

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

PAST 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

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

PUBLISHED PAPERS

- | | |
|---|------|
| <i>Identity change and economic mobility: experimental evidence</i>
Games and Economic Behavior (single author) | 2024 |
| <i>The Role of Personal and Impersonal Relational Contracts on Partner Selection and Efficiency</i>
Journal of Law, Economics & Organization (with E. Reuben) | 2023 |
| <i>Experimental Evidence Shows that Negative Motive Attribution Drives Counter-punishment</i>
Journal of the Economic Science Association (with N. Nikiforakis) | 2023 |
| <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 |
| <i>The Bargaining Power of Commitment: An Experiment on the Effects of Threats in the Hawk-Dove Game</i>
Rationality & Society (with L. A. Palacio, A. Cortés) | 2015 |
| <i>Heterogeneous Network Games: Conflicting Preferences</i>
Games and Economic Behavior (with P. Hernández, A. Sánchez) | 2013 |

WORKING PAPERS

- 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)
Submitted

WORK IN PROGRESS

- Gender bias in job referrals* (with E. Reuben)
Data analysis stage

Social class, skills and job referrals (with J. Díaz, E. Reuben, R. Tuncer)

Data analysis stage

How signals of identity and merit impact take-up of education opportunities (single authored)

Data analysis stage

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

(with L. Lozano)

Design stage

POLICY REPORTS

<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

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

INVITED SEMINAR PRESENTATIONS

- 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

- 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), 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 & SEMINAR ORGANIZATION

- 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

- 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

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

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 (University of Groningen)	2011 – 2014
Social Networks (Evangelisches Studienwerk Villigst, Germany)	2015

MENTORING AND SUPERVISION

PhD Mentoring

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

PhD Supervision

Reha Tuncer (PhD student - LISER)

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