16-L: When Is More Better? Will How Many People Ask Affect the Outcome?

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Why do many non-profits use multiple solicitors in their donation requests with the belief it will improve their fundraising results? We explore this through the lens of attitude and discover that men and women have very different reactions related to the gender and number of people asking for the gift.

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3-B: Can Implicit Theory Influence Construal Level?

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This research examines the relationship between implicit theory and construal level. Three studies show that holding an incremental (vs. entity) theory is associated with abstract (vs. concrete) information processing. The likely underlying mechanism is positivity shift that results from holding an implicit (vs. entity) theory.

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11-M: Puritan Peers or Egoistic Entrepreneurs?
An Examination of Moral Identity in Collaborative Consumption

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Despite proponents of collaborative consumption portraying peers as moral citizens of society recent findings suggest that egoistic motives drive participation. Platform-providing firms rely on users’ cooperative behaviors; thus this research examines how prolonged participation diminishes moral identity. Findings reveal important implications for the success of emerging peer exchange business models.

18-F: Redeeming Guilty Pleasures - Sustainable Consumption Across Vice and Virtue Categories

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Jessica Aschemann-Witzel, Aarhus University, Denmark

The trend of upcycling is observable in different areas of consumption – including in the food industry as ‘waste to food’. While consumers avoided upcycling in virtue categories it seemed to offset the guilty pleasure of consuming vice products. Therefore it could be an alternative approach for marketing sustainable ingredients.

9-Y: Too Large to Eat it All: How Package Size Impacts Anticipated Food Waste, Intentions and Preferences

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Renaud Lunardo, KEDGE Business School, France
Bradley J. Rickard, Cornell University, USA

Through three experiments we demonstrate that larger packages prompt anticipated food waste which then reduces purchase intentions. In addition results reveal that when being primed with food waste consumers are less likely to prefer large packages even if such packages are associated with a promotion.