

MICHAEL GEERS

<https://michael-geers.com>

michael.geers@ucd.ie

Last updated November 2024

ACADEMIC APPOINTMENTS

Michael Smurfit Graduate Business School, University College Dublin

Assistant Professor of Marketing

Nov 2024

Max Planck Institute for Human Development

Postdoctoral Fellow

May–Oct 2024

EDUCATION

Max Planck Institute for Human Development & HU Berlin

Dr. rer. nat. (Ph.D.) in Psychology

Expected 2024

University of Pennsylvania

Master of Behavioral and Decision Sciences

2019

Trinity Business School, Trinity College Dublin

M.Sc. in Marketing, with Distinction

2018

Provadis School of International Management and Technology

B.A. in Business Administration

2017

VISITING POSITIONS

Columbia Business School, Columbia University

Visiting Scholar

Nov 2024

Host: Gita Johar

Network Science Institute, Northeastern University

Visiting Ph.D. Student

Aug–Sep 2022

Host: Briony Swire-Thompson

RESEARCH INTERESTS

General Areas: Consumer Behavior, Judgment and Decision Making, Computational Social Science

Current Topics: Psychology of Technology, Evidence-Based Public Policy (Boosting)

PUBLICATIONS

Straub, V.J., Burton, J.W., **Geers, M.**, & Lorenz-Spreen, P. (2024). [Public attitudes towards social media field experiments](#). *Scientific Reports*, 14(1), 26110.

Geers, M., Fischer, H., Lewandowsky, S., & Herzog, S.M. (2024). [The political \(a\)symmetry of metacognitive insight into detecting misinformation](#). *Journal of Experimental Psychology: General*, 153(8), 1961–1972.

Kozyreva, A., Lorenz-Spreen, P., Herzog, S.M., Ecker, U.K.H., Lewandowsky, S., Hertwig, R., Ayesha, A., Bak-Coleman, J., Barzilai, S., Basol M., Berinsky, A.J., Betsch, C., Cook, J., Fazio, L.K., **Geers, M.**, Guess, A.M., Huang, H., Larreguy, H., Maertens, R., Panizza, F., Pennycook, G., Rand, D., Rathje, S., Reifler, J., Schmid, P., Smith, M., Swire-Thomson, B., Szewach, P., van der Linden, S., & Wineburg, S. (2024). [Toolbox of individual-level interventions against online misinformation](#). *Nature Human Behaviour*, 8, 1044–1052.

- Geers, M.**, Swire-Thompson, B., Lorenz-Spreen, P., Herzog, S.M., Kozyreva, A., & Hertwig, R. (2024). [The Online Misinformation Engagement Framework](#). *Current Opinion in Psychology*, 55, 101739.
- Geers, M.** (2023). [Linking lab and field research](#). *Nature Reviews Psychology*, 2(8), 458.
- Sultan, M., Tump, A.N., **Geers, M.**, Lorenz-Spreen, P., Herzog, S.M., & Kurvers, R.H.J.M. (2022). [Time pressure reduces misinformation discrimination ability but does not alter response bias](#). *Scientific Reports*, 12(1), 1-12.
- Roozenbeek, J., Maertens, R., Herzog, S.M., **Geers, M.**, Kurvers, R.H.J.M., Sultan, M., & van der Linden, S. (2022). [Susceptibility to misinformation is consistent across question framings and response modes and better explained by myside bias and partisanship than analytical thinking](#). *Judgment and Decision Making*, 17(3), 547–573.
- Lorenz-Spreen, P.*, **Geers, M.**, Pachur, T., Hertwig, R., Lewandowsky, S., & Herzog, S.M.* (2021). [Boosting people’s ability to detect microtargeted advertising](#). *Scientific Reports*, 11(1), 1-9. *denotes equal contribution

WORKING PAPERS

- Lorenz-Spreen, P., Arslan, R.C., Kozyreva, A., Swire-Thompson, B., **Geers, M.**, Herzog, S.M., & Hertwig, R. [Real-time assessment of motives for sharing and creating content among highly active Twitter users](#). Under review at *Communications Psychology*.
- Fazio, L.K., Rand, D.G., Lewandowsky, S., Susmann, M., Berinsky, A., Guess, A., Kendeou, P., Lyons, B., Miller, J., Newman, E., Pennycook, G., Swire-Thompson, B., & Building a Better Toolkit Team (incl. **Geers, M.**). [Combating misinformation: A megastudy of nine interventions designed to reduce the sharing of and belief in false and misleading headlines](#).

SELECTED RESEARCH IN PROGRESS

- Fischer, H.*, **Geers, M.***, Lewandowsky, S., & Herzog, S.M. Confidence in detecting misinformation across political lines. *denotes equal contribution
- Geers, M.**, Lorenz-Spreen, P., Teich, P.**, Hertwig, R., Lewandowsky, S., & Herzog, S.M. Unveiling microtargeting: Consumer empowerment against online manipulation. **denotes student mentee
- Geers, M.**, Lorenz-Spreen, P. & Johar, G. What makes users scroll and click in the Facebook newsfeed?

HONORS AND GRANTS

SJDM Jane Beattie Memorial Scholarship (\$750)	2024
SPSP Graduate Travel Award (\$500)	2023
Joachim Herz Add-On Fellowship for Interdisciplinary Business Administration (€12,500)	2022
Psychonomic Society Graduate Student Conference Award (\$1,000)	2022
Volkswagen Foundation, “AI and the Future of Societies” (€1,440,000; team member)	2021–2025
SSRC/Summer Institutes in Computational Social Science Research Grant (\$1,764)	2021
Max Planck Ph.D. Fellowship (IMPRS LIFE)	2020-2023
Trinity Business School Scholarship (€1,000)	2017

INVITED TALKS

University of Bristol, TeDCog (Technology, Democracy, and Cognition) Group (Virtual)	2024
Vienna University of Economics and Business, Department of Strategy and Innovation (Virtual)	2024
Northeastern University, Lazer Lab	2022
University of Cambridge, Cambridge Social Decision-Making Lab (Virtual)	2021

CONFERENCE PRESENTATIONS

Real-time assessment of motives for sharing and creating content among highly active Twitter users

- Conference of Experimental Psychologists (TeaP) 2023

The political (a)symmetry of metacognitive insight into detecting misinformation

- Society for Judgment and Decision Making 2024
- Society for Personality and Social Psychology 2023
- Psychonomic Society, Virtual (Poster) 2022
- International Society of Political Psychology, Virtual 2021
- Conference of Experimental Psychologists (TeaP), Virtual (Poster) 2021

Boosting people's ability to detect microtargeted advertising

- PERITIA International Conference: Trust in Expertise in a Changing Media Landscape, Virtual 2021
- Society for Judgment and Decision Making, Virtual (Poster) 2020
- Psychonomic Society, Virtual (Poster) 2020

CHAired SYMPOSIA

Misinformation Research - Quo Vadis? Conference of Experimental Psychologists (TeaP), Trier, Germany, 2023.

New Frontiers in Misinformation Research (Symposium Co-Chair: Rakoen Maertens). Society for Personality and Social Psychology, Atlanta, GA, 2023.

TEACHING INTERESTS

Judgment and Decision Making, Consumer Behavior, Consumer Psychology of Technology, Influence and Persuasion in the Digital Age, Managerial Decision Making, Consumer Behavior Research Methods

STUDENT ADVISING

Bachelor Thesis Co-Supervision (with Stefan M. Herzog): Madlen Hoffstadt (Humboldt University, 2021), Eric Neumann (Free University of Berlin, 2020)

Research Assistants and Interns: Amanda Fink (Technical University of Berlin, 2022), Paula Teich (University of Potsdam, 2021), Johanna Forbriger (University of Konstanz, 2021)

ADDITIONAL TRAINING

Job Market Simulation, European Marketing Academy 2024
European Summer School on Computational and Mathematical Modeling of Cognition, ESCoP 2022
PhD Workshop on AI/ML Research and Democracy, University of Tübingen 2022
Nature Masterclass in Scientific Writing and Publishing, Nature 2021
Summer Institute in Computational Social Science, UCL School of Management 2021
Linking Twitter & Survey Data, GESIS Leibniz Institute for the Social Sciences 2021
Summer Institute on Bounded Rationality, Max Planck Institute for Human Development 2019

PROFESSIONAL SERVICE

Reviewer, Summer Institute on Bounded Rationality, MPI for Human Development	2022–2023
Organizer, Summer Institute on Bounded Rationality, MPI for Human Development	2022
Program Fellow Speaker, International Max Planck Research School on the Life Course	2021–2022
Organizer, ARC Colloquium (weekly seminar), MPI for Human Development	2020–2021

PROFESSIONAL MEMBERSHIP

Association for Consumer Research (ACR)
European Association for Decision Making (EADM)
European Marketing Academy (EMAC)
German Psychological Society (DGPs)
Psychonomic Society (PS)
Society for Consumer Psychology (SCP)
Society for Judgment and Decision Making (SJDM)
Society for Personality and Social Psychology (SPSP)

RESEARCH EXPERIENCE PRIOR TO PHD

Intern	Center for Adaptive Rationality, MPI for Human Development (Stefan M. Herzog)	2019
R.A.	The Wharton School, University of Pennsylvania (Barbara Mellers)	2018–2019
R.A.	Trinity Business School, Trinity College Dublin (Kristian Myrseth)	2017–2018

CONSULTING AND ADVISORY WORK

Stiftung Neue Verantwortung

SKILLS

Computer Skills	R, Git, Qualtrics, formr, \LaTeX
Languages	German (native), English (fluent)