

# 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:** 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

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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)
- 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)
- 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)
- 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

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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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- 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)

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

2018

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

## 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)