

MANUEL MUNOZ

Social Science Division and Center for Behavioral Institutional Design (CBID) ◇
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EMPLOYMENT

New York University Abu Dhabi Social Science Division / CBID Adjunct Professor	2022 – Present
New York University Abu Dhabi Center for Behavioral Institutional Design (CBID) Behavioral Economist / Researcher	2020 – 2022
New York University Abu Dhabi Social Science Division Postdoctoral Associate	2017 – 2020
University of Valencia Economics Department, Juan de la Cierva Postdoctoral Fellow	2016 – 2017

EDUCATION

University of Groningen (Netherlands) Ph.D., Sociology	2010 – 2015
University of Valencia (Spain) MSc., Economics, <i>*with distinction</i>	2008 – 2010
Industrial University of Santander (Colombia) BSc., Economics	2001 – 2006

RESEARCH INTERESTS

Behavioral Economics, Experimental Economics, Social Networks, Game Theory.

PUBLISHED PAPERS

<i>The Limits of Transparency in Reducing Corruption.</i> Journal of Behavioral and Experimental Economics (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> Scientific Reports (with K. Makovi)	2021
<i>Integration and Diversity.</i> Experimental Economics (with S. Goyal, P. Hernández, G. Martínez, F. Moisan, A. Sánchez)	2020
<i>Collaborative Production Networks among Unequal Actors.</i> Network Science (with J. Dijkstra, R. Wittek, A. Flache)	2020
<i>Equilibrium Characterization of Networks under Conflicting Preferences.</i> Economic Letters (with P. Hernández, G. Martínez, A. Sánchez)	2017

- 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

- The Role of Personal and Impersonal Relational Contracts on Partner Selection and Efficiency* 2022
Conditional Acceptance - Journal of Law, Economics & Organization (with E. Reuben)
- Experimental Evidence Shows that Negative Motive Attribution Drives Counter-punishment*
 (with N. Nikiforakis)
R&R Journal of the Economic Science Association
- Identity change and economic mobility: experimental evidence* (single author)
Under revision
- The Recency Bias in the Attribution of Responsibility for Joint Work* (with A. Baranski)
Under revision

WORK IN PROGRESS

- The relation of merit and identity on the take-up of opportunities: A field experiment* (single author)
Data analysis stage
- 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
- Using goal-pursuit training to promote aspirations in low-income college students* (single authored)
Data collection stage

POLICY REPORTS

- 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)

CONSULTING

Specialist consultant: Debiasing performance evaluations
Consulting for KPMG Middle East

2022 - *Present*

External consultant: Subject matter expert in Behavioral Sciences
KPMG Middle East – Dubai Executive Council

2022

INVITED SEMINAR PRESENTATIONS

- 2022. U. Castellon, 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

- 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), Workshop on the Frontiers of Network Science (NYU New York)
- 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), 1st Workshop on Exp. Econ (UNAB)
- 2017. IMEBESS (U. A. Barcelona), 1st Workshop on Industrial Econ. (U. Valencia), 2nd Annual Research Poster Day (NYU Abu Dhabi)
- 2016. 26th 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), 23rd Game Theory Festival (SUNY at Stony Brook, New York)
- 2011. 10th Workshop on Networks in Econ. and Sociol. (U. Utrecht), 3rd UECE Lisbon Meetings - Game Theory and Applications (U. Lisbon)

2010. 2nd UECE Lisbon Meetings - Game Theory and Applications (U. Lisbon)
2009. 6th Int. Meeting on Exp. & Behavioral Econ. (U. Basque Country), Dynamics & Collective Phenomena of Socio-Economic Systems (U. Valencia)

CONFERENCE ORGANIZATION

<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 & 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

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

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

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

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

Languages: Spanish (native), English (proficient)

Citizenship: Colombian

REFERENCES

Prof. Ernesto Reuben
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