

# MANUEL MUNOZ-HERRERA

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

## PAST 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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- 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

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- Identity change and economic mobility: experimental evidence* (single author)  
**R&R Games and Economic Behavior**
- Explicitly targeting disadvantaged groups prevents take-up 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

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- 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)

**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 (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 (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 (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>	

## INVITED SEMINAR PRESENTATIONS

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- 2023.** LISER-Luxembourg, Loyola U. Sevilla,
- 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

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- 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), 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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- 2018. *International Symposium on Experimental Economics*, NYU Abu Dhabi
- 2018. *ESA Asia-Pacific Conference*, NYU Abu Dhabi
- 2017. *International Symposium on Experimental Economics*, NYU Abu Dhabi
- 2017. *Workshop on the Frontiers of Network Science*, NYU Abu Dhabi
- 2009. *Dynamics & Collective Phenomena of Socio-Economic Systems*, U. Valencia
- 2008. *International Meeting on Exp. Behavioral Economics*, U. Granada

## COURSES, SUMMER SCHOOLS & RESEARCH VISITS

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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)

## PROFESSIONAL ACTIVITIES

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**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

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**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

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

Languages: Spanish (native), English (proficient)

Citizenship: Colombian

## REFERENCES

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

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

**Prof. Nikos Nikiforakis**  
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nikos.nikiforakis@nyu.edu