SOCIETY FOR CONSUMER PSYCHOLOGY SUMMER CONFERENCE

Organized by APA Division 23

Honolulu, Hawaii, July 31 - August 4, 2013

Program Schedule

EVENT, TITLE, and PEOPLE	DAY/TIME	FACILITY/ROOM
Paper Session: Health, Wealth, and Happiness	7/31 Wed	Hilton Hawaiian
	8:00 AM - 8:50 AM	Village Beach Resort,
		South Pacific
		Ballroom II

Participant/1stAuthor

Michael I. Norton, PhD, Harvard Business School

Title: Spreading the Health: Americans' Ideal Distribution of Health(care) and Death

Co-Author: Sorapop Piatkongsan, MD, Harvard University

Robin L. Soster, PhD, University of Arkansas

Title: Running on Empty: The Influence of Relative Personal Wealth on Consumer Satisfaction

Co-Author: William O. Bearden, PhD, University of South Carolina Co-Author: Andrew D. Gershoff, PhD, The University of Texas at Austin

Rajagopal Raghunathan, PhD, The University of Texas at Austin

Title: Caged in By Constraints: The Intention-Action Gap in Happiness Maximization

Co-Author: Sunaina Chugani, PhD, The University of Texas at Austin

Co-Author: Ashesh Mukherjee, PhD, McGill University

Paper Session: Eat, Drink, and Be Healthy:7/31 WedHilton HawaiianEncouraging Healthy Food Consumption9:00 AM - 9:50 AMVillage BeachResortNautilus Suite II

Participant/1stAuthor

Lara Spiteri Cornish, PhD, Coventry Business School

Title: Healthy-Eating Campaigns, Self-Efficacy, and Functional Food Consumption

Blair Kidwell, PhD, The Ohio State University

Title: What Feels Right? Emotional Processing and Mindful Eating

Co-Author: Jonathan Hasford, MBA, University of Kentucky Co-Author: David Hardesty, PhD, University of Kentucky

Sunghwan Yi, PhD, University of Guelph

Title: Does the Quality of Motivation Matter for Frequent Consumption of Vegetables?

Conversation Hour:

7/31 Wed 10:00 AM - 10:50 AM Hilton Hawaiian Beach Resort Nautilus Suite II

Meet Associate Editors From the *Journal of Consumer*Psychology

Amna Kirmani, University of Maryland Rajagopal Raghuanthan, The University of Texas at Austin

Paper Session: Through the Looking Glass: Self-Other

Differences in Consumer Psychology

7/31 Wed 11:00 AM - 11:50 AM Convention Center, Room 305A

Participant/1stAuthor

Joshua Ackerman, PhD, MIT

Title: Who is the "Self" in Self-control? Vicarious Self-control Depletion Increases Observer Compliance

Amna Kirmani, PhD, University of Maryland

Title: Look at Me! Look at Me! Conspicuous Brand Usage, Self-Brand Connection, and Brand Dilution

Co-Author: Rosellina Ferraro, PhD, University of Maryland Co-Author: Ted Matherly, PhD, Oklahoma State University

Oleg Urminsky, PhD, University of Chicago

Title: Understanding "Self" in Self-Control: Connectedness to Future Self and Far-Sightedness

Co-Author: Daniel Bartels, PhD, Columbia University

Paper Session: Charitable Giving and Altruism

7/31 Wed 12:00 PM – 12:50 PM Convention Center, Room 322B

Participant/1stAuthor

Bob Fennis, PhD, University of Groningen

Title: A Sense of Wealth or Poverty Can Help or Hurt Charitable Giving

Co-Author: Kathleen D. Vohs, PhD, University of Minnesota

Michal Strahilevitz, PhD, Golden Gate University

Title: The Consumption of Altruism: How Giving to Charity is Both Different from and Similar to Eating

Chocolate

Eric Levy, PhD, Cambridge University

Title: The Influence of Incidental Comparisons on Receptiveness to Altruistic Appeals

Co-Author: Ann E. Schlosser, PhD, University of Washington

Paper Session: Emotion and Consumer Decision Making

8/1 Thu 8:00 AM - 8:50 AM Convention Center, Room 307B

Participant/1stAuthor

Morgan Poor, PhD, University of San Diego

Title: The Downstream Consequences of Incidental Emotions and Preference Inconsistent Information

Co-Author: DaHee Han, MS, Indiana University

Co-Author: Nidhi Agrawal, PhD, University of Washington Co-Author: Adam Duhachek, PhD, Indiana University

Ye Li, PhD, University of California Riverside Title: Sadder, but Not Wiser: The Myopia of Misery Co-Author: Jennifer S .Lerner, PhD, Harvard University Co-Author: Elke U .Weber, PhD, Columbia University

Johnny Chen, PhD, University of Southern Maine

Title: The Moral High Ground: The Role of Moral Emotions in Consumer Boycotts

Co-Author: Guang-Xin Xie, PhD, University of Massachusetts Boston

Paper Session: Learning and Brand Experiences

8/1 Thu 9:00 AM - 9:50 AM Convention Center, Room 322A

Participant/1stAuthor

John W. Hutchinson, PhD, Wharton

Title: Extreme Bias and Instant Learning: The Intuitive Statistics of Maximum Values

Co-Author: Robert Meyer, PhD, Wharton, University of Pennsylvania

Co-Author: Lyle Brenner, PhD, University of Florida

Moty Amar, PhD, Duke University

Title: Infectious Counterfeiting: Labeling Products as Fakes can Contaminate Perceived and Actual Efficacy

Co-Author: Ziv Carmon, PhD, INSEAD

Co-Author: Dan Ariely, PhD, Duke University

Shikha N. Upadhyaya, MBA, University of Wyoming

Title: Consumer Deviance and Brand Meaning

Co-Author: José A. Rosa, PhD, University of Wyoming

Paper Session: Risky Business: Making Decisions about Risk

8/01 Thu 10:00 AM - 10:50 AM Convention Center, Room 326A

Participant/1stAuthor

and Money

Rod Duclos, PhD, Hong Kong University of Science and Technology

Title: Effects of Social Exclusion on Financial Risk-Taking Co-Author: Echo Wen Wan, PhD, University of Hong Kong Co-Author: Yuwei Jiang, PhD, HK Polytechnic University

Hal E. Hershfield, PhD, New York University

Title: Dual Payoff Scenario Warnings on Credit Card Statements Elicit Suboptimal Payoff Decisions

Co-Author: Neal J. Roese, PhD, Northwestern University

Mihai Niculescu, PhD, New Mexico State University Title: Prospect Theory in Multi-Dimensional Choices Co-Author: David J. Curry, PhD, University of Cincinnati Co-Author: Frank R. Kardes, PhD , University of Cincinnati

Co-Author: Jordan J. Louviere, PhD, University of Technology, Sydney

Paper Session: More than Meets the Eye: Eye Tracking and the Effect of Visual Cues on Consumer Behavior

8/01 Thu 11:00 AM - 11:50 AM Hilton Hawaiian Village Beach Resort, Nautilus Suite I

Participant/1stAuthor

Jacob L. Orquin, PhD, Aarhus University

Title: Advertising Attention Capture and Memory for Brands under Alcohol Intoxication: Eye Tracking

Studies

Co-Author: Curtis P. Haugtvedt, PhD, The Ohio State University

Co-Author: Heine B. Jeppesen, MS, Aarhus University Co-Author: Joachim Scholderer, PhD, Aarhus University

Xiaoyan Deng, PhD, The Ohio State University

Title: A "Wide" Variety: The Effects of Horizontal vs. Vertical Assortment Display

Co-Author: Barbara Kahn, PhD, Wharton, University of Pennsylvania

Co-Author: Rao Unnava, PhD, The Ohio State University Co-Author: Hyojin Lee, MA, The Ohio State University

Y. Jin Youn, MA, Northwestern University

Title: Effects of Brand Status and Vertical Display Positions on Brand Value Perception

Co-Author: Kiwan Park, PhD, Seoul National University Co-Author: Sukhyun Kim, MA, Seoul National University Paper Session: Made to Stick: Attitude Strength and Change

8/02 Fri

8:00 AM - 8:50 AM

Convention Center, Room 322B

Participant/1stAuthor

Rao Unnava, PhD, The Ohio State University

Title: Attitudinal Ambivalence - Is It Managed by Individuals? Co-Author: Amitkumar Singh, MBA, The Ohio State University

Troy Campbell, BA, Duke University

Title: The Armor of Unfalsifiability: Understanding Why Change Rarely Occurs and Fanaticism Prevails

Co-Author: Justin Friesen, BA, University of Waterloo

Co-Author: Aaron Kay, PhD, Duke University

Jason A Gabisch, PhD, University of Akron

Title: Impact of Compensation on Information Ownership and Privacy Control: A Qualitative Analysis

Co-Author: George R Milne, PhD, University of Massachusetts Co-Author: Julianne Cabusas, PhD, John Carroll University

Paper Session: Are you Threatening Me? Managing Threats to the Self and Regulating Self Esteem

8/02 Fri

12:00 - 12:50 PM Center, Room

326A

Convention

Participant/1stAuthor

Amy N. Dalton, PhD, Hong Kong University of Science and Technology

Title: Motivated Forgetting of Identity-Linked Promotions following Social Identity Threat

Co-Author: Li Huang, BA, City University of Hong Kong

Christine Kang, MS, University of Michigan

Title: Secrets and Lies: How Consumers Manage the Flow of Ego-threatening Information

Co-Author: Grant Packard, PhD, Wilfrid Laurier University Co-Author: David B. Wooten, PhD, University of Michigan

Mario Pandelaere, PhD, Ghent University

Title: Indulging the Self: The Impact of Luxury Consumption on Self-Esteem

Co-Author: Liselot Hudders, PhD, Ghent University

Social Hour: Reception 8/02 Fri

6:00 PM - 7:50 PM

Hilton Hawaiian Village Beach Resort, Iolani Suites V, VI, and VII Paper Session: Racing for the Finish Line: Consumer Goal

Pursuit

8/03 Sat 8:00 AM - 8:50 AM Convention Center, Room 303A

Participant/1stAuthor

Yuchen Hung, BS, University of Newcastle

Title: The Influence of Goal Publicity on Goal Pursuit

Co-Author: Xiuping Li, PhD, National University of Singapore

Co-Author: Catherine Yeung, PhD, National University of Singapore

Hae Joo Kim, PhD, Wilfrid Laurier University

Title: Seeing Goals in Products: Effects of Goal Visualization on Willingness to Pay

Leora R Trub, PhD, Pace University

Title: Caught in the Web: Use of Blogging to Gain Closeness and Distance

Co-Author: Tracey R Revenson, PhD, Graduate Center, CUNY

Paper Session: Transformative Consumer Research:

Possessions, Reactance, and Green Products

8/03 Sat

9:00 AM - 9:50 AM

Convention Center, Room

308A

Participant/1stAuthor

Catherine A. Roster, PhD, University of New Mexico

Title: When Everything is "Special": An Exploratory Study of Perverse Possession Attachment Styles

Mitch Murdock, BA, University of South Carolina

Title: The Role of Political Ideology in Reactions to Warning Labels

Co-Author: Caglar Irmak, PhD, University of South Carolina Co-Author: Jim Thrasher, PhD, University of South Carolina

Andrew D. Gershoff, PhD, The University of Texas at Austin

Title: What Makes it Green? The Role of Centrality of Green Attributes in Green Product Evaluation

Co-Author: Judy K .Frels, PhD, Audencia Nantes

Paper Session: It's a Numbers Game: The Effect of Size and

Calories on Food Choice

8/03 Sat 10:00 AM - 10:50 AM Hilton Hawaiian Village Beach Resort, South Pacific Ballroom I

Participant/1stAuthor

My Bui, PhD, Loyola Marymount University

Title: Eating Socially? Examining the Fixed-Unit Effect on Consumption and Subsequent Healthful Food Choices

Co-Author: Brennan Davis, PhD, Baylor University

Co-Author: Collin Payne, PhD, New Mexico State University

Natalina Zlatevska, PhD, Bond University

Title: The Ambiguity of 'Size' and its Effect on Consumption

Co-Author: Chris Dubelaar, PhD, Bond University Co-Author: Stephen Holden, PhD, Bond University

William R. Carroll, PhD, MS, St. John's University

Title: The Unintended Consequences of Calorie Information on Menus

Co-Author: Beth Vallen, PhD, Fordham University

Paper Session: The Role of Ethnicity and Culture in

Consumption

8/03 Sat 11:00 AM - 11:50 AM Convention Center, Room 307A

Participant/1stAuthor

Kristine R. Ehrich, PhD, University of San Diego

Title: Eating Healthy: The Impact of Racial Priming on Food Choice

Co-Author: Aarti Ivanic, PhD, University of San Diego

Aronte M. Bennett, PhD, Villanova University

Title: A Two-Fold Examination of the Impact of Marketplace Exclusion

Co-Author: Ronald P. Hill, PhD, Villanova University

Satoshi Akutsu, PhD, Hitotsubashi University

Title: Cultural Influence on Customer Participation in the Value-creation Process

Co-Author: Mayomi Haga, BS, Hitotsubashi University Co-Author: Yoshinori Fujikawa, PhD, Hitotsubashi University

Co-Author: Joji Ono, PhD, Hitotsubashi University

Paper Session: The Power of Persuasion: Consumer Response 8/04 Sun

to Persuasive Appeals 8:00 AM - 8:50 AM

Convention Center, Room 302B

Participant/1stAuthor

Dan H. Rice, PhD, Louisiana State University

Title: The Influence of Perceptual Congruence On Consumer Response to Cause-related Marketing Appeals Co-Author: Andrew Kuo, PhD, Louisiana State University

Tandy Thomas, PhD, Queen's University

Title: More than the Self: The Role of Other-Focused Processing in Self-Relevant Advertisements

Co-Author: Rebecca K Trump, PhD, Loyola University Maryland

Thomas W. Cline, PhD, Saint Vincent College *Title: Ingratiation Works—Most of the Time*

Co-Author: Jeffrey L .Godwin, PhD, Saint Vincent College

8/04 Sun **Poster Session** Convention Center,

> 10:00 AM - 11:50 PM Kamehameha Exhibit Hall

*All posters will be presented in the same session but are grouped here by theoretical/substantive area.

Sustainability, Healthy Living, and Food Choice

1. José A Rosa, PhD, University of Wyoming

Title: Contentment: An Important Factor for Sustainable Consumption

Co-Author: Shikha N. Upadhyaya, MBA, University of Wyoming

Co-Author: Christopher P. Blocker, PhD, Baylor University

2. Verena Gruber, PhD, WU Vienna

Title: Disentangling Consumers' Preference Functions for Sustainable Products

Co-Author: Bodo B Schlegelmilch, PhD, WU Vienna

Co-Author: Elfriede Penz, PhD, WU Vienna

3. Lara J LaCaille, PhD, University of Minnesota Duluth

Title: Factors Associated with Healthy, Organic, Local and Sustainable Food Choices

Co-Author: Rick LaCaille, PhD, University of Minnesota Duluth

Co-Author, Jennifer Schultz, PhD, University of Minnesota Duluth

Co-Author: Kim Dauner, PhD, University of Minnesota Duluth

Co-Author: Stephanie Hooker, MS, University of Colorado Denver

Co-Author: Jill Klingner, PhD, University of Minnesota Duluth

4. Yasushi Kyutoku, PhD, Jichi Medical University

Title: Discrepancies Between Meal Choice Motives and Consumption, and Satisfaction with Life

Regarding Food

Co-Author: Yuko Minami, PhD, Nichirei Foods Inc.

Co-Author: Takeshi Koizumi, MS, Nichirei Foods Inc.

Co-Author: Ippeita Dan, PhD, Jichi Medical University

5. Noha El-Bassiouny, PhD, The German University in Cairo – GUC

Title: On the Road toward Sustainable Consumption: Highlights on the Potentials for Character

Building and Education

Addictive, Excessive, and Compulsive Consumption

6. Stacey R Smith, MA, Texas Woman's University

Title: Development and Validation of the Problematic Online Gaming Scale (POGS)

Co-Author: Jenelle Fitch, PhD, Texas Woman's University Co-Author: Sally D Stabb, PhD, Texas Woman's University Co-Author: Chris Hart, PhD, Texas Woman's University Co-Author: Trae Asbury, PhD, Texas Woman's University

Co-Author: Jeff Strain, PhD, Texas Woman's University

7. Prakash Das, BS, University of Calgary

Title: Compulsive Consumption and Materialism: An Aesthetic Perspective

8. Myriam Brouard, MS, HEC Montreal

Title: Enjoying Compulsion: An Exploration of the Mainstreaming of Binge Media Consumption Episodes

9. Sunghwan Yi, PhD, University of Guelph

Title: Assessment of Heterogeneity of Compulsive Buyers Based on Affective Antecedents of Buying Lapses

Co-Author: Joowon Jung, PhD, Dongguk University

10. Ashley E Sessoms, BA, University of California, Santa Barbara

Title: Consumer Perceptions of Trauma-Informed Drug Treatment

Co-Author: Megan Donahue, MA, University of California, Santa Barbara Co-Author: Merith Cosden, PhD, University of California, Santa Barbara

Youth and Families

11. Yupin Patara, PhD, MS, SASIN, Chulalongkorn University

Title: Materialism in Adolescents: Effect of the Media

Co-Author: Issariya Woraphiphat, MBA, SASIN, Chulalongkorn University

12. Sarah Fischbach, MBA, New Mexico State University

Title: Children's Influence on Co-Branding: An Exploratory Study of Marketing and Parenting Styles

Co-Author: Collin Payne, PhD, New Mexico State University

13. Lara Spiteri Cornish, PhD, Coventry Business School

Title: Parents' Understanding, Perception and Responses to Online Advertising Designed for Children

Gambling and Luck

14. Bin Wang, PhD, School of Physical Education, Central China Normal University

Title: The Effect of Satisfaction on the Relationship Between Lottery's Purchase Intention and

Amount

Co-Author: Shi Luo, MS, School of Physical of Education and Sport, Central China Normal

University

15. Zhu-Yuan Liang, PhD, Institute of Psychology, Chinese Academy of Sciences

Title: Not All Gamblers are Created Equal: Which Game to Play Depends on the Personality Trait

Co-Author: Shu LI, PhD, Institute of Psychology, Chinese Academy of Sciences

Co-Author: Yu Zheng, PhD, School of Management, Jinan University

Co-Author: Gui-Hai Huang, MA, Gaming Teaching and Research Centre, Macau Polytechnic

Institute

Co-Author: Yue Sun, PhD, Macau University of Science and Technology

16. Di Wang, MS, Monash University

Title: Embarrassment Effects on Purchase Intent for a Product with a Lucky Attribute

Co-Author: Harmen Oppewal, PhD, Monash University Co-Author: Dominic Thomas, PhD, Monash University

Culture and Consumption

17. Satoko Suzuki, PhD, Institution/Company: Kyoto University

Title: Differences in East Asian Self-Gifting and Role of Independence within Interdependent

Cultures

Co-Author: Kosuke Takemura, PhD, Kyoto University

Co-Author: Takeshi Hamamura, PhD, Chinese University of Hong Kong

18. Saskia C.M. Franken, MS, University of Aruba

Title: Consumer Cultural Characteristics in a Multicultural Retail and Consumer Context

Co-Author: Lisa J. Madden, PhD, University of Aruba

19. Fred W Van Raaij, DrPH, Tilburg University

Title: Macro Psychology: Consumer Confidence and Trust in the Economy

Packaging and Design

20. Yoichiro Hashida, MA, Senshu University

Title: Consideration of Analysis Method for Package Design Using the Saliency Map

Co-Author: Tomofumi Uetake, PhD, Senshu University

21. Nils Myszkowski, MD, Université Paris Descartes

Title: Are Design-Driven Consumer Choices a Matter of Attention to Social Comparison?

Co-Author: Martin Storme, MD, Université Paris Descartes, Paris, France

22. Aparna Sundar, MS, University of Cincinnati

Title: Parody of Package Design

Co-Author: Theodore Noseworthy, PhD, University of Guelph Co-Author: Peter Chamberlain, MP, University of Cincinnati

Emotions and Non-Verbal Communication

23. Sidney Su Han, MS, University of Guelph

Title: Improving Risk-handling Behavior Using Message Framing: Framing Effect Under Positive

Emotion

Co-Author: Sidney Su Han, MS, University of Guelph Co-Author: Lefa Teng, PhD, University of Guelph

24. Jean Boisvert, PhD, American University of Sharjah, United Arab Emirates

Title: Hedonic and Utilitarian Goal Pursuits Within the Same Product Category: A Consumer

Goods Application

25. Yen-Hung Lo, PhD, Chinese Culture University

Title: The Non-Verbal Influence of Queues from a Social Comparison Perspective

Co-Author: Cornelis Bao Leeuwenhoek, MA, Tilburg University

26. Mathias C. Streicher, MBA, University of Innsbruck

Title: Gesture Ma(king)rketing: Action speaks louder than words!

Media Psychology and Big Data

27. Mandy Ortiz, PhD, Hawaii Pacific University

Title: I Wish We All Lived in Mayberry: Devotion, Self Image Congruence, and Parasocial Interaction

28. Sunil Erevelles, PhD, MA, University of North Carolina at Charlotte

Title: Big Data and the Transformation of Consumer Research

Co-Author: Kriti Bordia, MBA, University of North Carolina at Charlotte

Memory, Judgments, and Inference Making

29. Mihai Niculescu, PhD, New Mexico State University

Title: The Effect of Interruptions on On-Line vs. Memory-Based Consumer Judgments

Co-Author: Collin R. Payne, PhD, New Mexico State University

Co-Author: P Cuauhtémoc Luna-Nevarez, MS, New Mexico State University

30. Stephanie M Carpenter, MS, University of Michigan

Title: Value Construction Through Recall of Irrelevant Experience: Lingering Effects of Past

Tradeoffs

Co-Author: Brian D. Vickers, MS, University of Michigan Co-Author: J. Frank Yates, PhD, University of Michigan

31. Zongyuan Wang, BS, University of Illinois at Urbana-Champaign

Title: When New Interferes with Old: Retroactive Interference of Brand Slogans

Co-Author: Yoojin Song, BA, University of Illinois at Urbana-Champaign Co-Author: Brittany Duff, PhD, University of Illinois at Urbana-Champaign

32. Arjun Chaudhuri, PhD, MA, Fairfield University

Title: Understanding the Effect of Hedonic Product Descriptions on Willingness to Try an

Innovation

33. Guang-Xin Xie, PhD, University of Massachusetts Boston

Title: Numbers Never Lie (to Whom)? Self-Other Discrepancy in Perceived Materiality of

Baseline Omission

Paper Session: Scaling it Down: Traits and Individual 8/04 Sun

8/04 Sun 12:00 – 12:50 PM Convention Center, Room 308A

Participant/1stAuthor

Differences

Peter A. Voyer, PhD, University of Windsor

Title: Measuring the Consumer Propensity to Deviate Personality Trait

Cathrine V, Jansson-Boyd, PhD, Anglia Ruskin University *Title: Factors That Influence Consumers' Need for Touch*

Co-Author: Elaine Taylor-Whiffen, MA, Anglia Ruskin University

Elke Cabooter, PhD, IESEG

Title: The "I" in Extreme Responding: Self-construal Differences

Co-Author: Mario Pandelaere, PhD, Ghent University Co-Author: Bert Weijters, PhD, Ghent University

Co-Author: Kobe Millet, PhD, Vrije Universiteit Amsterdam