Too Concerned to Commit: the Effect of Privacy Concerns on Consumers' Preference For Flexibility

Jiyoung Lee, University of Texas at Austin, USA
Andrew Gershoff, University of Texas at Austin, USA

We propose that heightened privacy concerns lead consumers to seek flexibility, in an attempt to protect their sense of control. Our studies demonstrate that when consumers have high privacy concerns, they are more likely to prefer flexible options, which gives them control over their future decisions, despite the costs.

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Too Busy to See Above: Task Involvement Affects Attention And Memory For Banner Ads
Byung Cheol Lee, Duke University, USA
Jonathan A. Winkle, Duke University, USA
Gavan J. Fitzsimons, Duke University, USA
Scott A. Huettel, Duke University, USA

The present research finds that lower level of task involvement leads to greater processing of certain type of internet advertisements, as evidenced by improved memory performance for top ads but not for side ads. Our research indicates that the best ad location may depend on the search pattern of websites.

Towards a Comprehensive Understanding of Attention Bias in Choice Process
Yi Li, HEC Paris, France
Selin Atalay, Frankfurt School of Finance and Management, Germany

Process tracing research has established an attention bias—the chosen option is looked at more during the choice process with conflicting views on when the attention bias emerges. Using eye tracking methodology, the current project demonstrates when and how the attention bias emerges under a three-stage choice process framework.

Dynamic Bundling: an Alternative Pricing Approach
Wenjing Li, University of Kentucky, USA
David Hardesty, University of Kentucky, USA

Although the dynamic pricing strategy can increase profitability, it also arouses consumers’ unfairness perceptions. The current research demonstrates that bundling can be used in combination with a dynamic pricing strategy to create a new strategy, dynamic bundling, to reduce the likelihood of arousing consumers’ unfairness perceptions.

Democratization of Fashion: A Study of Co-Creation of Cultural Heritage
Eric Li, University of British Columbia, Canada
Wing-sun Liu, Hong Kong Polytechnic University, China
Viahsta Yuan, University of British Columbia, Canada
Elita Lam, Hong Kong Design Institute, China
Magnum Lam, Technological and Higher Education Institute of Hong Kong, China

This paper examines how fashion designers incorporate cultural heritage in their designs. Through analyzing four Chinese fashion brands we identified three themes that related to the co-creation of heritage and aesthetics, and the democratization of fashion. Our study advances the current understanding of fashion and cultural heritage in the marketplace.

Does Review Structure Matter?
How Narrative or Pros-Cons Review Influences Review Content
Chunyu Li, Lingnan University, Hong Kong
Yu-Jen Chen, Lingnan University, Hong Kong

We examine how different product reviewing processes may influence the review content. We suggest that a narrative review process is more likely to induce polarized valence content than a pros-cons review process. We suggest that this is because of the activation of self-enhancement goal under a narrative review process.