

MANUEL MUNOZ

Luxembourg Institute of Socio-Economic Research (LISER) ◇
Office 433, Maison des Sciences Humaines 11,
Porte des Sciences, L-4366 Esch-sur-Alzette / Belval
manuel.munoz@liser.lu ◇ manumunoz.github.io ◇

CURRENT AFFILIATIONS

Behavioral Scientist / Researcher Luxembourg Institute of Socio-economic Research	2023 –
Research Director Social Behavior and Experimental Economics Laboratory	2021 –
Research Fellow Center for Behavioral Institutional Design (CBID) – NYU Abu Dhabi	2020 –

EDUCATION

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

PAST POSITIONS

Adjunct Lecturer Social Science Division / CBID New York University Abu Dhabi	2022 – 2023
Behavioral Scientist / Researcher Center for Behavioral Institutional Design (CBID) New York University Abu Dhabi	2020 – 2022
Postdoctoral Associate Social Science Division New York University Abu Dhabi	2017 – 2020
Postdoctoral Fellow (Juan de la Cierva) Economics Department University of Valencia	2016 – 2017

RESEARCH INTERESTS

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

PUBLISHED PAPERS

- 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
Games and Economic Behavior (with P. Hernández, A. Sánchez)

WORKING PAPERS

- Identity change and economic mobility: experimental evidence* (single author)
R&R Games and Economic Behavior
- Explicitly targeting disadvantaged groups prevents uptake of an educational program* (single author)
In preparation for submission
- The recency bias in the attribution of responsibility for joint work* (with A. Baranski)
In preparation for submission

WORK IN PROGRESS

- 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
- Affirmative action for employees and entrepreneurs: A field experiment* (with G. Michailidou)
Design stage
- Committee formation, identity signaling and allocation of scholarships: a field experiment* (with L. Lozano and M. Pompeo)
Design stage

POLICY REPORTS

- 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

- Specialist consultant: Debiasing performance evaluations 2022 - 2023
Consulting for KPMG Middle East
- Subject matter expert in Behavioral Sciences 2022
KPMG Middle East – Dubai Executive Council

INVITED SEMINAR PRESENTATIONS

2023. LISER-Luxembourg.
2022. U. Castellon, 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.

CONFERENCE PRESENTATIONS

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)
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), 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: *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

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

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

Languages: Spanish (native), English (proficient)

Citizenship: Colombian

REFERENCES

Prof. Ernesto Reuben
NYU Abu Dhabi
Social Science Division
ereuben@nyu.edu

Prof. Pedro Rey Biel
ESADE Business School
Department of Economics
pedro.rey@esade.edu

Prof. Nikos Nikiforakis
NYU Abu Dhabi
Social Science Division
nikos.nikiforakis@nyu.edu

Prof. Sanjeev Goyal
University of Cambridge
Department of Economics
sg472@cam.ac.uk