Spending Predictions: the Effects of Unpacking Based on Typicality

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Spending predictions are key drives of important life decisions, so it is critical to understand the underlying psychology. We demonstrate that unpacking a target category of spending can increase, decrease, or leave predictions unaffected, based on the typicality of the unpacked components and the perceived spending on them.

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Two Shades of Green: Unravelling the Composition, Antecedents and Consequences of Benign and Malicious Envy on Brand Attitude

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Malicious (benign) envy is conceptualized as a cluster of relatively high (low) envy and low (high) admiration. Three antecedents to envy-type are identified namely deservingness relationship type and foul-play. These contextual factors differentially activate the assimilative (contrastive) emotion of admiration (envy) by influencing self-other congruence and significantly impact brand attitude.

Experiential Bridges - An Alternative Perspective on Acculturation

Aditya Gupta, University of Nebraska-Lincoln, USA
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This paper presents an expanded view of experiential consumption in trying to understand the consumer acculturation process for international students and uncovers three underlying themes which help explain how such individuals adjust and adapt to their different consumption context which they have to inhabit for the medium-term.

Promoting Ethical Consumption: Effects of Self Regulatory Focus on Evaluation of Multifinal Ethical Products

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Towhidul Islam, University of Guelph, Canada

As more companies profess their desire to fulfill ethical and functional goals the research on ethical products from a multiple goals perspective remains scant. This paper looks at ethical products as multifinal means and seeks to explore the effect of regulatory focus on evaluation of means and resource allocation.

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The Effect of Perceived Learning Opportunity on Consumers’ Evaluations of Really New Products

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We propose that consumers who are oriented towards future opportunities (learning) rather than focused on the attributes that maybe difficult to understand in the present will enhance consumers’ evaluation of really-new products. Unlike previous research which has studied immediate costs-benefits we focus on consumers’ long-term considerations of adopting really-new product.

Becoming an Insectivore: Results of an Experiment

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Michael Siegrist, ETH Zürich, Switzerland

Insects are considered as a sustainable alternative to conventional meat-based animal products however are not accepted as food by Western consumers. In this eating-experiment we explored whether or not offering insects in a processed form may facilitate the acceptance of insects in the diet in industrialized countries.