14-J: Social Comparison Direction and Its Impact on Consumer Preference For Distinctive Products

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This paper examines how direction of comparison influences consumer preference for distinctive products. Across two experiments, we show that consumers are more inclined to choose unique products after making upward comparisons than downward comparisons. This effect is mediated by consumer need for uniqueness.

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10-B: Do You Feel Like a Fraud?
How Experiencing the Impostor Phenomenon Influences Consumption Choices

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Most people occasionally feel like a fraud. Usually we overcome these feelings by acknowledging why we deserve our accomplishments. There are times when despite all external evidence we feel like an impostor. We propose that a person experiencing the impostor phenomenon prefers products that allow them to hide fraudulent feelings.

17-O: Unaffordable Option and Sensitivity to Social Inequality

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This research investigates the effect of adding an unaffordable option to a choice set on sensitivity to social inequality. Two experiments demonstrate that adding an unaffordable option to a choice set fosters concern for social inequality and diminishes support for group based dominance especially for individuals high in political conservatism.


Xiushuang Gong, Renmin University, China
Ying Ding, Renmin University, China
Yafeng Fan, Renmin University, China

This paper examines how direction of comparison influences consumer preference for distinctive products. Across two experiments we show that consumers are more inclined to choose unique products after making upward comparisons than downward comparisons. This effect is mediated by consumer need for uniqueness.

2-Q: Low Fit in Co-Branding:
Explaining the Success of Designer-For-Retailer Collaborations

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The current research finds that co-branded collaborations between low-cost retailers and high-end designers are attractive to consumers due to a ‘misfit’ between collaboration partners providing consumers with access to otherwise inaccessible products. The designer’s creative control moderates demand. Ironically product attractiveness is attenuated if prices are lower than expected.

17-P: When Not Having Enough Prompts Consumers to Show Off:
Reminders of Resource Scarcity Prompt Narcissism

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Caroline Roux, Concordia University, Canada
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Kelly Goldsmith, Vanderbilt University, USA

We propose that reminders of resource scarcity prompt consumers to become more narcissistic and consequently shifts their product preferences. Across three experiments we demonstrate that: scarcity (vs. control) increases narcissistic tendencies; narcissism mediates the effect of scarcity on selfishness and scarcity shifts consumers’ preferences toward products with more prominent brands.