

# 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 -
Research 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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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>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>How publicly targeting by group identities impacts take-up of educational opportunities</i> (single authored) <b>Submitted</b>
<i>The recency bias in the attribution of responsibility for joint work</i> (with A. Baranski) <b>Submitted</b>
<i>Do equal opportunity statements promote access to opportunities? Evidence from a field experiment on referrals to training programs</i> (single authored) <b>Submitted</b>

## WORK IN PROGRESS

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<i>Gender bias in job referrals</i> (with F. Moisan, E. Reuben) <b>Manuscript in preparation</b>
<i>Social class, skills and job referrals</i> (with J. Díaz, E. Reuben, R. Tuncer) <b>Data analysis stage</b>
<i>How signals of identity and merit impact take-up of educational opportunities</i> (single authored) <b>Data analysis stage</b>

*Teams, leadership and corrections of self and others: A field experiment*

(with B. Verheyden)

**Data collection stage**

*Committee formation, identity signaling and allocation of scholarships: a field experiment*

(with L. Lozano)

**Design stage**

## POLICY REPORTS

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| <i>An Experimental Evaluation of the Forever Fit Program</i>  | 2021 |
| Policy Report - Department of Community Development Abu Dhabi, UAE<br>(with N. Nikiforakis, E. Reuben, A. Dariel, U. Afzal) |      |
| <i>Exploring Nudges to Promote Physical Activity Among Senior Adults in Abu Dhabi</i>                                       | 2020 |
| Policy Report - Department of Community Development Abu Dhabi, UAE<br>(with N. Nikiforakis, E. Reuben, A. Dariel, U. Afzal) |      |
| <i>Physical Activity for Senior Adults in Abu Dhabi</i>   | 2020 |
| Policy Report - Department of Community Development Abu Dhabi, UAE<br>(with N. Nikiforakis, E. Reuben, A. Dariel, U. Afzal) |      |

## CONSULTING

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| Specialist consultant: Debiasing performance evaluations | 2022 - 2023 |
| <b>KPMG Middle East</b>                                  |             |
| Subject matter expert in Behavioral Sciences             | 2022        |
| <b>KPMG Middle East – Dubai Executive Council</b>        |             |

## SEMINARS & CONFERENCES

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- 2024.** *Conferences:* 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)  
*Invited Seminars:* U. Frankfurt, NYU Abu Dhabi, Utrecht U.
- 2023.** *Conferences:* 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)  
*Invited Seminars:* LISER-Luxembourg, Loyola U. Córdoba, FAU-Nuremberg.
- 2022.** *Conferences:* iSee (NYU Abu Dhabi), BiNoMa workshop on Economic Networks (U. Navarra), Inaugural Meeting of the MENA Network of Experimental Social Scientists (NYU Abu Dhabi)  
*Invited Seminars:* U. Castellon, U. East Anglia, IMT Lucca.

- 2021.** *Conferences:* 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.)  
*Invited Seminars:* U. Paris Nanterre.
- 2020.** *Conferences:* ESA Global Conference.
- 2019.** *Conferences:* 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.)  
*Invited Seminars:* U. Tilburg, LISER-Luxembourg, WZB-Berlin, Maastricht U.
- 2018.** *Conferences:* 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)  
*Invited Seminars:* U. Cologne, Central Bank Colombia.
- 2017.** *Conferences:* 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.** *Conferences:* 26<sup>th</sup> Game Theory Festival (SUNY at Stony Brook, New York)
- 2015.** *Invited Seminars:* UIS-Bucaramanga, UNAB-Bucaramanga.
- 2014.** *Invited Seminars:* UIS-Bucaramanga, Maastricht U.
- 2013.** *Conferences:* Annual Conf. of the American Sociol. Assoc. (New York), Pre-conference Rat. Choice Sec. (Am. Sociol. Assoc., New York)
- 2012.** *Conferences:* U4 Workshop (University of Ghent), 23<sup>rd</sup> Game Theory Festival (SUNY at Stony Brook, New York)  
*Invited Seminars:* U. Castellón, U. Utrecht.
- 2011.** *Conferences:* 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)  
*Invited Seminars:* U. Valencia, Maastricht U.
- 2010.** *Conferences:* 2<sup>nd</sup> UECE Lisbon Meetings - Game Theory and Applications (U. Lisbon)
- 2009.** *Conferences:* 6<sup>th</sup> Int. Meeting on Exp. & Behavioral Econ. (U. Basque Country), Dynamics & Collective Phenomena of Socio-Economic Systems (U. Valencia)

## **COURSES, SUMMER SCHOOLS & RESEARCH VISITS**

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- 2022.** Visiting Scholar, ESADE Business School (July - Aug)
- 2018.** Visiting Scholar, University of Cologne (June – July)
- 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)

SERVICE

**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

**Seminar Organization:** PhD seminar series in Experimental Research - LISER (2024), Seminar series on Ethics, Economics and Experiments - LISER (2024), PhD seminar series in Experimental Research - LISER (2023)

**Conference Organization:** 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).

TEACHING INTERESTS AND EXPERIENCE

<b>Interests:</b> Behavioral Economics, Experimental Economics, Social Networks, Microeconomics	
Strategic Goals (U. Autónoma de Bucaramanga)	2024
Strategic Goals (Universidad de San Gil)	2024
Fairness (NYU Abu Dhabi)	2022 – 2023
Goal Pursuit (U. Autónoma de Bucaramanga)	2022 – 2023
Application of Theories (U. Groningen)	2011 – 2014
Social Networks (Evangelisches Studienwerk Villigst, Germany)	2015

PhD SUPERVISION

Reha Tuncer (PhD student - U. Luxembourg)  
 Jhon Díaz (PhD student - U. Jaume I, Castellón)

MISCELLANEOUS

*Programming/Software:* zTree, oTree, LaTeX, Python, HTML5, CSS  
*Languages:* Spanish (native), English (proficient)  
*Citizenship:* Colombian

## REFERENCES

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**Ernesto Reuben**  
NYU Abu Dhabi  
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ereuben@nyu.edu

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

**Pedro Rey-Biel**  
ESADE  
Business School  
pedro.rey@esade.edu