

Benjamin S. Manning

CONTACT	bmanning (at) mit.edu ◊ benjaminmanning.com	
EDUCATION	Massachusetts Institute of Technology Ph.D. Management Science, Information Technology S.M., Management Research	2022 - Present 2024
	Harvard University M.P.P. Economic & Social Policy	2021
	Washington University in St. Louis B.A. Mathematics (College Honors)	2017
REFERENCES	John Horton (Chair) MIT Sloan School of Management jjhorton (at) mit.edu	Christopher Norio Avery Harvard Kennedy School christopher.avery (at) hks.harvard.edu
	Colin F. Camerer California Institute of Technology camerer (at) caltech.edu	Siddharth Suri Microsoft Research siddharth.suri (at) microsoft.com
GRANTS (\$483,325)	Schmidt Sciences AI at Work Award (\$193,325)	2025
	Emergent Ventures Fast Grant (\$50,000)	2025
	MIT GenAI Impact Consortium & OpenAI (\$180,000; w/ John Horton)	2025
	Schmidt Sciences Grant Proposal Award (\$10,000)	2025
	Emergent Ventures Fast Grant (\$50,000)	2024
AWARDS & SCHOLARSHIPS	WISE Best Paper Award	2025
	Harvard Distinction in Student Teaching Award	2025
	Becker Friedman Institute Price Theory Summer Camp	2025
	Kosciuszko Foundation Tuition Scholarship (\$6,500)	2019 & 2022
WORKING PAPERS	General Social Agents (Benjamin S. Manning ¹ & John Horton) Revise & Resubmit at <i>Econometrica</i>	
	<ul style="list-style-type: none">• WISE 2025 Best Paper Award• Media: Marginal Revolution	
	Automated Social Science: Language Models as Scientist and Subjects (Benjamin S. Manning ¹ , Kehang Zhu ¹ , & John Horton) Reject & Resubmit at <i>The Quarterly Journal of Economics</i>	
	<ul style="list-style-type: none">• Media: Marginal Revolution	
	Large Language Models as Simulated Economic Agents: What Can We Learn from Homo Silicus? (John Horton ¹ , Apostolos Filippas ¹ , Benjamin S. Manning ¹) Revise & Resubmit at <i>The Review of Economics and Statistics</i>	
	<ul style="list-style-type: none">• Extended abstract at <i>ACM Conference on Economics & Computation (EC '24)</i>	
PEER- REVIEWED PUBLICATIONS	Prompt Adaptation as a Dynamic Complement in Generative AI Systems (Eaman Jahani ¹ , Benjamin S. Manning , Joe Zhang, Hong-Yi TuYe, Mohammed Alsobay, Christos Nicolaidis, Siddharth Suri, & David Holtz ¹) <i>Information Systems Research</i> , Accepted	
	<ul style="list-style-type: none">• Media: Marginal Revolution, MIT Ideas Made to Matter	

¹Indicates first author or co-first authors

National Megastudy Shows that Email Nudges to Elementary School Teachers Boost Student Math Achievement, Particularly When Personalized

(Angela Duckworth¹, Katherine Milkman, ... **Benjamin S. Manning**, ..., & 26 others)
Proceedings of the National Academy of Sciences, 2025

Effect Size Magnification: No Variable is as Important as the One You're Thinking About—While You're Thinking About It

(Linnea Gandhi¹, **Benjamin S. Manning**, & Angela Duckworth)
Current Directions in Psychological Science, 2024

- Top 10 most downloaded Association for Psychological Science (APS) journal articles in 2024
- Media: [Under the Cortex](#)

REFEREED
CONFERENCE
PROCEEDINGS

Strategic Tradeoffs Between Humans and AI in Multi-Agent Bargaining

(Crystal Qian¹, Kehang Zhu¹, John Horton, **Benjamin S. Manning**, Vivian Tsai, James Wexler, & Nithum Thain)
ACM Conference on Intelligent User Interfaces (IUI), 2026

BOOK
CHAPTERS

The Coasean Singularity? Demand, Supply, and Market Design with AI Agents

(Peyman Shahidi¹, Gili Rusak¹, **Benjamin S. Manning**¹, Andrey Fradkin¹, & John Horton¹)
Forthcoming in *The Economics of Transformative AI*

- Media: [Marginal Revolution](#)

IN PROGRESS

Taste-as-Program: Scalable Preference Elicitation with Artificial Intelligence

(Gili Rusak¹, **Benjamin S. Manning**¹, & John Horton)

Recapitulating all of Experimental Economics with AI Agents

(**Benjamin S. Manning**¹ & John Horton¹)

Natural Language Algorithms: What Happens When AI Agents Pick Your News?

(**Benjamin S. Manning**¹ & Alex Moehring¹)

What Causes Financial Bubbles? Theory and Evidence from Simulations and the Lab

(Cady Ngo¹, **Benjamin S. Manning**¹, Christopher Avery¹, & Colin Camerer¹)

A Vision Language Model-Based Framework For Technical Analysis

(Akshata Tiwari¹, Jillian Ross, **Benjamin S. Manning**, & Andrew Lo)

A Data-Driven Approach to Designing Better Nudges: A Case Study in Math Education

(Marcos Gallo¹, Sean S. Hu¹, **Benjamin S. Manning**, Angela Duckworth, & Colin Camerer)

Will The Real Psychohistory Please Stand Up?

(**Benjamin S. Manning**¹ & John Horton)

INVITED
TALKS

2026 (Includes scheduled talks): MIT Center for Information Systems Research (CISR) Hot Topic Webinar; NBER AI and Economic Measurement Conference; Columbia Management, Analytics, and Data Conference; Wharton AI and the Future of Work Conference; University of Connecticut Seminar (Operations & Information Management); The Business Implications of Generative AI (BIG.AI); Digital Economy Workshop Athens; Chapman University Brownbag Seminar; AEA Annual Meeting.

2025: Workshop on Information Systems and Economics (WISE); Conference on AI, Machine Learning, and Business Analytics; Dartmouth Economics Seminar; North American Meeting of the Economic Science Association (ESA); Instacart Economics Team Seminar; NYU Workshop on AI and the Future of Collaborative Innovation; KOF ETH Zurich and IZA Workshop: Matching Workers and Jobs Online; Machine Learning in Economics Summer Conference (MLESC25); Academy of Management (AOM) Annual Meeting; International Conference on Computational Social Science (IC2S2); Wharton AI and the Future of Work Conference; AI, Mechanism Design and Human Behavior: Experiments and Theory NBER/CEME Decentralization Conference; Khipu Latin American

Meeting in AI; Artificially Intelligent Social Science Workshop (Oxford); AEA Annual Meeting.

2024: Conference on AI, Machine Learning, and Business Analytics; NABE Tech Economics Conference; Informs Annual Meeting; Machine Learning in Science Conference; Econometric Society Interdisciplinary Frontiers Conference on Economics and AI+ML; ZEW Conference on the Economics of ICT; International Conference of the French Association of Experimental Economics; Instacart Economics Team Seminar; Statistical Conference in E-Commerce Research (SCECR); Wharton AI and the Future of Work Conference; International Meeting on Experimental and Behavioral Social Sciences; MIT IDE Annual Conference; Microsoft Research AI, Cognition, and the Economy Workshop; Measuring Development: AI, the Next Generation at the World Bank.

2023: Interactive Causal Learning Conference; MIT CODE; MIT CSAIL's FutureTech Seminar; Talking to Machines AI Workshop at Oxford University.

TEACHING

15.575: Economics of Information and Information Technology, **TA for John Horton & Alessandro Acquisti**—MIT, Spring 2026

QSTBA 830: Business Experimentation and Causal Methods, **Guest Lecturer for Andrey Fradkin**—Boston University, Spring 2025

BUSN 38802: Managerial Decision Making; **TA for Richard Thaler**, University of Chicago—Booth London Campus, Fall 2024 (Rating: 4.7/5.0)

API-101Z: Markets and Failures; **TA for Christopher Avery**—Harvard University, Fall 2024 (Rating: 4.6/5.0)

API-101Z: Markets and Failures; **TA for Christopher Avery**—Harvard University, Fall 2023 (Rating: 4.3/5.0)

AFFILIATIONS

MIT Initiative on the Digital Economy, Heterodox Academy

PROFESSIONAL SERVICE

Ad-hoc Reviewer: *Management Science*, *Proceedings of the National Academy of Sciences*, *Manufacturing and Service Operations Management*, *Southern Economic Journal*, *Conference on Neural Information Processing Systems (NeurIPS)*, *ACM-Collective Intelligence*, *International Conference on Information Systems (ICIS)*, *Sociological Science*, *International Conference on Computational Social Science (IC2S2)*

Program Committees: *ACM Conference on Economics and Computation (2026)*, *The Business Implications of Generative AI (BIG.AI) (2026)*, *Conference on Digital Experimentation (CODE) (2023)*

EMPLOYMENT

University of Pennsylvania 2021 - 2022
Research Assistant for Angela Duckworth

University of Chicago 2020 - 2022
Research Assistant for Jon Rogowski

Dartmouth College 2018 - 2019
Research Assistant for Sydney Finkelstein

Phetpittayakom School 2017 - 2018
High School Math Teacher in Thailand

Optiver US LLC 2016
Execution Trading Intern