

# ANDRAS MOLNAR, PH.D.

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## ACADEMIC POSITIONS

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**Assistant Professor** (2023–)  
University of Michigan, Department of Psychology

**Principal Researcher** (2021–2023)  
The University of Chicago Booth School of Business

## EDUCATION

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**Carnegie Mellon University** (2016–2020)  
Ph. D., Behavioral Decision Research  
Dissertation title: *“How what goes on in others’ minds affects our choices and well-being”* [LINK](#)

**Central European University, Hungary** (2012–2016)  
Ph. D., Cognitive Science (all but dissertation)

**University of Pécs, Hungary** (2006–2012)  
B.A. & M. A., Economics

## RESEARCH INTERESTS

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Motivated preferences for information (“belief-based utility”)  
Communication and information disclosure  
Social inference and social decision-making  
Generative AI

## PUBLICATIONS

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\*Indicates student mentee

1. Molnar, A., & Mermelstein, I.\* (2026). Utilizing Generative AI to Boost Public Support for Carbon Pricing. *Proceedings of the 59th Hawaii International Conference on System Sciences* (pp. 768–777). [LINK](#)
2. Wojtowicz, Z., Molnar, A., Golman, R., & Loewenstein, G. (2025). Willful Inattention: Keeping Aversive Information Out of Mind. *Current Opinion in Psychology*, 66, 102116. [LINK](#)
3. Molnar, A., & Paolacci, G. (2024). Competition increases the magnitude of dishonest reporting even when controlling for reward uncertainty. *Scientific Reports*, 14, 31980. [LINK](#)
4. Molnar, A., & Golman, R. (2024). Impatience for Information: Curiosity is here today, gone tomorrow. *Journal of Behavioral Decision Making*, 37(1), e2360. [LINK](#)
5. Molnar, A., Chaudhry, S. J., & Loewenstein, G. (2023). “It’s Not About the Money. It’s About Sending a Message!”: Avengers Want Offenders to Understand the Reason for Revenge. *Organizational Behavior and Human Decision Processes*, 174, 104207. [LINK](#)
  - Awarded the Best Conference Paper Award at the 2021 IACM conference
  - Press: [Chicago Booth Review](#)
6. Molnar, A., Moore, A., Fowler, C., & Wu, G. (2023). Seen and Not Seen: How People Judge Ambiguous Behavior During the COVID-19 Pandemic. *Journal of Risk and Uncertainty*, 66, 141–159. [LINK](#)
7. Molnar, A., & Loewenstein, G. (2022). Thoughts and players: An introduction to old and new economic perspectives on beliefs. In J. Musolino, J. Sommer, & P. Hemmer (Eds.). *The Cognitive Science of Belief* (pp. 321–350). Cambridge University Press. [LINK](#)
8. Molnar, A., & Loewenstein, G. (2022). Ideologies Are Like Possessions: A commentary on Gries, T., Müller, V., & Jost, J. T. The Market for Belief Systems: A Formal Model of Ideological Choice. *Psychological Inquiry*, 33(2), 84–87. [LINK](#)
9. Golman, R.<sup>1</sup> Loewenstein, G.<sup>1</sup> Molnar, A.<sup>1</sup> & Saccardo, S.<sup>1</sup> (2021). The Demand for, and Avoidance of, Information. *Management Science*, 68(9), 6454–6476. [LINK](#)
  - <sup>1</sup>Authors are listed in alphabetical order of last names.
  - Best Paper Award Honorable Mention (top 3 out of 44) at the 2025 SJDM conference
10. VanEpps, E. M.<sup>2</sup>, Molnar, A.<sup>2</sup>, Downs, J. S., & Loewenstein, G. (2021). Choosing the Light Meal: Real-time Aggregation of Calorie Information Reduces Meal Calories. *Journal of Marketing Research*, 58(5), 948–967. [LINK](#)
  - <sup>2</sup>VanEpps and Molnar are joint first authors.
  - Awarded the Best Student Poster Award at the 2019 SJDM conference

11. Molnar, A. (2020). How to implement real-time interaction between participants in online surveys: A practical guide to SMARTRIQS. *The Quantitative Methods for Psychology*, 16(4), 334–354. [LINK](#)
12. Molnar, A. (2019). SMARTRIQS: A Simple Method Allowing Real Time Respondent Interaction in Qualtrics Surveys. *Journal of Behavioral and Experimental Finance*, 22, 161–169. [LINK](#)  
— Awarded the Technology Innovator Award at the 2023 IACM conference
13. Loewenstein, G., & Molnar, A. (2018). The renaissance of belief-based utility in economics. *Nature Human Behaviour*, 2(3), 166–167. [LINK](#)
14. Heintz, C., Karabegovic, M., & Molnar, A. (2016). The co-evolution of honesty and strategic vigilance. *Frontiers in psychology*, 7, 1503. [LINK](#)

## WORKING PAPERS

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\*Indicates student mentee

15. Atamer, A.\*, Molnar, A., & Shah, P. (2025). Overrated Intuition and Underappreciated Deliberation: Reevaluating the Smart System-1 Account in Bat-and-Ball Reasoning. *Under review, Cognition. (Manuscript available upon request.)*
16. Zhu, J.\*, & Molnar, A. (2025). Blissful (A)Ignorance: People form overly positive impressions of others based on their written messages, despite wide-scale adoption of Generative AI. *Revise & Resubmit, Computers in Human Behavior. [LINK](#)*
17. Molnar, A., & Loewenstein, G. (2025). The Misery of Misbelief: People are upset and avoid others when they think others hold false beliefs, not simply different beliefs. *Revise & Resubmit, Political Psychology. [LINK](#)*
18. Zhu, J.\*, & Molnar, A. (2025). The End of Writing as We Know It? Generative AI May Undermine the Social Signaling Function of Writing. [LINK](#)
19. Capraro, V., Globig, L., Rausch, Z., Rathje, S., Wormley, A. S., Olson, J., ... Molnar, A., ... & Van Bavel, J. J. (2025). A collective review on some potential negative impacts of smartphone and social media use on adolescent mental health: Results from a Delphi process. *Under review, Nature Human Behaviour. [LINK](#)*
20. Holzknecht, A., Schwaiger, R., Blanco, E., Huber, J., Kirchler, M., ... Mermelstein, I.\*, ... Molnar, A., ... (2025). Collective Evidence on Behavioral Interventions Targeting Carbon Pricing Support: A Many-Designs Approach with 55 Studies.
21. Molnar, A., & Chaudhry, S. J. (2025). The lesser of two evils: Explaining a bad choice by revealing the choice set. [LINK](#)
22. Molnar, A., & Epley, N. (2025). Belief-Based Barriers to Forgiveness (*Manuscript available upon request.*)

23. Molnar, A., & Heintz, C. (2016). Beliefs about people's prosociality eliciting predictions in dictator games. *CEU Working Papers, Department of Economics, Central European University*. [LINK](#)

## RESEARCH IN PROGRESS

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\*Indicates student mentee

The Weaponized Science Effect: Using science to attack political opponents undermines the perceived quality of science (with Atakan Atamer\* & Sila Mutaf\*). *Manuscript in preparation*

Exploring the adoption and impact of Generative AI in communication: Insights from a nationally representative survey (2024-2025) (with Jiaqi Zhu\*). *Data collection in progress*

Apologizing, Fast and Slow: The disadvantage of apologizing too soon (with Hyeran Kang\*). *Data collection in progress*

Honor-Driven Revenge: A cross-cultural study of Turkey and the U.S. (with Sila Mutaf\*). *Data collection in progress*

Disclosure utility theory: Modeling the desire to be understood. (with George Loewenstein, *data collection in progress*)

## INVITED TALKS

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2025 – Mindworks, The University of Chicago (*virtual talk*)

LIFE Academy, Ann Arbor, MI

2023 – Tuck School of Business, Hanover, NH

University of Michigan, Ann Arbor, MI

Boston College, Chestnut Hill, MA (*virtual talk*)

2022 – University of Michigan, Ann Arbor, MI

INSEAD, Fontainebleau, France / Singapore (*virtual talk*)

2021 – College of William & Mary, Williamsburg, VA (*virtual talk*)

Harvard Kennedy School, Cambridge, MA (*virtual talk*)

Vanderbilt University, Nashville, TN (*virtual talk*)

2020 – The University of Chicago, Chicago, IL

2019 – University of Cologne, Cologne, Germany

## CONFERENCE PRESENTATIONS

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Regular talk unless stated otherwise

2026 – 59th Hawaii International Conference on System Sciences, Maui, HI

2025 – Society for Judgment and Decision Making, Denver, CO

Behavioral Economics: Retrospect and Prospect, Bellingham, WA

2024 – Society for Personality and Social Psychology, San Diego, CA (*symposium*)

2023 – International Association for Conflict Management, Thessaloniki, Greece

Curiosity, Creativity and Complexity Conference, New York, NY (*poster*)

2022 – Society for Judgment and Decision Making, *virtual conference*

Belief Based Utility Conference, Amsterdam, Netherlands

2021 – JDM preconference, Society for Personality and Social Psychology, *virtual conference*

International Association for Conflict Management, *virtual conference (symposium)*

APA Convention (Division 8: SPSP), *virtual conference (symposium)*

Prior to 2021:

Society for Consumer Psychology Conference, Huntington Beach, CA

NeuroPsychoEconomics, *virtual conference*

Society for Judgment and Decision Making, *virtual conference (poster)*

Early Career Behavioral Economics Conference, San Diego, CA

Boston Judgment and Decision Making Day, Boston, MA

Society for Judgment and Decision Making, Montréal, Canada

Yale Whitebox Advisors Graduate Student Conference, New Haven, CT

Society for Judgment and Decision Making, Vancouver, Canada (*poster*)

Society for Judgment and Decision Making, Boston, MA

Annual Meeting of the French Experimental Economics Association, Besançon, France

Maastricht Behavioral and Experimental Economics Symposium, Maastricht, Netherlands

Foundations of Utility and Risk, Rotterdam, Netherlands

Economic Science Association European meeting, Prague, Czech Republic

## WORKSHOPS, PRECONFERENCES, AND SUMMERS SCHOOLS

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2025 – Misinformation & Belief Science 2025 Preconference at SPSP (*Co-chair*)

2024 – SPSP Free-Form Friday online workshop on SMARTRIQS and SurvConf, [LINK](#)

Tools for Studying Dyadic and Group Interactions in Online Experiments, SPSP Professional Developmental Workshop, San Diego, CA

2022 – The United States, Europe and World Order, Johns Hopkins SAIS Kissinger Center and Foreign Policy Institute, *virtual panel discussion*

2021 – Introducing SMARTRIQS to Negotiation and Conflict Management, IACM *virtual workshop*

Workshops and summer schools prior to 2021:

Running Social Interaction Studies Online, NYU *webinar*  
 BRIQ workshop on Beliefs, Bonn, Germany  
 DGPE workshop on “Belief-Dependent Preferences”, Copenhagen, Denmark  
 BRIQ Summer School on Behavioral Economics, Bonn, Germany  
 Behavioral Insights Group Doctoral Workshop, Boston, MA  
 SJDM Pre-Conference on Economic Inequality, Montréal, Canada  
 Workshop on Norms and Behavioral Change, Philadelphia, PA  
 Spring School in Behavioral Economics, San Diego, CA  
 Modelling Self on Other workshop, Budapest, Hungary  
 Norms, Actions, Games workshop, London, UK

## GRANTS AND AWARDS

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SJDM 2025 Best Paper Award Honorable Mention (top 3 out of 44)

Rising Star of the Association for Psychological Science (2025)

IACM 2023 Technology Innovator Award

IACM 2021 Best Conference Paper Award

SJDM 2019 Best Student Poster Award

Presidential Fellowship, Carnegie Mellon University (2019) \$5,000

Graduate Student Teaching Award, CMU Dietrich College (2018)

Visiting Researcher Award, CMU (2015/16) \$10,000

Fulbright Visiting Student Researcher Scholarship (2015/16) \$6,700

Academic Achievement Award, Central European University  
 (top first-year student in 2012/13)

Pro Communitate Studiorum Facultatis Oeconomiae award, University of Pécs  
 (top student of the school of economics in 2010/11)

General Electric Scholar Leaders scholarship (2008–2011) \$3,000

## TEACHING EXPERIENCE

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Total number of students taught (as primary instructor): ~540 undergraduates; ~25 graduate students

### **University of Michigan (as primary instructor):**

Advanced Decision Processes, PhD seminar (Fall 2025), overall instructor evaluation\*: **4.93 / 5**

Decision Processes, undergraduate (Fall 2025), overall instructor evaluation\*: **4.87 / 5**

Decision Making & A.I., PhD seminar series (Winter 2025), overall instructor evaluation\*: **4.93 / 5**

Decision Processes, undergraduate (Winter 2025), overall instructor evaluation\*: **4.83 / 5**

Advanced Decision Processes, PhD seminar (Winter 2024), overall instructor evaluation\*: **5.00 / 5**

Decision Processes, undergraduate (Winter 2024), overall instructor evaluation\*: **4.87 / 5**

*\*average of the three university-wide questions about instructors:*

*"seemed well prepared for class meetings", "explained material clearly", and "treated students with respect"*

### **Other teaching experience (as teaching assistant & guest lecturer):**

Designing a Good Life, MBA level (Booth School of Business, University of Chicago; 3 semesters)

Behavioral Economics & Public Policy (Carnegie Mellon University; 4 semesters)

Decision Analysis (Carnegie Mellon University; 4 semesters)

Behavioral Economics, PhD level (Carnegie Mellon University; 3 semesters)

Behavioral Economics (Carnegie Mellon University; 2 semesters)

## ADVISING & MENTORING

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### **Advised PhD students in Cognitive Psychology, University of Michigan: (\*primary advisee)**

Atakan Atamer, *expected graduation: 2028*

Hyeran Kang\*, *expected graduation: 2029*

Sila Mutaf\*, *expected graduation: 2029*

### **PhD dissertation committees, University of Michigan:**

Caroline Beckman, School for Environment and Sustainability (*expected graduation: 2028*)

Yuhan Li, Communication and Media (*expected graduation: 2028*)

Tanner Nichols, Cognitive Psychology (2025)

Jahla Osborne, Cognitive Psychology (2025)

Amelie Rossmaier, Social Psychology (*expected graduation: 2026*)

Gregory Stanley, Cognitive Psychology (2025)

Yiyan (Rose) Wang, Developmental Psychology (*expected graduation: 2026*)

Jordyn Young, School of Information (*expected graduation: 2028*)

**Master's student, The University of Chicago:**

Medha Raju, *post-graduation placement: Research Design Specialist, University of Michigan*

**Master's student, University of Michigan:**

Milena Stepanova, *expected graduation: Spring 2026*

**Undergraduate students, University of Michigan:**

Honor's students (as primary advisor): Maya Bojan, Aline Lu, Sally Mo, Injin Park, Minnie Yuan

Honor's thesis reader: Elizabeth Gass, Ilana Mermelstein, Hannah Feng

Supervised independent research: Lila Ellman, Rhea Karwal, Alissa Vezikov

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## PROFESSIONAL ACTIVITIES & SERVICE

**Organizational affiliations**

Association for Psychological Science

Society for Judgment and Decision Making

Society for Personality and Social Psychology

**Ad-hoc reviewer**

Association of Computing Machinery CHI conference

Behavioral Science & Policy

Hawaii International Conference on System Sciences

International Association for Conflict Management

Journal of the Association for Consumer Research

Journal of Economic Psychology

Justice Quarterly

Management Science

Organizational Behavior and Human Decision Processes

Organization Science

Proceedings of the Royal Society B

Scientific Reports

Society for Judgment and Decision Making

Society for Personality and Social Psychology

The University of Chicago Press

Zeitschrift für Psychologie

## Contributions to crowd-sourced research projects

#ManyDesignsCarbon ([LINK](#))

A consensus statement on the impact of social media on adolescent mental health ([LINK](#))

Reproducibility in Management Science ([LINK](#))

## Other service

2025–2026: *Chair*, Student Awards Committee, Department of Psychology (Cognition and Cognitive Neuroscience area), University of Michigan

2025: *Organizer*, Decision-making and Artificial Intelligence seminar series, University of Michigan

2024–2025: *Chair*, Graduate Admissions Committee, Department of Psychology (Cognition and Cognitive Neuroscience area), University of Michigan

2024–2025: *Co-Chair*, Organizing Committee of the Misinformation & Belief Science 2025 Preconference at SPSP

2021–2023: *Organizer*, Center for Decision Research Brown Bag seminar series, Booth School of Business, The University of Chicago

## REFERENCES

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**Nicholas Epley** (postdoctoral advisor)  
John Templeton Keller Professor of Behavioral Science, Booth School of Business, U. of Chicago  
5807 S Woodlawn Ave.  
Chicago, IL 60637  
Office: (773) 834-1266  
Email: [epley@chicagobooth.edu](mailto:epley@chicagobooth.edu)

**Shereen Chaudhry**  
Assistant Professor of Behavioral Science  
Booth School of Business, U. of Chicago  
5807 S Woodlawn Ave.  
Chicago, IL 60637  
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**Alex Imas**  
Associate Professor of Behavioral Science and Economics, Booth School of Business, U. of Chicago  
5807 S Woodlawn Ave.  
Chicago, IL 60637  
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Email: [alex.imas@chicagobooth.edu](mailto:alex.imas@chicagobooth.edu)

**George Loewenstein** (Ph.D. committee chair)  
Herbert A. Simon Professor of Economics and Psychology, Carnegie Mellon University  
5000 Forbes Ave.  
Pittsburgh, PA 15213  
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Email: [gl2o@andrew.cmu.edu](mailto:gl2o@andrew.cmu.edu)

**Russell Golman**  
Associate Professor of Behavioral Economics and Decision Sciences, Carnegie Mellon University  
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**Silvia Saccardo**  
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