Effort Type Predicts Preferences For Material Or Experiential Goods

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We propose that effort type can predict consumers’ preferences for rewards. In three studies, we show that physical effort leads to a greater preference for material rewards, whereas mental effort leads to a greater preference for experiential rewards. Our results identify effort type as an antecedent to consumer preference.

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When Small Predicts Large: The Effect of Initial Small Contributions on Subsequent Contributions to a Crowdfunding Project

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Large donations are considered to be vital for crowdfunding success. Herein large-scale field data and lab experiments show that counterintuitively small (rather than large) initial donations increase subsequent donations. This effect is mediated by the lay belief that small (vs. large) donations are likely to be from strangers (vs. friends).

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“Broken Eggs” and “Good Eggs”: Understanding “Post-IVF” Consumer Ambivalence Through Autography

Jennifer Takhar, Novancia Business School, France

This visual and narratological analysis of IVF consumption through autography/visual memoir demonstrates the multiple representational advantages afforded by the genre for consumer research; notably it allows privileged access to elusive experiential consumer “veracity”. It also elucidates deep consumer ambivalence about IVF that is indissociable from its normalization as a technology.

The Merits of Happy Consumption: Positive Affect and Psychological Ownership

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Bernadette Kamleitner, Wirtschafts University, Austria
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The feelings consumers experience during consumption can have powerful effects but can they also influence how possessive one feels towards the consumed? In this paper we examine whether positive affect experienced during brand consumption can instill a sense of ownership for the consumed brand subsequently leading to intended repeat consumption.

Preemptive Social Influence: (Not) Choosing Personal Favorites in Shared Consumption?

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Consumers are less likely to choose their personal favorite option when making decisions for shared consumption. This effect is weakened when consumers believe that they are similar to others or there is a high-power distance in the society and is strengthened when they share consumption with their close friends.