

# MANUEL MUNOZ

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## EMPLOYMENT

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| <b>New York University Abu Dhabi</b><br>Postdoctoral Associate in Economics, Social Science Division | 2017 – Present |
| <b>University of Valencia</b><br>Juan de la Cierva Postdoctoral Fellowship, Economics Department     | 2016 – 2017    |

## EDUCATION

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|---|-------------|
| <b>University of Groningen</b><br>Ph.D., Sociology<br><i>Dissertation:</i> The Influence of Individual Differences on Network Relations<br><i>Dissertation committee:</i> Arno Riedl, Tom Snijders, Vincent Buskens | 2010 – 2015 |
| <b>University of Valencia</b><br>MSc., Economics, <i>distinction</i><br><i>Thesis:</i> Heterogeneous Network Games with Conflicting Preferences   | 2008 – 2010 |
| <b>Industrial University of Santander</b><br>BSc., Economics<br><i>Thesis:</i> An Economic Model of Drug Dealing in Bucaramanga (1994-2004)   | 2001 – 2006 |

## RESEARCH INTERESTS

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

## PUBLISHED PAPERS

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| <i>Web of lies: A Tool for Determining the Limits of Verification in Preventing the Spread of False Information on Networks.</i><br><b>Nature Scientific Reports</b> (with K. Makovi)                         | 2021 |
| <i>Integration and Diversity.</i><br><b>Experimental Economics</b> (with S. Goyal, P. Hernández, G. Martínez, F. Moisan, A. Sánchez)  | 2020 |
| <i>Collaborative Production Networks among Unequal Actors.</i><br><b>Network Science</b> (with J. Dijkstra, R. Wittek, A. Flache)   | 2020 |
| <i>James Andreoni and the Quest for Others in our Utility Functions.</i><br><b>J. Public Econ. Theory</b> (with N. Nikiforakis)   | 2018 |
| <i>Equilibrium Characterization of Networks under Conflicting Preferences.</i><br><b>Economic Letters</b> (with P. Hernández, G. Martínez, A. Sánchez)  | 2017 |
| <i>Conflict and Segregation in Networks: An Experiment on the Interplay between Individual Preferences and Social Influence.</i><br><b>J. Dynamic and Games</b> (with L. Ellwardt, P. Hernandez, G. Martinez) | 2016 |

- The Strategic Role of Non-Binding Communication.* 2015  
**J. Applied Mathematics** (with L. Palacio, A. Cortés)
- 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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- The Role of Personal and Impersonal Relational Contracts on Partner Selection and Efficiency*  
 (with E. Reuben)  
**R&R Journal of Law, Economics & Organization**
- The Limits of Transparency in Reducing Corruption* (with D. Parra, L.A. Palacio)  
**R&R Journal of Behavioral and Experimental Economics**
- Experimental Evidence Shows that Negative Motive Attribution Drives Counter-punishment*  
 (with N. Nikiforakis)  
**R&R Journal of the Economic Science Association**
- Social Norm Change and the Erosion of Unity* (single author)  
**In preparation for submission**
- Communication and Contracts in Multitask Principal-Agent Relations* (with E. Reuben)  
**In preparation for submission**

## WORK IN PROGRESS

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- *Job referrals and stereotypes in college networks* (with E. Reuben)  
**Data collection stage**
- *Inter-group contact and prejudice between rich and poor students in college* (with J. Díaz)  
**Data collection stage**
- *Indirect reciprocity and gossip* (with N. Nikiforakis and A. Kamm)  
**Data collection stage**
- *Group diversity and spillovers* (with Y. Long)  
**Data collection stage**
- *The role of effort in legitimizing privilege* (with E. Reuben and A. Baranski)  
**Design stage**
- *The effects of recency bias on credit attribution* (with A. Baranski)  
**Design stage**

## INVITED SEMINAR PRESENTATIONS

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- 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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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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| <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 &amp; 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

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- 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)
- 2012. Visiting Scholar, LINEEX – University of Valencia (May - August)
- 2011. Bargaining Theory & Applications – U. Turku (with Grant); Bounded Rationality - Max Plank Institute of Human Development in Berlin (with Grant); The Math of Games: Strategies, Cooperation & Fair Division – U. Sevilla (with Grant)
- 2010. z-Tree Toolbox Programming Course – Lineex, U. Valencia (with Grant)

## PROFESSIONAL ACTIVITIES

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**Referee for:** *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*

**Translation of Academic Books (English to Spanish):** *Experimental Economics I: Economic Decisions; Experimental Economics II: Economic Applications* (Ed. Brañas-Garza, P. & Cabrales, A) Palgrave Macmillan, UK. 2016

## TEACHING

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| Undergraduate: Application of Theories (University of Groningen) | 2011 – 2014 |
| Social Networks (Evangelisches Studienwerk Villigst, Germany)    | 2015        |

## MISCELLANEOUS

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*Software skills:* zTree, oTree, LaTeX, Python, HTML5, CSS