

# MANUEL MUNOZ

Luxembourg Institute of Socio-Economic Research (LISER) ◇  
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## CURRENT AFFILIATIONS

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

## 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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Adjunct Lecturer Social Science Division / CBID <b>New York University Abu Dhabi</b>	2022 – 2023
Behavioral Scientist / Researcher 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.

## PUBLISHED PAPERS

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<i>Identity Change and Economic Mobility: Experimental Evidence</i> <b>Games and Economic Behavior</b> (single authored)	2024
<i>Promoting Physical Activity Among Seniors in Abu Dhabi: An Experimental Test of the "Forever Fit" Nudge</i> <b>Journal of the Economic Science Association</b> (with N. Nikiforakis, L. Alhyas, U. Afzal, A. Agiostratitis, E. Alfalacy, A. Dariel, M. Monney, E. Reuben )	2024
<i>The Role of Personal and Impersonal Relational Contracts on Partner Selection and Efficiency</i> <b>Journal of Law, Economics &amp; Organization</b> (with E. Reuben)	2023
<i>Experimental Evidence Shows that Negative Motive Attribution Drives Counter-punishment</i> <b>Journal of the Economic Science Association</b> (with N. Nikiforakis)	2023
<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
<i>The Bargaining Power of Commitment: An Experiment on the Effects of Threats in the Hawk-Dove Game</i> <b>Rationality &amp; Society</b> (with L. A. Palacio, A. Cortés)	2015
<i>Heterogeneous Network Games: Conflicting Preferences</i> <b>Games and Economic Behavior</b> (with P. Hernández, A. Sánchez)	2013

## WORKING PAPERS

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<i>The Recency Bias in the Attribution of Responsibility for Joint Work</i> (with A. Baranski) <b>R&amp;R Economic Journal</b>	
<i>How Publicly Targeting by Group Identities Impacts Take-Up of Educational Opportunities</i> (single authored) <b>Submitted</b>	
<i>Do Equal Opportunity Statements Increase Access to Opportunities? Evidence from Two Field Experiments</i> (single authored) <b>Available upon request</b>	

## 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 collection stage**

*The Impact of Health and Productivity Focus on the Demand of Sleep Training in College: A Field Experiment* (with M. Suhrcke)

**Design stage**

*Using Peer-Referrals to Promote Take-Up of Beneficial but Stigmatizing Opportunities: A Field Experiment on the Demand for Mental Health Support* (with M. Acampora)

**Design stage**

## GRANTS AND FUNDING

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Innovation Projects Grant - LISER	2024
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(co-PI together with B. Verheyden)

**64,000 Euros**

Fonds National de la Recherche Luxembourg (CORE)	2024
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(co-Investigator. PI: M. Morelli)

**682,931 Euros**

Experimental and Participatory Research (ExPar) - Seed Grant	2024
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(PI - single authored)

**6,000 Euros**

Ayudas Juan de la Cierva - Spanish Ministry of Economics and Competitiveness	2017
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**60,000 Euros**

Traveling grant - Max Plank Institute for Human Development	2011
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**1,500 Euros**

## TEACHING INTERESTS AND EXPERIENCE

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

Strategic Goals (U. Autónoma de Bucaramanga)	2022 - 2025
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\*Average evaluation: 4.7/5.0

Strategic Goals (Universidad de San Gil)	2024
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\*Average evaluation: 4.7/5.0

Fairness (NYU Abu Dhabi)	2022 – 2023
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\*Average evaluation: 4.9/5.0

Application of Theories (U. Groningen)	2011 – 2014
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\*Average evaluation: 3.3/4.0

Social Networks (Evangelisches Studienwerk Villigst, Germany)	2015
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\*Average evaluation: 1.81 in 1-5 (*inverted*: 1 is highest)

## 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

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

**Conference Organization:** 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)

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

## 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)

## INVITED SEMINARS

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- 2025. U. Konstanz, ESADE, U. Valencia.
- 2024. U. Frankfurt, NYU Abu Dhabi, Utrecht U.
- 2023. LISER-Luxembourg, Loyola U. Córdoba, FAU-Nuremberg.
- 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.

## 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), 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), 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)

## 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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University of Cambridge  
Department of Economics  
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ESADE  
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