

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 ◇ <https://orcid.org/0000-0001-6268-0847>

CURRENT AFFILIATIONS

Behavioral Scientist / Research Associate 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

PREVIOUS 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

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

PUBLISHED PAPERS

- Identity Change and Economic Mobility: Experimental Evidence* 2024
Games and Economic Behavior (single authored)
- Promoting Physical Activity Among Seniors in Abu Dhabi: An Experimental Test of the “Forever Fit” Nudge* 2024
Journal of the Economic Science Association
(with N. Nikiforakis, L. Alhyas, U. Afzal, A. Agiostratitis, E. Alfalacy, A. Dariel, M. Monney, E. Reuben)
- 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

- How Publicly Targeting by Group Identities Impacts Take-Up of Educational Opportunities* (single authored)
Submitted
- The Recency Bias in the Attribution of Responsibility for Joint Work* (with A. Baranski)
Submitted
- Do Equal Opportunity Statements Promote Access to Opportunities? Evidence from a Field Experiment on Referrals to Training Programs* (single authored)
Submitted

WORK IN PROGRESS

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 and Faculty 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

Innovation Projects Grant - LISER (co-PI together with B. Verheyden, T. Brant) 64,000 Euros	2024
Experimental and Participatory Research (ExPar) - Seed Grant (PI - single authored) 6,000 Euros	2024
Ayudas Juan de la Cierva - Spanish Ministry of Economics and Competitiveness 60,000 Euros	2017
Traveling grant - Max Plank Institute for Human Development 1,500 Euros	2011

TEACHING INTERESTS AND EXPERIENCE

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

Strategic Goals (U. Autónoma de Bucaramanga) * Formerly: <i>Goal Pursuit</i>	2022 - 2025
Strategic Goals (Universidad de San Gil)	2024
Fairness (NYU Abu Dhabi)	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)

CONSULTING

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

POLICY REPORTS

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

RESEARCH VISITS

- 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)

SEMINARS & CONFERENCES

- 2025.** *Conferences:* 14th Field Days - Experiments Outside the Lab (Luxembourg)
Invited Seminars: U. Konstanz
- 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), 7th Annual Workshop on Behav. Game Theory (U. East Anglia, Norwich), 6th 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), 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)

Invited Seminars: U. Cologne, Central Bank Colombia.

- 2017.** *Conferences:* IMEBESS (U. A. Barcelona), 1st Workshop on Industrial Econ. (U. Valencia), 2nd Annual Research Poster Day (NYU Abu Dhabi)

- 2016.** *Conferences:* 26th 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), 23rd Game Theory Festival (SUNY at Stony Brook, New York)

Invited Seminars: U. Castellón, U. Utrecht.

- 2011.** *Conferences:* 10th Workshop on Networks in Econ. and Sociol. (U. Utrecht), 3rd UECE Lisbon Meetings - Game Theory and Applications (U. Lisbon)

Invited Seminars: U. Valencia, Maastricht U.

- 2010.** *Conferences:* 2nd UECE Lisbon Meetings - Game Theory and Applications (U. Lisbon)

- 2009.** *Conferences:* 6th Int. Meeting on Exp. & Behavioral Econ. (U. Basque Country), Dynamics & Collective Phenomena of Socio-Economic Systems (U. Valencia)

SERVICE

Referee for: 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 seminar series in Experimental Research - LISER (2023 - 2024)

Conference Organization: 14th Field Days - Experiments Outside the Lab (2024); 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).

MISCELLANEOUS

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

REFERENCES

Ernesto Reuben NYU Abu Dhabi Social Science Division 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
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