Making Salient Immediate Post-Consumption Affects Promotes Healthy Food Choices

Olivier Corneille, Université catholique de Louvain
Claudia Toma, Université libre de Bruxelles
Marcel Zeelenberg, Tilburg University

Three studies show (1) that consumers expect more instant than post-consumption satisfaction when choosing hedonic over healthy food items, (2) more post-consumption than instant satisfaction when choosing healthy over hedonic food items, and (3) that orienting consumers’ attention on immediate post-consumption affects redirects their choice towards more healthy food options.

[to cite]:

[url]:
http://www.acrwebsite.org/volumes/1021716/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/.
The Price is Right – Activation of Mating Goals as Driver of Price-Based Quality Inferences

Fabian Christandl, Fresenius University of Applied Sciences, Germany
Mario Pandelaere, Virginia Tech, USA
Sebastian Berger, University of Bern, Switzerland

Three studies demonstrate that activation of mating goals may strengthen the belief that price signals quality. They further show that this effect is mediated by feelings of prominence and status that higher prices signal to people and in line with evolutionary psychology that the effect is limited to male participants.

Consumers’ Motivations for Engagement in the Sharing Economy

Jaeyeon Chung, Columbia University, USA
Gita Johar, Columbia University, USA
Oded Netzer, Columbia University, USA
Matthew Pearson, Airbnb, USA

We use Airbnb host rent-out database (N = 24053) to suggest that consumers who are driven by intrinsic motivations (e.g. meeting people and sharing beauty) are more likely to be successful in renting out their properties than hosts who are driven by extrinsic motivations (e.g. earning cash).

Reflexive Habitus and Consumption: Negotiation and (Re)Stabilization of Social Class in Czech Republic

Zuzana Chytkova, University of Economics, Prague, Czech Republic

The concept of reflexive habitus (according to which self-reflexivity can become habitual and thus a “second nature”) is used as a conceptual tool to describe how consumption is used to negotiate and (re)stabilize social class in a context in which the social structure has been disrupted by a neoliberal transformation.

How Health-based Body Image Stereotypes in Advertising Perpetuate Unhealthy Consumption Decisions Among at Risk Populations

Scott Connors, Washington State University, USA
Katie Spangenberg, University of Washington, USA
Andrew Perkins, Washington State University, USA
Mark Forehand, University of Washington, USA

The use of health-based body image stereotypes in advertising is shown to lead overweight consumers to make unhealthy product choices as a function of their own self body-image. An overweight implicit body image drives perceptions of product-model fit leading to more positive (negative) attitudes towards unhealthy (healthy) products.

Making Salient Immediate Post-consumption Affects Promotes Healthy Food Choices

Olivier Corneille, Université catholique de Louvain, Belgium
Claudia Toma, Université libre de Bruxelles, Belgium
Marcel Zeelenberg, Tilburg University, Netherlands

Three studies show (1) that consumers expect more instant than post-consumption satisfaction when choosing hedonic over healthy food items (2) more post-consumption than instant satisfaction when choosing healthy over hedonic food items and (3) that orienting consumers’ attention on immediate post-consumption affects redirects their choice towards more healthy food options.