

Stanford



Michal Kosinski

Associate Professor of Organizational Behavior at the Graduate School of Business

Bio

BIO

Please visit: <http://www.michalkosinski.com/>

ACADEMIC APPOINTMENTS

- Associate Professor, Organizational Behavior
- Faculty Affiliate, Institute for Human-Centered Artificial Intelligence (HAI)

PROGRAM AFFILIATIONS

- Symbolic Systems Program

LINKS

- My website: <http://www.michalkosinski.com>

Teaching

COURSES

2025-26

- Topics in Organizational Behavior: Individual Processes: OB 660 (Aut)

2023-24

- Organizational Behavior: OB 206 (Aut)
- Organizational Behavior Pro Seminar: OB 654 (Win)
- Topics in Organizational Behavior: Individual Processes: OB 660 (Aut)

2022-23

- Organizational Behavior: OB 206 (Aut)
- Topics in Organizational Behavior: Individual Processes: OB 660 (Aut)

Publications

PUBLICATIONS

- **Evaluating large language models in theory of mind tasks.** *Proceedings of the National Academy of Sciences of the United States of America*
Kosinski, M.
2024; 121 (45): e2405460121

- **Facial recognition technology and human raters can predict political orientation from images of expressionless faces even when controlling for demographics and self-presentation.** *The American psychologist*
Kosinski, M., Khambatta, P., Wang, Y.
2024
- **Human-like intuitive behavior and reasoning biases emerged in large language models but disappeared in ChatGPT.** *Nature computational science*
Hagendorff, T., Fabi, S., Kosinski, M.
2023; 3 (10): 833-838
- **Facial recognition technology can expose political orientation from naturalistic facial images.** *Scientific reports*
Kosinski, M.
2021; 11 (1): 100
- **Deep Neural Networks Are More Accurate Than Humans at Detecting Sexual Orientation From Facial Images** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
Wang, Y., Kosinski, M.
2018; 114 (2): 246–57
- **Facial Width-to-Height Ratio Does Not Predict Self-Reported Behavioral Tendencies.** *Psychological science*
Kosinski, M.
2017; 28 (11): 1675-1682
- **Birds of a Feather Do Flock Together: Behavior-Based Personality-Assessment Method Reveals Personality Similarity Among Couples and Friends** *PSYCHOLOGICAL SCIENCE*
Wu Youyou, Y. Y., Stillwell, D., Schwartz, H. A., Kosinski, M.
2017; 28 (3): 276-284
- **Mining Big Data to Extract Patterns and Predict Real-Life Outcomes** *PSYCHOLOGICAL METHODS*
Kosinski, M., Wang, Y., Lakkaraju, H., Leskovec, J.
2016; 21 (4): 493-506
- **Facebook as a Research Tool for the Social Sciences Opportunities, Challenges, Ethical Considerations, and Practical Guidelines** *AMERICAN PSYCHOLOGIST*
Kosinski, M., Matz, S. C., Gosling, S. D., Popov, V., Stillwell, D.
2015; 70 (6): 543-556
- **Computer-based personality judgments are more accurate than those made by humans.** *Proceedings of the National Academy of Sciences of the United States of America*
Youyou, W., Kosinski, M., Stillwell, D.
2015; 112 (4): 1036-1040
- **Large language models and humans converge in judging public figures' personalities.** *PNAS nexus*
Cao, X., Kosinski, M.
2024; 3 (10): pgae418
- **Large language models know how the personality of public figures is perceived by the general public.** *Scientific reports*
Cao, X., Kosinski, M.
2024; 14 (1): 6735
- **Political Attitudes and Disease Threat: Regional Pathogen Stress Is Associated With Conservative Ideology Only for Older Individuals.** *Personality & social psychology bulletin*
Brown, G. D., Walasek, L., Mullett, T. L., Quispe-Torrealblanca, E. G., Fincher, C. L., Kosinski, M., Stillwell, D.
2023: 1461672231183199
- **Overlap in meaning is a stronger predictor of semantic activation in GPT-3 than in humans.** *Scientific reports*
Digutsch, J., Kosinski, M.
2023; 13 (1): 5035
- **Regional personality assessment through social media language.** *Journal of personality*
Giorgi, S., Nguyen, K. L., Eichstaedt, J. C., Kern, M. L., Yaden, D. B., Kosinski, M., Seligman, M. E., Ungar, L. H., Andrew Schwartz, H., Park, G.

2021

- **Spouses' faces are similar but do not become more similar with time.** *Scientific reports*
Tea-Makorn, P. P., Kosinski, M.
2020; 10 (1): 17001
- **Individual-Level Analyses of the Impact of Parasite Stress on Personality: Reduced Openness Only for Older Individuals.** *Personality & social psychology bulletin*
Mullett, T. L., Brown, G. D., Fincher, C. L., Kosinski, M., Stillwell, D.
2019: 146167219843918
- **Privacy in the age of psychological targeting.** *Current opinion in psychology*
Matz, S. C., Appel, R. E., Kosinski, M. n.
2019; 31: 116–21
- **A Computer Adaptive Measure of Delay Discounting ASSESSMENT**
Mahalingam, V., Palkovics, M., Kosinski, M., Cek, I., Stillwell, D.
2018; 25 (8): 1036–55
- **The Promotion of a Bright Future and the Prevention of a Dark Future: Time Anchored Incitements in News Articles and Facebook's Status Updates.** *Frontiers in psychology*
Garcia, D., Drejing, K., Amato, C., Kosinski, M., Sikström, S.
2018; 9: 1623
- **In Your Eyes Only? Discrepancies and Agreement Between Self- and Other-Reports of Personality From Age 14 to 29** *JOURNAL OF PERSONALITY AND SOCIAL PSYCHOLOGY*
Rohrer, J. M., Egloff, B., Kosinski, M., Stillwell, D., Schmukle, S. C.
2018; 115 (2): 304–20
- **Musical Preferences Predict Personality: Evidence From Active Listening and Facebook Likes** *PSYCHOLOGICAL SCIENCE*
Nave, G., Minxha, J., Greenberg, D. M., Kosinski, M., Stillwell, D., Rentfrow, J.
2018; 29 (7): 1145–58
- **One Size Fits All: Context Collapse, Self-Presentation Strategies and Language Styles on Facebook** *JOURNAL OF COMPUTER-MEDIATED COMMUNICATION*
Gil-Lopez, T., Shen, C., Benefield, G. A., Palomares, N. A., Kosinski, M., Stillwell, D.
2018; 23 (3): 127–45
- **The Language of Religious Affiliation: Social, Emotional, and Cognitive Differences** *SOCIAL PSYCHOLOGICAL AND PERSONALITY SCIENCE*
Yaden, D. B., Eichstaedt, J. C., Kern, M. L., Smith, L. K., Buffone, A., Stillwell, D. J., Kosinski, M., Ungar, L. H., Seligman, M. E. P., Schwartz, H.
2018; 9 (4): 444–52
- **Editorial overview: Big data in the behavioral sciences (vol 18, pg 1, 2017)** *CURRENT OPINION IN BEHAVIORAL SCIENCES*
Kosinski, M., Behrend, T.
2018; 19: 124–26
- **Usage patterns and social circles on Facebook among elderly people with diverse personality traits** *EDUCATIONAL GERONTOLOGY*
Mo, F., Zhou, J., Kosinski, M., Stillwell, D.
2018; 44 (4): 265–75
- **Latent human traits in the language of social media: An open-vocabulary approach.** *PLoS one*
Kulkarni, V., Kern, M. L., Stillwell, D., Kosinski, M., Matz, S., Ungar, L., Skiena, S., Schwartz, H. A.
2018; 13 (11): e0201703
- **Building a profile of subjective well-being for social media users** *PLOS ONE*
Chen, L., Gong, T., Kosinski, M., Stillwell, D., Davidson, R. L.
2017; 12 (11): e0187278
- **Frankly, We Do Give a Damn: The Relationship Between Profanity and Honesty.** *Social psychological and personality science*
Feldman, G., Lian, H., Kosinski, M., Stillwell, D.

2017; 8 (7): 816-826

- **Living in the Past, Present, and Future: Measuring Temporal Orientation With Language** *JOURNAL OF PERSONALITY*
Park, G., Schwartz, H. A., Sap, M., Kern, M. L., Weingarten, E., Eichstaedt, J. C., Berger, J., Stillwell, D. J., Kosinski, M., Ungar, L. H., Seligman, M. E.
2017; 85 (2): 270-280
- **A Computer Adaptive Measure of Delay Discounting.** *Assessment*
Mahalingam, V., Palkovics, M., Kosinski, M., Cek, I., Stillwell, D.
2016
- **A decade into Facebook: where is psychiatry in the digital age?** *The lancet. Psychiatry*
Inkster, B., Stillwell, D., Kosinski, M., Jones, P.
2016; 3 (11): 1087-1090
- **The Song Is You: Preferences for Musical Attribute Dimensions Reflect Personality** *SOCIAL PSYCHOLOGICAL AND PERSONALITY SCIENCE*
Greenberg, D. M., Kosinski, M., Stillwell, D. J., Monteiro, B. L., Levitin, D. J., Rentfrow, P. J.
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- **Computational personality recognition in social media** *USER MODELING AND USER-ADAPTED INTERACTION*
Farnadi, G., Sitaraman, G., Sushmita, S., Celli, F., Kosinski, M., Stillwell, D., Davalos, S., Moens, M., De Cock, M.
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- **Self-Monitoring and the Metraits** *JOURNAL OF PERSONALITY*
Wilmot, M. P., DeYoung, C. G., Stillwell, D., Kosinski, M.
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- **Characterizing a psychiatric symptom dimension related to deficits in goal-directed control.** *eLife*
Gillan, C. M., Kosinski, M., Whelan, R., Phelps, E. A., Daw, N. D.
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- **Living in the Past, Present, and Future: Measuring Temporal Orientation With Language.** *Journal of personality*
Park, G., Schwartz, H. A., Sap, M., Kern, M. L., Weingarten, E., Eichstaedt, J. C., Berger, J., Stillwell, D. J., Kosinski, M., Ungar, L. H., Seligman, M. E.
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- **Using Item Response Theory to Develop Measures of Acquisitive and Protective Self-Monitoring From the Original Self-Monitoring Scale.** *Assessment*
Wilmot, M. P., Kostal, J. W., Stillwell, D., Kosinski, M.
2015
- **Musical Preferences are Linked to Cognitive Styles** *PLOS ONE*
Greenberg, D. M., Baron-Cohen, S., Stillwell, D. J., Kosinski, M., Rentfrow, P. J.
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- **Do Facebook Status Updates Reflect Subjective Well-Being?** *CYBERPSYCHOLOGY BEHAVIOR AND SOCIAL NETWORKING*
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2015; 18 (7): 373-379
- **Tracking the Digital Footprints of Personality** *PROCEEDINGS OF THE IEEE*
Lambiotte, R., Kosinski, M.
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