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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 management
Social interactions and communication

PUBLICATIONS

1. Molnar, A., & Golman, R. (2023). Impatience for Information: Curiosity is here today, gone tomorrow. *Journal of Behavioral Decision Making*, e2360. [LINK](#)
2. 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](#)
3. 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](#)
4. 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](#)
5. 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](#)
6. Golman, R., Loewenstein, G., Molnar, A., & Saccardo, S. (2021). The Demand for, and Avoidance of, Information. *Management Science*, 68(9), 6454–6476. [LINK](#)
7. 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
8. 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](#)
9. 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
10. Loewenstein, G., & Molnar, A. (2018). The renaissance of belief-based utility in economics. *Nature Human Behaviour*, 2(3), 166–167. [LINK](#)
11. Heintz, C., Karabegovic, M., & Molnar, A. (2016). The co-evolution of honesty and strategic vigilance. *Frontiers in psychology*, 7, 1503. [LINK](#)

WORKING PAPERS

12. Molnar, A., & Paolacci, G. (2023). (Possibly) ill-gotten gains: Disentangling the effects of competition and uncertainty on cheating. *Manuscript under review; Working paper available upon request.*
13. Molnar, A., & Loewenstein, G. (2020). The False and the Furious: People are more disturbed by others' false beliefs than by differences in beliefs. *Manuscript under review.* [LINK](#)
14. Molnar, A., & Chaudhry, S. J. (2020). The lesser of two evils: Explaining a bad choice by revealing the choice set. *PsyArXiv.* [LINK](#)
15. 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

Barriers to forgiveness: We can't forgive those who hold false beliefs. (with Nick Epley, *manuscript in preparation*)

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 – (*forthcoming*) 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 AND SUMMERS SCHOOLS

- 2024 – (*forthcoming*) 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*
- 2020 – Running Social Interaction Studies Online, NYU *webinar*
- 2019 – BRIQ Workshop on Beliefs, Bonn, Germany; DGPE PhD course on Psychological Game Theory & 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
- 2018 – Workshop on Norms and Behavioral Change, Philadelphia, PA
- 2016 – Spring School in Behavioral Economics, San Diego, CA
- 2015 – Modelling Self on Other workshop, Budapest, Hungary
- 2014 – 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

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

Course (semester) / Role / Course instructor / Institution

Designing a Good Life, MBA level (Spring 2022, Summer 2022, Winter 2023)

Teaching Assistant

Instructor: Nicholas Epley

Booth School of Business, University of Chicago

Behavioral Economics & Public Policy (Fall 2017, Fall 2018, Fall 2019, Fall 2020)

Teaching Assistant & Guest Lecturer

Instructor: George Loewenstein

Carnegie Mellon University

Decision Analysis (Spring 2017, Spring 2018, Spring 2019, Spring 2020)

Teaching Assistant & Guest Lecturer

Instructor: Russell Golman

Carnegie Mellon University

Behavioral Economics, graduate level (Fall 2017, Fall 2018, Fall 2019)

Teaching Assistant

Instructor: George Loewenstein

Carnegie Mellon University

Behavioral Economics (Spring 2017)

Teaching Assistant & Guest Lecturer

Instructor: Elif Incekara

Tepper School of Business, Carnegie Mellon University

Behavioral Economics (Fall 2016)

Teaching Assistant

Instructor: Alex Imas

Carnegie Mellon University

ADVISING

Master's students (Primary advisor):

Medha Raju, MAPSS-Psychology 2022, University of Chicago
post-graduation placement: Research Design Specialist, University of Michigan

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, Society for Personality and Social Psychology, Zeitschrift für Psychologie

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

Contributions to Crowd-Sourced Research Projects: [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

REFERENCES

Nicholas Epley (postdoctoral advisor)
John Templeton Keller Professor of Behavioral Science, Booth School of Business, U. of Chicago
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George Loewenstein (Ph.D. committee chair)
Herbert A. Simon Professor of Economics and Psychology, Carnegie Mellon University
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Office: (412) 268-8787
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