

# The Unhealthy=Tasty Intuition and Its Effects on Taste Inferences, Enjoyment, and Choice of Food Products

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## EXTENDED ABSTRACT

In December of 2001, the American Surgeon General announced that approximately 300,000 deaths were associated that year with a preventable health problem: obesity (Parloff 2003). The same year, the Center for Disease Control and Prevention (CDC) classified 39.2 million Americans (or roughly 30% of the population) as obese, a 74% jump from 1991 (Vence 2004). This trend is of grave concern not only because a variety of ailments including hypertension, heart problems, diabetes, liver malfunction, arthritis, and respiratory problems are directly linked to obesity (Allison et al. 1999; Parloff 2003; Spake 2004), but also because of the economic cost of treating ailments associated with obesity, which was estimated at \$117 billion in 2000 (American Obesity Association 2002).

To many consumers and consumer activists, fast food restaurants and organizations interested in promoting “unhealthy” eating habits (e.g., lobbyists for grocery manufacturers) are to blame for the obesity epidemic (e.g., Brownell and Horgen 2003). However, in this research, we examine whether a more subtle (and as yet unrecognized) factor may also contribute to the over consumption of food perceived as being unhealthy. What if people consume food that is considered unhealthy not despite of its perceived unhealthiness but *because* of it? That is, what if part of the attractiveness of food lay in its perceived unhealthiness? This can happen if consumers intuitively believe that unhealthy food is inherently tastier. The operation of such a belief would increase the chances that people will over consume food portrayed as less (vs. more) healthy since such food will be expected to taste better. Consistent with this idea, we propose that the perceived unhealthiness of food has the ironic effect of enhancing its attractiveness.

In this paper, we derive predictions of how the intuition affects three variables of theoretical and substantive interest: (1) taste inferences of food products when information pertaining to their healthiness is provided, (2) differences in enjoyment of the same food product when it is presented as being more versus less healthy, and (3) choice between a more versus less healthy entrée from a restaurant as a function of differences in the propensity to pursue a hedonic goal.

Based on the idea that people assume an inverse relationship between tastiness and healthiness—an assumption that we term the Unhealthy=Tasty intuition—we hypothesize that when information pertaining to assessing the healthiness of food items is provided, foods perceived to be less healthy will be: (1) inferred to taste better, (2) enjoyed more during actual consumption, and (3) preferred in a choice task when a hedonic goal is more (vs. less) salient. Results from three controlled experiments confirmed our expectations. Participants in Experiment 1 inferred that the less healthy an item, the better its taste. Participants in Experiment 2 derived greater actual enjoyment from consuming food that was portrayed as less healthy. Finally, participants in Experiment 3 chose an entrée portrayed as more unhealthy when they were prone to seeking hedonic (enjoyment) goals due to greater hunger. Interestingly, these results were obtained both among those who agreed and those who disagreed that healthiness is inversely related to tastiness.

Our research also speaks to the important issue of why consumers continue to believe in the Unhealthy=Tasty intuition despite

a lack of rigorous evidence for its validity (reflected in the general difficulty in determining if a specific ingredient is healthy or unhealthy). A conjunction of two mechanisms appears to underlie this phenomenon. The first is the generation of the hypothesis that unhealthy food is tastier. We posit both internal and external sources for the generation of the hypothesis. The fact that the Unhealthy=Tasty relationship is a specific manifestation of a more general principle—of an assumed inverse relationship between the wholesomeness and hedonic potential of stimuli—is a potential internal source for the hypothesis. Externally, an inverse relationship between healthiness and tastiness is at least implicitly, if not explicitly propagated across a variety of media sources. Once the hypothesis that healthy food is less tasty is generated, the second mechanism of the hypothesis confirmation bias (Hoch and Ha 1986) helps sustain belief in the intuition. Results from Experiment 2, in particular, demonstrate how, once the hypothesis that unhealthy food is tastier is generated, it tends to be confirmed—even when there is a lack of objective evidence for it.

This research makes two other significant theoretical contributions. First, it attests to the robustness and generality of the influence of the Unhealthy=Tasty intuition on judgments and decisions concerning food. It is well known that consumers’ decisions are influenced by their lay theories and intuitions (e.g., Mukhopadhyay and Johar 2005), even when the lay theories are invalid (e.g., Broniarczyk and Alba 1994). What is noteworthy in the present research is that our predictions were confirmed across three different types of food products, three types of judgment tasks, and two conceptually different types of unhealthiness manipulations. The generality of our findings across these experimental differences hints at the prevalence and strength with which people believe in the Unhealthy=Tasty intuition, suggesting that overcoming the influence of the intuition may be difficult.

The final theoretical contribution, which also points to the robustness of the influence of the Unhealthy=Tasty intuition, stems from our finding that the intuition can influence the judgments and decisions of even those who explicitly disagree with the idea that unhealthy food is tastier. This finding indicates that the influence of the intuition may lie outside of the awareness of consumers making judgments about what to consume. At a conceptual level, this finding shares similarities with the work on implicit learning by Lewicki and his colleagues (e.g., Lewicki, Hill, and Czerwiska 1997). At a more substantive level, this finding raises the disturbing possibility that consumers may be unaware of *why* they seek and over-consume food that is perceived or portrayed as unhealthy. Without such awareness, controlling one’s consumption patterns becomes much more difficult.

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