Neutral Expressions Increase Psychological Distance and Price Estimation of Luxury

Hong Zhu, Nanjing University, China
Xin Wang, Nanjing University, China
Han Gong, Nanjing University, China

Neutral facial expressions of commercial models increase perceived psychological distance between consumers and products, which further influence price estimation of goods. The type of products further moderates the effects of facial expressions on price estimation. Psychological distance is the mechanism to explain it.

[to cite]:
Hong Zhu, Xin Wang, and Han Gong (2016), "Neutral Expressions Increase Psychological Distance and Price Estimation of Luxury", in NA - Advances in Consumer Research Volume 44, eds. Page Moreau and Stefano Puntoni, Duluth, MN: Association for Consumer Research, Pages: 768-768.

[url]:
http://www.acrwebsite.org/volumes/1021638/volumes/v44/NA-44

[copyright notice]:
This work is copyrighted by The Association for Consumer Research. For permission to copy or use this work in whole or in part, please contact the Copyright Clearance Center at http://www.copyright.com/
Warmer but Less Competent: When Co-Branding Helps or Hurts Less-Known Brands

Ke Zhang, The University of Hong Kong, Hong Kong
Sara Kim, The University of Hong Kong, Hong Kong
Echo Wen Wan, The University of Hong Kong, Hong Kong

We show that whether co-branding with a well-known brand will be beneficial or detrimental for a less-known brand depends on consumers’ focus on warmth versus competence when evaluating the less-known brand. We show that co-branding with a well-known brand increases perceived warmth but decreases perceived competence of a less-known brand.

Attributions to Individual or Group? A Study on Gender Differences

Chun Zhang, Concordia University, Canada
Michel Laroche, Concordia University, Canada
Marie-Odile Richard, State University of New York Polytechnic Institute, USA

Based on the self-construal literature and the interdependent theory the current work examines the gender difference in attribution behavior. Results show that males are more likely to attribute to individuals while females are more likely to attribute to groups. This difference is also confirmed between relational and collective interdependent self-construal.

Future is “Right” on Your Face:
The Role of Facing Direction of Product on Attitudes toward Product

Yuli Zhang, Drexel University, USA
Hyokjin Kwak, Drexel University, USA
Haeyoung Jeong, Drexel University, USA
Marina Puzakova, Lehigh University, USA

This research demonstrates that the facing direction of product images in advertisements plays a crucial role in consumers’ attitudes toward the advertised products. Our two studies reveal that right (vs. left)-facing direction of product is more suitable for products that are intended for future (vs. past) needs.

Neutral Expressions Increase Psychological Distance and Price Estimation of Luxury

Hong Zhu, Nanjing University, China
Xin Wang, Nanjing University, China
Han Gong, Nanjing University, China

Neutral facial expressions of commercial models increase perceived psychological distance between consumers and products which further influence price estimation of goods. The type of products further moderates the effects of facial expressions on price estimation. Psychological distance is the mechanism to explain it.

When Originality Backfires: When and Why Conforming Consumers are Considered Smarter Than Nonconforming Ones

Ignacio Ziano, University of Ghent, Belgium
Mario Pandelaere, Virginia Tech, USA; University of Ghent, Belgium

Consumers routinely make inferences about products and other consumers based on purchasing behavior. In this paper we study the effect of conforming (or nonconforming) consumer behavior on expected product quality and perceived consumer competence.