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ANDRAS MOLNAR, PH.D.

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ACADEMIC POSITIONS

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

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

EDUCATION

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

Belief-based utility
Information-seeking and information disclosure
Person perception and impression formation
Social interactions and communication

PUBLICATIONS

1. Molnar, A., & Paolacci, G. (2024). Competition increases the magnitude of dishonest reporting even when controlling for reward uncertainty. *Scientific Reports*, 14, 31980. [LINK](#)
2. Molnar, A., & Golman, R. (2024). Impatience for Information: Curiosity is here today, gone tomorrow. *Journal of Behavioral Decision Making*, 37(1), e2360. [LINK](#)
3. 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](#)
4. 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](#)
5. 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](#)
6. 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](#)
7. Golman, R., Loewenstein, G., Molnar, A., & Saccardo, S. (2021). The Demand for, and Avoidance of, Information. *Management Science*, 68(9), 6454–6476. [LINK](#)
8. VanEpps*, E. M., Molnar*, A., 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](#) *joint first authors
 - Awarded the Best Student Poster Award at the 2019 SJDM conference
9. 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](#)
10. 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
11. Loewenstein, G., & Molnar, A. (2018). The renaissance of belief-based utility in economics. *Nature Human Behaviour*, 2(3), 166–167. [LINK](#)
12. Heintz, C., Karabegovic, M., & Molnar, A. (2016). The co-evolution of honesty and strategic vigilance. *Frontiers in psychology*, 7, 1503. [LINK](#)

WORKING PAPERS

*Indicates student mentee

13. Zhu, J.*, & Molnar, A. (2024). Blissful (A)Ignorance: People form overly positive impressions of others based on their written messages, despite wide-scale adoption of Generative AI. *Under review*. [LINK](#)
14. Zhu, J.*, & Molnar, A. (2024). The End of Writing as We Know It? Generative AI May Undermine the Social Signaling Function of Writing. *Under review, manuscript available upon request*.
15. Molnar, A., & Loewenstein, G. (2024). Disturbed by misbelief: People are upset and avoid others when they think others hold false beliefs, not simply different beliefs. *Revise & Resubmit, Scientific Reports*. [LINK](#)
16. Molnar, A., & Epley, N. (2024). Beliefs as Barriers: We Can't Forgive Those Who Don't Understand. (*Manuscript available upon request*.)
17. Molnar, A., & Chaudhry, S. J. (2020). The lesser of two evils: Explaining a bad choice by revealing the choice set. *PsyArXiv*. [LINK](#)
18. 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](#)

INVITED TALKS

- 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 – University of Chicago, Chicago, IL
- 2019 – University of Cologne, Cologne, Germany

CONFERENCE PRESENTATIONS

Regular talk unless stated otherwise

- 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

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*

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

OTHER RESEARCH EXPERIENCE

Research consultant & programmer:

- 2020–2021 Department of Economics, University of San Francisco
- 2020 Department of Economics, Princeton University
- Department of Government, Harvard University
- Department of Political Science, University of California, Merced
- 2018–2021 Center for Cognitive Science, Rutgers University

GRANTS AND AWARDS

- 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

University of Michigan (primary instructor):

- Decision Making & A.I., PhD seminar series (Winter 2025), overall instructor evaluation*: **TBA**
- Decision Processes, undergraduate (Winter 2025), overall instructor evaluation*: **TBA**
- Advanced Decision Processes, PhD seminar (Winter 2024), overall instructor evaluation*: **5.0 / 5.0**
- Decision Processes, undergraduate (Winter 2024), overall instructor evaluation*: **4.9 / 5.0**

**average of the three university-wide questions about instructors:
“seemed well prepared for class meetings”, “explained material clearly”, and “treated students with respect”*

ADVISING & MENTORING

PhD students, University of Michigan:

Atakan Atamer (advisor), *expected graduation: 2028*

Hyeran Kang (primary advisor), *expected graduation: 2029*

Sila Mutaf (primary advisor), *expected graduation: 2029*

Caroline Beckman (dissertation committee member)

Tanner Nichols (dissertation committee member)

Jahla Osborne (dissertation committee member)

Gregory Stanley (dissertation committee member)

Yiyan (Rose) Wang (dissertation committee member)

Master's students:

Medha Raju, University of Chicago (**primary advisor**)
post-graduation placement: Research Design Specialist, University of Michigan

Undergraduate students:

Ilana Mermelstein, University of Michigan (Honors thesis reader)

Hannah Feng, University of Michigan (Honors thesis reader)

PROFESSIONAL ACTIVITIES

Reviewer: Association of Computing Machinery CHI conference, Behavioral Science & Policy, International Association for Conflict Management, Journal of the Association for Consumer Research, Journal of Economic Psychology, Justice Quarterly, Management Science, Organization Science, Proceedings of the Royal Society B, Scientific Reports, Society of Judgment and Decision Making, Society for Personality and Social Psychology, Zeitschrift für Psychologie

Organizational Affiliations: Association for Psychological Science, International Association for Conflict Management, Society of Judgment and Decision Making, Society for Personality and Social Psychology

Contributions to Crowd-Sourced Research Projects:
[#ManyDesignsCarbon](#); [Reproducibility in Management Science](#)

LANGUAGES AND SKILLS

Hungarian (native), English (fluent), German (advanced)

Data analysis & modeling: R, SPSS, MatLab

Experimental design: Qualtrics, Amazon Mechanical Turk, Prolific

Programming & web design: JavaScript, PHP, HTML