

# 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**
- Publicly targeting disadvantaged groups triggers stigma and limits take-up of an educational program* (single author)  
**Submitted**
- 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**

*Affirmative action 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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- 2024.** U. Frankfurt.
- 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.

## 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), 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), 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 & SEMINAR ORGANIZATION

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

## 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

Strategic Goals (Universidad de San Gil)	2024
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

## MENTORING AND SUPERVISION

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### PhD Mentoring

Coordinator of PhD mentoring group in experimental economics (**LISER**)

### PhD Supervision

Reha Tuncer (PhD student - LISER)

## 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**  
NYU Abu Dhabi  
Social Science Division  
nikos.nikiforakis@nyu.edu