

# MANUEL MUNOZ

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> Center for Behavioral Institutional Design (CBID) Postdoctoral Associate in Economics	2017 – Present
<b>University of Valencia</b> Economics Department, Juan de la Cierva Postdoctoral Fellowship	2016 – 2017

## EDUCATION

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

## REFERENCES

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<b>Prof. Sanjeev Goyal</b> University of Cambridge Department of Economics <a href="mailto:sg472@cam.ac.uk">sg472@cam.ac.uk</a>	<b>Prof. Nikos Nikiforakis</b> NYU Abu Dhabi Social Science Division <a href="mailto:nikos.nikiforakis@nyu.edu">nikos.nikiforakis@nyu.edu</a>	<b>Prof. Ernesto Reuben</b> NYU Abu Dhabi Social Science Division <a href="mailto:ereuben@nyu.edu">ereuben@nyu.edu</a>
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## RESEARCH INTERESTS

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Behavioral Economics, Experimental Economics, Social Networks.

## JOB MARKET PAPER

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### The Cost of Social Division

**Abstract:** *I study how identity choice can be an instrument of change when members of a minority group are socially excluded by the dominant group for following an inefficient social norm. In this paper I study the problem of identity choice both theoretically and experimentally, looking at the trade-off for minority members between maintaining their inefficient behavior as a unit or adopting the group identity of the majority and joining a more efficient collective. I find that social division is a prominent outcome, in which the minority divides into some that abandon the group's identity and others that persist on it. Social division has costly consequences not only on those who persist on the inefficient form of behavior. People who change their group identity to integrate with the majority have significantly less chances to succeed when they come from a socially divided minority. When looking at the determinants of social division, I find that groups that have a system of sanctions to prevent their members from leaving are more likely to end up fractured. Thus, policies focused on reducing the barriers to leave inefficient social groups and not only on increasing the benefits of integration may mitigate the costs of social division.*

## PUBLISHED PAPERS

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- 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)

## REVISE AND RESUBMIT

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- 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

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

## OTHER PUBLICATIONS

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### 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**

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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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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:** *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*

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

## LANGUAGES

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

Languages: Spanish (native), English (proficient)