Theorizing Authority Relinquishment in Agency Relationships: Conditions and Consequences

Gulnur Tumbat, San Francisco State University, USA
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According to agency theory, exchange agreements range from where the buyer has high authority over the seller to where both are relatively independent. Some principal-agent agreements reverse this relationship by allowing the seller to exercise authority over the buyer. We study this unexplored type of agency agreement: “authority relinquishment.”

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Role of Mood in Cause-Related Marketing Effectiveness

Ali Tezer, Concordia University, Canada
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Brands promise to donate certain amount of sales prices per product sold in cause-related marketing (CRM) promotions. Contrary to common wisdom we show that CRM is effective when consumers are in a bad mood but not when they are in a good mood.

Do Children Perceive Links Between Physical Attractiveness, Possessions, and Aggression?

Tabitha Thomas, University of Otago, New Zealand
Kirsten Robertson, University of Otago, New Zealand
Maree Thyne, University of Otago, New Zealand

We examine beauty stereotypes in children and the associations they make between physical attractiveness possessions and aggressive behaviour. Across four studies we find that children perceive attractive children to own expensive possessions and display prosocial behaviour whereas unattractive children were perceived to own cheap possessions and display antisocial behaviour.


Taku Togawa, Chiba University of Commerce, Japan
Jaewoo Park, Chiba University of Commerce, Japan
Hiroaki Ishii, Seikei University, Japan

This research found that product images’ location on packaging affects consumers’ perception of food products. In consumers with low autotelic need for touch product images placed at the bottom (vs. top) of packaging positively affected perception of flavor density. Additionally perceived heaviness mediated this effect.

Affective Influences on Activation of Social Network Type: The Effects of Social Motivations and Anticipated Audience Responses

Dandan Tong, Chinese University of Hong Kong, China
Jianmin Jia, Chinese University of Hong Kong, China
Robert Wyer, Chinese University of Hong Kong, China

This research investigates how event-elicited affective states (positive vs. negative) and relevance (self vs. other) give rise to activated social network types. We found that what people share in social media is driven by self-presentation motivation and emotion regulation motivation that are differentially associated with different types of social network.

‘Compete or Cooperate’ – How Motivational Mindsets Affect Facial Beauty Judgments

Natalie Truong, Nanyang Technological University, Singapore
George Christopoulos, Nanyang Technological University, Singapore

The present research examines the effect of competition versus cooperation mindset on facial beauty judgments and face processing style. Initial results show that a competitive state leads to higher evaluations of female faces compared to a cooperative state. We hypothesize a social comparison resulting in self-threat as the underlying process.

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