Michalis Mamakos

Kellogg School of Management, Northwestern University
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Academic Employment

Northwestern University
Postdoctoral Fellow
> Kellogg School of Management, Center for Enlightened Disagreement (2024-2025)
> Department of Psychology (2023-2024)

Education

Northwestern University
Ph.D. Computer Science (2023)

Technical University of Crete
M.Sc. Electronic and Computer Engineering (2017)

University of Macedonia
B.Sc. Applied Informatics (2013)

Research Interests

Computational Social Science | Political Polarization | Social Media | Cognitive Science | Human-AI Interaction | Natural Language Processing | Data Science

Manuscripts Under Review

Mamakos, M., Brady, W. J., Franconeri, S., Bodenhausen, G. V., & Finkel, E. J. Closed-mindedness prevails and cascades in online political spaces

Mamakos, M., Finkel, E. J., & Kteily, N. S. Using AI-Facilitated Common Ground to Cultivate Constructive Discourse between Opposing Partisans

Mamakos, M., & Bodenhausen, G. V. Motivational drivers of the expansion of choice sets. *Revise & Resubmit, Journal of Individual Differences*

Publications

Journal Articles

Mamakos, M., Charlesworth, T. E. S., & Finkel, E. J. (2025). Moralizing partisanship when surrounded by copartisans versus in mixed company. *PNAS Nexus*
- [Psypost](#)

Tipton, E., & **Mamakos, M.** (2025). Designing Randomized Experiments to Predict Unit-Specific Treatment Effects. *Statistics and Public Policy*

Doriscar, J. E., **Mamakos, M.**, Perry, S. P., & Charlesworth, T. E. S. (2025). From Data to Discovery: Unsupervised Machine Learning's Role in Social Cognition. *Social Cognition*

Mamakos, M., & Bodenhausen, G. V. (2024). Motivational drivers of costly information search. *Cognition*
- [Kellogg Insight](#)

Mamakos, M., & Finkel, E. J. (2023). The social media discourse of engaged partisans is toxic even when politics are irrelevant. *PNAS Nexus*
- [Psypost](#), [Science Journal for Kids and Teens](#), [Outrage Overload Podcast](#), [Kellogg Insight](#), [IPR Northwestern](#)

Refereed Conference Articles

Mamakos, M., & Bodenhausen, G. V. (2025). Individual differences in encoding style moderate framing effects on risk-taking. *Proceedings of the 47th Annual Conference of the Cognitive Science Society (CogSci)*

Wu, Y., Guo, Z., **Mamakos, M.**, Hartline, J., & Hullman, J. (2023). The Rational Agent Benchmark for Data Visualization. *IEEE Transactions on Visualization and Computer Graphics, Proceedings of VIS*

Mamakos, M., & Chalkiadakis, G. (2018). Overlapping Coalition Formation via Probabilistic Topic Modeling. *Proceedings of the International Conference on Autonomous Agents and Multiagent Systems (AAMAS)*

Mamakos, M., & Chalkiadakis, G. (2017). Probability Bounds for Overlapping Coalition Formation. *Proceedings of the International Joint Conference on Artificial Intelligence (IJCAI)*

Patents

Mamakos, M., Mahadevan, S., Swaminathan, V., Souppe, M. P., Sinha, P. R., Mitra, S., & Song Z. (2023). System and methods for resource allocation. *U.S. Patent #0281680*

Teaching and Mentorship

Instructor

Introduction to Computer Programming, Dept. of Computer Science, Northwestern
Summer 2023, Summer 2024

Teaching Assistant

Negotiation Fundamentals, MBA Kellogg, Northwestern
Winter 2023

Mathematical Foundations of Computer Science, Dept. of Computer Science, Northwestern
Spring 2021, Fall 2021, Fall 2022

Introduction to Computer Programming, Dept. of Computer Science, Northwestern
Spring 2020

Design and Analysis of Algorithms, Dept. of Computer Science, Northwestern
Spring 2019

Artificial Intelligence, Technical University of Crete
Spring 2016

Multi-Agent Systems, Technical University of Crete
Fall 2015, Fall 2016

Supervision of Research Assistants

Evanston High School Students
    Summer 2024: Naina Malhotra, Lila Selch

Northwestern Undergraduate Students
    Spring 2024: Chelsea Angwenyi, Max Chen, Alani Cox-Caceres, Sarah Han,
                Christina Vargas, Zeta Whitmer, Henry Wolfe
    Fall 2023: Jason Baek, Erica Cao, Anne Godlin, Songlin Li, Zoe Maroko,
                Sofia Papadopoulos, Oona Toman

Grants and Fellowships

Graduate Research Grant for the project, *AI-mediated couples therapy interventions for depolarizing political discourse*. Northwestern Graduate School, 2024 ($3,000)

Graduate Fellowship. Institute for Data, Econometrics, Algorithms, and Learning (IDEAL), 2023 ($28,000)

Intersection Science Fellowship. Northwestern Institute on Complex Systems (NICO), 2022 ($28,000)

Travel grant SPSP 2024 ($800)

Travel grant SPSP 2023 ($600)

Travel grant IJCAI 2017 ($600)

Presentations

The George Washington University, Institute for Data, Democracy, & Politics (2025)
Swiss Data Science Center (2025)
Psychology of Technology Conference (2024)
ThinkerAnalytix, thinkLAB Speaker Series (2023)
University of Chicago, Department of Psychology (2023)
Adobe Research and Northwestern Computer Science Collaborative Workshop (2021)
International Joint Conference on Artificial Intelligence (2017)
University of Amsterdam, Computational Social Choice Seminar (2017)

Professional Activities

Ad-hoc reviewer for the journals:
Humanities and Social Sciences Communication
Cognitive Research: Principles and Implications

Internships

Research Internship, Adobe: Data Science & Machine Learning (Summer 2021)

Research Internship, Imperial College London (Summer 2017)

Other Training

Gottman Method Couples Therapy Level 2 Certificate

Leadership Coaching Program, Center for Leadership, Northwestern