# **Preface**

The ACR North American conference held in Vancouver, B.C. from October 4-7 2012 marked the 43<sup>rd</sup> consecutive year the association gathered in North America. Furthermore, it was the second meeting in Vancouver – with the 2012 conference occurring almost 20 years to the day since the last time it was held there.

This year, the conference theme was "Appreciating Diversity." Everyone who helped plan and execute the conference took this theme to heart. Sharon Shavitt, Past President, and Angela Lee, President-Elect, organized the plenary session on professional ethics that featured a variety of renowned scholars adopting different perspectives from which ethical issues needed to be considered. Likewise, the Conference co-chairs, as well as Executive Director Rajiv Vaidyanathan, Conference Manager Paula Rigling, Doctoral symposium co-chairs Jennifer Argo and Amna Kirmani, Poster Track co-chairs Maureen (Mimi) Morrin and Vanessa Patrick, Roundtable co-chairs Zeynep Arsel and Hope Jensen Schau, Film Festival co-chairs Marylouise Caldwell and Paul Henry, Meet the Editors Breakfast organizers Susan Dobscha and Katherine (Kay) Lemon and the hundreds of volunteer reviewers, worked to create a conference program that reflected the breadth and depth of our discipline. Specifically, several innovations at the 2012 conference were designed to reflect the myriad methodological, theoretical and topical approaches that exist within the consumer behavior discipline. These included:

- \*Increasing the number of concurrent sessions to 15, allowing almost 300 competitive papers to be presented, even as a record 773 were submitted due to the first-time shift to 1000 word-abstract submissions versus past requests for papers that could be a maximum of 20 pages.
- \*Including nine roundtables on the program, which represent highly innovative research topics, and/or methodological approaches to these topics.
- \*Making a balanced program our goal; e.g., by making sure certain topics did not dominate. At the same time, we offered "micro-tracks" so attendees could enjoy back-to-back sessions within similar research realms.
- \*Retaining not only the Thursday plenary session, but also including a "Meet the Editors" breakfast on Sunday, that featured representatives from a broader spectrum of journals than in the past.

Whether all of these innovations pleased each individual member, it was the case that attendance at this conference set an all-time high just shy of 1100. Furthermore, 239 were newcomers. We hope our choice of a Newcomers' Chocolate Dessert Buffet, (although perhaps contradicting all of the sessions on moderation and food consumption), as well as the many opportunities to socialize at the receptions and the Gala at the Vancouver Aquarium, made the newcomers—and all members – feel welcome.

We would like to take this opportunity to thank ACR President J. Jeffrey Inman for trusting us with the responsibility of organizing and executing ACR (although we had a lot of help from those mentioned above, to whom we express our deepest thanks). It was an honor and a privilege to strategize this event, and we enjoyed working on this "diverse" team (we are on three continents, were born in three different decades and work in three different areas of consumer behavior). However, we are of one mind that the experience was highly rewarding—and we hope those who attended ACR found the conference to be so as well.

We are also happy that on the following pages, we are able to formally acknowledge everyone who helped from the "global village" that comprises ACR. We hope you enjoy this volume and that it will prove useful in research and in creating lasting collaborations.

Zeynep Gürhan-Canli, Koç University Cele Otnes, University of Illinois at Urbana-Champaign Rui (Juliet) Zhu, University of British Columbia ACR 2012 Conference Co-Chairs

# PROGRAM COMMITTEE: COMPETITIVE PAPERS

Pankaj Aggarwal	Nidhi Agrawal	On Amir	Laurel Anderson
Eduardo Andrade	A. Selin Atalay	Nilufer Aydinoglu	Fleura Bardhi
Daniel Bartels	Russell Belk	Jonah Berger	Barbara Bickart
Baler Bilgin	Stefania Borghini	Anick Bosmans	Simona Botti
Jan Brace-Govan	Tonya Williams Bradford	Christie Brown	Frederic Brunel
Robin Canniford	Elaine Chan	Lan Chaplin	Amar Cheema
Suraj Commuri	Elizabeth Cowley	Elizabeth Crosby	Samantha N. Cross
Amy Dalton	Xiaoyan Deng	Kalpesh Kaushik Desai	Utpal Dholakia
Kristin Diehl	Brittany Duff	Adam Duhachek	Giana Eckhardt
Amber Epp	David Faro	Karen V. Fernandez	Rosellina Ferraro
A. Fuat Firat	Jeff Galak	Maria Galli	Roland Gau
Guliz Ger	Mary C. Gilly	Dhruv Grewal	Vladas Griskevicius
Kunter Gunasti	Jay Handelman	Kelly Haws	William Hedgcock
Kelly Herd	Ron Hill	JoAndrea Hoegg	Margaret Hogg
Ashlee Humphreys	Iris W. Hung	Caglar Irmak	Shailendra Jain
Annamma Joy	Eminegul Karababa	Anat Keinan	Uzma Khan
Dannie Kjeldgaard	Robert Kozinets	Thomas Kramer	John Lastovicka
Loraine Lau-Gesk	Leonard Lee	Xiuping Li	Wendy Liu
Kelley Main	Alan Malter	Le Gall Ely Marine	Shashi Matta
Mary Ann McGrath	A. Peter McGraw	Ravi Mehta	Arul Mishra
Cassie Mogilner	Alokparna (Sonia) Monga	Ashwani Monga	Andrea Morales
Anirban Mukhopadhyay	Michelle Nelson	Sharon Ng	Theodore Noseworthy
Nailya Ordabayeva	Jacob Ostberg	Nacima Ourahmoune	Karen Page Winterich
Mauricio Palmeira	Ji Kyung Park	Marie-Agnès Parmentier	Lisa Penaloza
Andrew Perkins	Hilke Plassmann	Cait Poynor	Linda Price
Stefano Puntoni	Suresh Ramanathan	Martin Reimann	Hila Riemer
Dennis Rook	Jose Antonio Rosa	Julie Ruth	Gad Saad
Ann Schlosser	Aner Sela	L. J. Shrum	Timothy Silk
Joydeep Srivastava	Vanitha Swaminathan	Kelly Tian	Carlos Torelli
Remi Trudel	Claire Tsai	Gulnur Tumbat	Linda Tuncay Zayer
Gülden Ülkümen	Rajiv Vaidyanathan	Koert Van Ittersum	Ekant Veer
Alladi Venkatesh	Peeter Verlegh	Madhu Viswanathan	Joachim Vosgerau
Melanie Wallendorf	Echo Wen Wan	Jing (Alice) Wang	Luk Warlop
Christian Wheeler	Katherine White	Tiffany White	Keith Wilcox
Patti Williams	Nancy Wong	David Wooten	Eugenia Wu
Lan Xia	Jing Xu	Catherine Yeung	Carolyn Yoon
Judy Zaichkowsky	Meng Zhang	Ying Zhang	Rongrong Zhou
Meng Zhu			

# PROGRAM COMMITTEE: SPECIAL SESSIONS

Rashmi Adaval	Zeynep Arsel	Rajeev Batra	Lauren Block
Susan Broniarczyk	Merrie Brucks	James Burroughs	Margaret Campbell
Ziv Carmon	Amitav Chakravarti	Pierre Chandon	June Cotte
Peter Darke	Ron Faber	Eileen Fischer	Susan Fournier
Andrew Gershoff	Kent Grayson	Rebecca Hamilton	Elizabeth Hirschman
Aparna Labroo	Tina M. Lowrey	Nicholas Lurie	Pauline Maclaran
Naomi Mandel	Joan Meyers-Levy	Tom Meyvis	C. Page Moreau
Vicki Morwitz	Dhananjay Nayakankuppam	Leif Nelson	Steve Nowlis
Per Ostergaard	Michel Tuan Pham	Priya Raghubir	S. (Ratti) Ratneshwar
Aric Rindfleisch	Sankar Sen	Jaideep Sengupta	Dilip Soman
Zakary Tormala	Ana Valenzuela	Kathleen Vohs	Klaus Wertenbroch
Eric Yorkston			

# WORKING PAPER REVIEWERS

Joshua Ackerman	Hamed Aghakhani	Tanvir Ahmed	Ezgi Akpinar
Nelson Amaral	Demetra Andrews	Susan Andrzejewski	Lalin Anik
Zachary Arens	Ashley R. Arsena	Laurence Ashworth	May Aung
Nilufer Aydinoglu	Ainsworth A. Bailey	Emma Banister	Sachin Banker
Denise Barros	Ernest Baskin	Rishee Batra	Julia Bayuk

Colleen Bee	George Belch	Imed Ben Nasr	Aronte Bennett
Delancy Bennett	Jonathan Berman	Mariam Beruchashvili	Arundhati Bhattacharyya
Simon J. Blanchard	Jeffrey Boichuk	Jean Boisvert	Andrea Bonezzi
Ruan Bowen	Neil Brigden	Nina Brosius	Christie Brown
Sabrina Bruyneel	Eva Buechel	Denise Buhrau	Clifford Butler
Oliver B. Büttner	Gwarlann Caffier De Kerviler	Colin Campbell	Stephanie Cantu
Benedetta Cappellini	Marina Carnevale	Stephanie Carpenter	Michal Carrington
Leah Carter Schneider	Cecilia Cassinger	Iana Castro	Moran Cerf
Elisa Chan	Eugene Chan	Fong Yee Chan	Pierre Chandon
Chia-Jung Chang	Patrali Chatterjee	Anne-Sophie Chaxel	Bo Chen
Rongjuan Chen	Sydney Chinchanachokchai	Pepukayi Chitakunye	Sunmyoung Cho
Yoon-Na Cho	Woo Jin Choi	Rojanasak Chomvilailuk	Cindy Chung
Bart Claus	Kevina Cody	Paul Connell	Amy Cox
Elizabeth Crosby	Samantha N. Cross	Kim Daniloski	Prakash Das
Sudipta Das	Meredith David	Derick Davis	Helene de Burgh-Woodman
Marjorie Delbaere	Berna Devezer	Kivilcim Dogerlioglu Demir	Ping Dong
Karolien Driesmans	Courtney Droms	Brittany Duff	Claudia Dumitrescu
Lea Dunn	Susan Dunnett	Kristina Durante	Hristina Dzhogleva
		Eric Eisenstein	Hounaida El Jurdi
Amanda Earley	Jiska Eelen		
Julie Emontspool	Basil Englis	Jordan Etkin	Douglas Ewing
Uchenna Cyril Eze	Tatiana Fajardo	R. Adam Farmer	Daniel Fernandes
Stacey Finkelstein	Jörg Finsterwalder	Greg Fisher	Rajani Ganesh Pillai
Aaron Garvey	Tarje Gaustad	Xin Ge	Markus Giesler
Brian Gillespie	Pierrick Gomez	Margarita Gorlin	Stephen Gould
Nina Gros	Aditi Grover	Yangjie Gu	Michael Guiry
Erin Younhee Ha	Henrik Hagtvedt	Eric Hamerman	Mitchell Hamilton
Sidney Su Han	Haiming Hang	Yoosun Hann	Philip Harris
Johannes Hattula	Stefan Hattula	Timothy Heath	Wendy Hein
Kelly Herd	Michal Herzenstein	Nico Heuvinck	Christian Hildebrand
Elizabeth Hirschman	Guy Hochman	Soonkwan Hong	Chun-Kai Tommy Hsu
Ming Hsu	Hao Hu	Lei Huang	Young Eun Huh
Jamie Hyodo	Sajna Ibrahim	Caglar Irmak	Mathew S. Isaac
Aarti Ivanic	Steffen Jahn	Narayan Janakiraman	Claudia Jasmand
Jennifer Jeffrey	Jenny Jiao	Zachary Johnson	Joshy Joseph
Sacha Joseph-Mathews	Kiju Jung	Andrew Kaikati	Bernadette Kamleitner
Esther Kang	Faye Kao	Sommer Kapitan	Carol Kaufman-Scarborough
Sarah Kelly	Ben Kerrane	Blair Kidwell	Eunice Kim
Hae Joo Kim	Joonkyung Kim	Moon-Yong Kim	Soo Kim
Eva Kipnis	Susan Kleine	Dongwoo Ko	Monika Koller
Jayoung Koo	Isabella Kopton	Goedele Krekels	Gachoucha Kretz
Ann Kronrod	Monika Kukar-Kinney	Atul Kulkarni	Sushant Kumar
Man Ching Kwan	JaeHwan Kwon	Robert Latimer	Kathryn LaTour
Fornia Law	Richard Leary	Crystal, T. Lee	Eun-Jung Lee
Jaehoon Lee	Sae Rom Lee	Seung Hwan (Mark) Lee	Yun Jung Lee
Gail Leizerovici	Marijke Leliveld	Christophe Lembregts	En Li
Yuan-Yuan Li	Jianping Liang	Elison Lim	Heejin Lim
Lily Lin	MengHsien (Jenny) Lin	Andrew Lindridge	Marc Linzmajer
Min Liu	Peggy Liu	Richie Liu	Yuanyuan Liu
Alison Lo	Sara Loughran Dommer	Fang-Chi Lu	Ji Lu
Cuauhtemoc Luna-Nevarez	Rhiannon MacDonnell	Robert Madrigal	Natalia Maehle
Virginie Maille	Kelley Main	Moutusy Maity	Igor Makienko
Anne-Flore Maman	Danielle Mantovani	Andre Marchand	Daniele Mathras
Pragya Mathur	Anna R McAlister	Morven G. McEachern	Sally McKechnie
Lindsay McShane	Katrien Meert	Philippe Merigot	Kathleen Micken
Kobe Millet	Adam Mills	Kate E. Min	Kathleen Wicken  Kyeong Sam Min
Mauricio Mittelman	Daniel Mochon	Risto Moisio	Sarah Moore
Maureen Morrin	Mehdi Mourali	James A. Mourey	Sarah Mueller
Ruth Mugge	Mudra Mukesh	Sayantani Mukherjee	Andrew Murphy
Frida Mwiti	Mohammed Nadeem	Anish Nagpal	Vanisha Narsey
Gergana Y. Nenkov	Marcelo V. Nepomuceno	Claudia Nicolai	Leonardo Nicolao
Mihai Niculescu	Valeria Noguti	Leigh Novak	Philippe Odou
Lale Okyay Ata	Fon Sim Ong	Yesim Ozalp	Gabriele Paolacci
Jihye Park	Jeffrey Parker	Marie-Agnès Parmentier	Vladimir Pashkevich

John Peloza	Andrew Perkins	Paula Peter	Bruce E. Pfeiffer
Nguyen Pham	Barbara J. Phillips	Joan Phillips	Matthew Philp
Meghan Pierce	Dante Pirouz	Kirk Plangger	Andreas Plank
Cécile Plaud	Maxim Polonsky	Ingrid Poncin	Siwarit Pongsakornrungsilp
Monica Popa	Sanne Poulsen	Keiko Powers	Cait Poynor
Cait Poynor Lamberton	Chloe Preece	Sonja Prokopec	Theeranuch Pusaksrikit
Martin Pyle	Simon Quaschning	Srividya Raghavan	Kaleel Rahman
Mike Reid	Renée Richardson Gosline	Hila Riemer	Pilar Rojas Gaviria
Joonas Rokka	Emily Rosenzweig	Spencer Ross	Caroline Roux
Himadri Roy Chaudhuri	Alberto Rubio	Laszlo Sajtos	Anthony Salerno
Geetanjali Saluja	Adriana Samper	Sridhar Samu	Kristen San Jose
Shelle Santana	Gülen Sarial-Abi	Daiane Scaraboto	Robert Schindler
Joachim Scholz	Stefanie Scholz	Laura Marie Schons	Heather Schulz
Steven Schulz	Irene Scopelliti	Maura Scott	Joon Yong Seo
Julio Sevilla	Avni Shah	Jingzhi Shang	Dhiraj Sharma
Daniel Sheehan	Luxi Shen	Sargent Shriver	Yvetta Simonyan
Bonnie Simpson	Andrew Smith	Lei Song	Zhuozhao Song
Robin Soster	Katherine Sredl	Antonios Stamatogiannakis	Mark Staton
Randy Stein	Sascha Steinmann	Eric Stenstrom	Jason Stornelli
Yixia Sun	Jill Sundie	Courtney Szocs	Babak Taheri
Chenying Tang	Chenying (Claire) Tang	Berna Tari Kasnakoglu	Marilyn Terzic
Mrugank Thakor	Kevin Thomas	Veronica Thomas	Maryam Tofighi
Valerie Trifts	Luiz Valerio Trindade	Ke (Christy) Tu	Yanping Tu
Mirjam Tuk	Gulnur Tumbat	Mine Üçok Hughes	Oleg Urminsky
Murat Usta	Rajiv Vaidyanathan	Anu Valtonen	Femke van Horen
Koert Van Ittersum	Anneleen Van Kerckhove	Valter Vieira	Akshaya Vijayalakshmi
Rohini Vijaygopal	Alexander Vossen	Benjamin Voyer	Fang Wan
Chen Wang	Kai-Yu Wang	Lili Wang	Ze Wang
Kimberlee Weaver	Caroline Wiertz	Jennifer Wiggins Johnson	Kim Willems
Elanor Williams	Andrew Wilson	Inga Wobker	Niklas Woermann
Markus Wohlfeil	Jiayun (Gavin) Wu	Na Xiao	Chunyan Xie
Qian Xu	Cagri Yalkin	Naoki Yamada	Chun Ming Yang
Haiyang Yang	Xiaojing Yang	Natalia Yannopoulou	E. Tacli Yazicioglu
Marie Yeh	Lia Zarantonello	Jennifer Zarzosa	Yael Zemack-Rugar
Charles Y.Z. Zhang	Dan Zhang	Kuangjie Zhang	Yinlong Zhang
Xin Zhao	Manja Zidansek		

# FILM FESTIVAL REVIEWERS

Tanvir Ahmed	Russell Belk	Moran Cerf	Aleksey Cherfas
Laurel Cook	Gokcen Coskuner-Balli	Carolyn Costley	Sudipta Das
Amanda Earley	Giana Eckhardt	Basil Englis	Shelagh Ferguson
Lorraine Friend	Markus Giesler	Wendy Hein	Joel Hietanen
Eva Kipnis	Michael Korchia	Eric Li	Cuauhtemoc Luna-Nevarez
Mohammed Nadeem	Laura Oswald	Yesim Ozalp	Maria Eugenia Perez
Chloe Preece	Diego Rinallo	Joonas Rokka	John Sherry
Babak Taheri	Berna Tari Kasnakoglu	Marilyn Terzic	Gulnur Tumbat
Valter Vieira	Markus Wohlfeil		