

# MANUEL MUNOZ

Social Science Division and Center for Behavioral Institutional Design (CBID) ◇  
New York University Abu Dhabi ◇ Social Science Building – A178 ◇ Abu Dhabi, UAE  
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## EMPLOYMENT

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<b>New York University Abu Dhabi</b> Social Science Division / CBID Adjunct Professor	2022 – Present
<b>New York University Abu Dhabi</b> Center for Behavioral Institutional Design (CBID) Behavioral Economist / Researcher	2020 – 2022
<b>New York University Abu Dhabi</b> Social Science Division Postdoctoral Associate	2017 – 2020
<b>University of Valencia</b> Economics Department, Juan de la Cierva Postdoctoral Fellow	2016 – 2017

## EDUCATION

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

## RESEARCH INTERESTS

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Behavioral Economics, Experimental Economics, Social Networks, Game Theory.

## PUBLISHED PAPERS

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<i>The Limits of Transparency in Reducing Corruption.</i> <b>Journal of Behavioral and Experimental Economics</b> (with D. Parra, L.A. Palacio)	2021
<i>Web of lies: A Tool for Determining the Limits of Verification in Preventing the Spread of False Information on Networks.</i> <b>Scientific Reports</b> (with K. Makovi)	2021
<i>Integration and Diversity.</i> <b>Experimental Economics</b> (with S. Goyal, P. Hernández, G. Martínez, F. Moisan, A. Sánchez)	2020
<i>Collaborative Production Networks among Unequal Actors.</i> <b>Network Science</b> (with J. Dijkstra, R. Wittek, A. Flache)	2020
<i>Equilibrium Characterization of Networks under Conflicting Preferences.</i> <b>Economic Letters</b> (with P. Hernández, G. Martínez, A. Sánchez)	2017

- 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)

## REVISE AND RESUBMIT

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- The Role of Personal and Impersonal Relational Contracts on Partner Selection and Efficiency* 2022  
**Conditional Acceptance - Journal of Law, Economics & Organization** (with E. Reuben)
- Experimental Evidence Shows that Negative Motive Attribution Drives Counter-punishment*  
(with N. Nikiforakis)  
**R&R Journal of the Economic Science Association**
- Identity change and economic mobility: experimental evidence* (single author)  
**Under revision**
- The Recency Bias in the Attribution of Responsibility for Joint Work* (with A. Baranski)  
**Submitted**

## WORK IN PROGRESS

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- Diversity, social inclusion and missed opportunities* (single author)  
**Data analysis stage**
- Gender bias in job referrals* (with E. Reuben)  
**Data analysis stage**
- Social class, mobility and efficiency in job referrals* (with E. Reuben)  
**Data analysis stage**
- Using goal-pursuit training to promote aspirations in low-income college students* (single authored)  
**Data collection stage**

## 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)

## CONSULTING

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- Specialist consultant: Debiassing performance evaluations 2022 - Present  
**Consulting for KPMG Middle East**

## INVITED SEMINAR PRESENTATIONS

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- 2022.** U. Castellon, 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.

## CONFERENCE PRESENTATIONS

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- 2022.** iSee (NYU Abu Dhabi), BiNoMa workshop on Economic Networks (U. Navarra)
- 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)

## CONFERENCE ORGANIZATION

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<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 &amp; 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

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- 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

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**Referee for:** *European Economic Review, 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

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

Fairness (NYU Abu Dhabi)	2022 – 2023
Goal Pursuit (U. Autónoma de Bucaramanga)	2022 – 2023
Application of Theories (University of Groningen)	2011 – 2014
Social Networks (Evangelisches Studienwerk Villigst, Germany)	2015

## 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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**Prof. Ernesto Reuben**  
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[ereuben@nyu.edu](mailto:ereuben@nyu.edu)

**Prof. Nikos Nikiforakis**  
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