16-I: Structure-Seeking in the Sharing Economy

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The sharing economy has transformed peer-to-peer consumption into a multi-billion dollar industry. Despite its success, resistance towards participation prevails and has been shown to be related to perceptions that sharing economy experiences lack structure and consistency. The current research identifies personal need for structure as a psychological barrier towards participation.

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11-U: Doing Good by Buying from a Peer: 
When and Why Consumers Prefer Peer Economy Options

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This research finds that consumers evaluate peer economy purchases as more prosocial than similar traditional options and that these evaluations mediate higher purchase intentions. This relative preference is attenuated when the consumer’s focus is drawn to the fact that the peer-to-peer provider is a corporate entity vs. an individual.

11-T: Carpe Diem: Examining the Impact of Hedonic Experiences on Prosocial Behavior

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Bob Fennis, University of Groningen, The Netherlands
Luk Warlop, BI Norwegian Business School, Norway

We examine whether consumers behave more altruistically after engaging in volitional hedonic consumption. Results show that consuming pleasurable foods fosters intentional as well as factual helping behavior. This facilitating effect of hedonic consumption is more prominent for consumers that are chronically prone to disinhibit.

7-D: Do Hedonic Experiences Facilitate the Disregard of Sunk Costs?

Daniela Cristian, BI Norwegian Business School, Norway
Bob Fennis, University of Groningen, The Netherlands
Luk Warlop, BI Norwegian Business School, Norway

Besides enjoyment hedonic experiences lead to myopic behaviors and enhance a present-moment orientation. This seemingly “myopic” focus reduces the consideration of past and leads to positive outcomes. We show that following hedonic consumption consumers display lower sensitivity to sunk costs. Thus under particular conditions yielding to temptation is beneficial.

16-F: I’m Just Trying to Help: 
How Prosocial Bragging Behaviors Hurt and Help Nonprofit Organizations

Michelle Daniels, Arizona State University, USA
Kirk Kristofferson, Arizona State University, USA
Andrea Morales, Arizona State University, USA

Consumers frequently brag about their volunteering behaviors. While prior research has shown that bragging negatively impacts the bragger our research examines the negative spillover effects of one’s bragging on the non-profit organization. We find that viewing a volunteer’s bragging actually negatively affects both attitude toward and support for the organization.

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