CONFERENCES

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- 2025. Workshop on the Frontiers of Network Science (NYU Abu Dhabi), 14th Field Days - Experiments Outside the Lab (Luxembourg).
- 2024. 4th Virtual Discrimination and Diversity workshop (UEA, U. Exeter, Loughborough U.), Advances with Field Experiments (LSE), 3rd Workshop on Field Experiments in Economics and Business (Tech. U. Munich), 4th Experimental Sociology Workshop (Online), 13th Field Days - Experiments Outside the Lab (Amsterdam U), WoBE@E on Governance and Behavior (Valencia)
- 2023. iSee (NYU Abu Dhabi), Workshop on the Frontiers of Network Science (NYU New York), ESA World Meeting (Lyon), 2nd Workshop on Field Experiments in Economics and Business (Dusseldorf), Matterhorn Symposium on Behavior, Institutions and Cooperation (Brig), 5th Dondena Workshop on Public Policy (U. Bocconi)
- 2022. iSee (NYU Abu Dhabi), BiNoMa workshop on Economic Networks (U. Navarra), Inaugural Meeting of the MENA Network of Experimental Social Scientists (NYU Abu Dhabi)
- 2021. Bogotá Exp. Econ. Conf. (U. Rosario), 7<sup>th</sup> Annual Workshop on Behav. Game Theory (U. East Anglia, Norwich), 6<sup>th</sup> 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), 4<sup>th</sup> Conf. on Network Science in Econ. (Vanderbilt U.), IMEBESS (E.U.I. Florence), ESA World Meeting (Berlin), 4<sup>th</sup> Annual Workshop on Behav. Game Theory (U. East Anglia, Norwich), 1<sup>st</sup> Workshop on Exp. Econ (UNAB)
- 2017. IMEBESS (U. A. Barcelona), 1<sup>st</sup> Workshop on Industrial Econ. (U. Valencia), 2<sup>nd</sup> Annual Research Poster Day (NYU Abu Dhabi)
- 2016. 26<sup>th</sup> 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), 23<sup>rd</sup> Game Theory Festival (SUNY at Stony Brook, New York)
- 2011.** 10<sup>th</sup> Workshop on Networks in Econ. and Sociol. (U. Utrecht), 3<sup>rd</sup> UECE Lisbon Meetings - Game Theory and Applications (U. Lisbon)
- 2010.** 2<sup>nd</sup> UECE Lisbon Meetings - Game Theory and Applications (U. Lisbon)
- 2009.** 6<sup>th</sup> Int. Meeting on Exp. & Behavioral Econ. (U. Basque Country), Dynamics & Collective Phenomena of Socio-Economic Systems (U. Valencia)

## RESEARCH VISITS

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- 2022.** Visiting Scholar, ESADE Business School (July - Aug)
- 2018.** Visiting Scholar, University of Cologne (June – July)
- 2014.** Visiting Scholar, Columbia Business School (April – May)
- 2013.** Visiting Scholar, Columbia Business School (August - November)

## MISCELLANEOUS

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

*Languages:* Spanish (native), English (proficient)

*Citizenship:* Colombian

## REFERENCES

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