

# MANUEL MUNOZ

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## EMPLOYMENT

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**New York University Abu Dhabi** 2017 – Present  
Postdoctoral Associate in Economics, Social Science Division

**University of Valencia** 2016 – 2017  
Postdoctoral Juan de la Cierva Fellowship Grant, Economics Department

## EDUCATION

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**University of Groningen** 2010 – 2015  
Ph.D., Sociology  
*Dissertation:* The Influence of Individual Differences on Network Relations  
*Dissertation committee:* Arno Riedl, Tom Snijders, Vincent Buskens

**University of Valencia** 2008 – 2010  
MSc., Economics, *distinction*  
*Thesis:* Heterogeneous Network Games with Conflicting Preferences

**Industrial University of Santander** 2001 – 2006  
BSc., Economics  
*Thesis:* An Economic Model of Drug Dealing in Bucaramanga (1994-2004)

## RESEARCH INTERESTS

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My research interests lie within behavioral and experimental economics and the economics of networks, with a particular interest on understanding problems of inequality and exclusion.

## JOB MARKET PAPER

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### **Flexible identities: Can identity change promote efficiency in social coordination**

*Abstract:* In this paper I study how identities impact efficiency in social coordination settings. I formalize a game theoretic model and then test the main insights from the model in a laboratory experiment. The findings show there is a tension between choosing efficiently and choosing consistently with one's identity. While efficiency is achieved when all players integrate and choose one same action to coordinate on, identities cause agents to have opposing views on which action is best to adopt, driving them towards a segregated society. Arguably, a way to solve this problem is to facilitate agents in minority groups to assimilate by strategically match their identity to that of the majority. I test this conjecture, looking at different challenges to assimilation as treatment variations, and find support for this prediction: when identities are rigid inefficient segregation is predominant, but flexible identities can solve this conflict and promote efficiency via assimilation.

## PUBLISHED PAPERS

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- James Andreoni and the Quest for Others in our Utility Functions.* 2018  
**J. Public Econ. Theory** (with N. Nikiforakis)
- Equilibrium Characterization of Networks under Conflicting Preferences.* 2017  
**Economic Letters** (with P. Hernández, G. Martínez, A. Sánchez)
- Conflict and Segregation in Networks: An Experiment on the Interplay between Individual Preferences and Social Influence.* 2016  
**J. Dynamic and Games** (with L. Ellwardt, P. Hernandez, G. Martinez)
- 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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- Integration and Diversity* (with S. Goyal, P. Hernández, G. Martínez, F. Moisan, A. Sánchez)  
**R&R Experimental Economics**
- Collaborative Production Networks among Unequal Actors* (with J. Dijkstra, R. Wittek, A. Flache)  
**R&R Network Science**
- Business Culture: The Role of Relational Proximity and Contract Incompleteness* (with E. Reuben)  
**Submitted**
- The Limits of Transparency in Reducing Corruption* (with D. Parra, L.A. Palacio)  
**Submitted**

## PAPERS IN PREPARATION

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- Second- and Third-Party Counter-Punishment* (with N. Nikiforakis)
- Communication and Contracts in Multitask Principal-Agent Relations* (with E. Reuben)
- Web of Lies* (with K. Makovi)

## INVITED SEMINAR PRESENTATIONS

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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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- 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: *Theory & Decision; Rationality & Society; J. Economic Behavior & Organizations; Advances in Complex Systems; PlosOne; Games and Economic Behavior; Mathematical Social Science*

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*

## REFERENCES

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Professor Ernesto Reuben  
New York University Abu Dhabi  
[ereuben@nyu.edu](mailto:ereuben@nyu.edu)

Professor Sanjeev Goyal  
University of Cambridge  
[sg472@cam.ac.uk](mailto:sg472@cam.ac.uk)

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