

SCP

SOCIETY FOR
CONSUMER
PSYCHOLOGY



SCP 2025

Amplifying our Impact
to Enhance Consumers'
Lives

SCP ANNUAL CONFERENCE
LAS VEGAS



CONFERENCE PROGRAM

SCP 2025 Team

Conference Co-Chairs



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(University of Miami)



Alice Wang
(University of Iowa)



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(Lehigh University)

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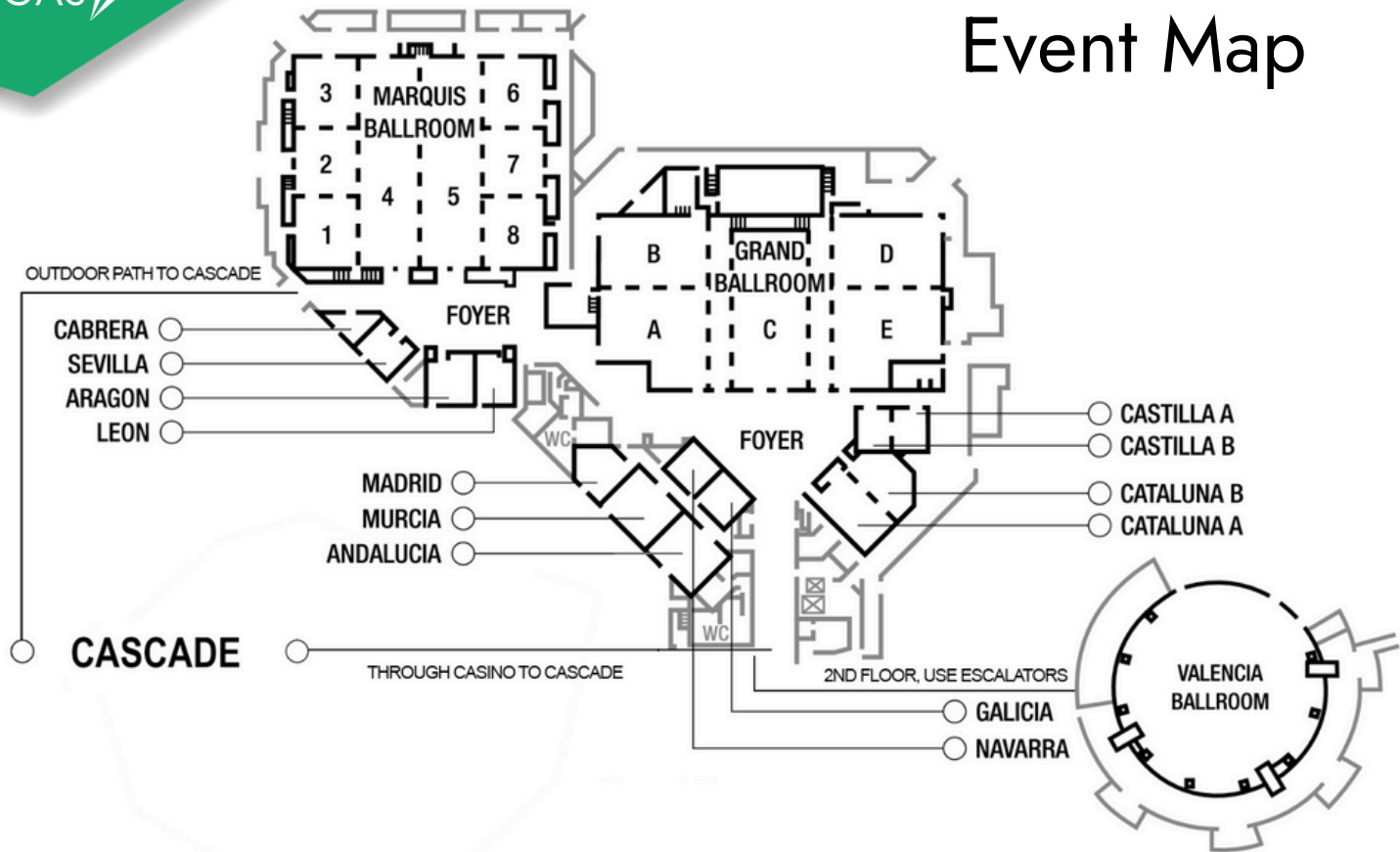
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Event Map



JW MARRIOTT SPA TOWER	THE PROMENADE	SPA AQUAE SPA & SALON	RAMPART CASINO-Must be 21	CONFERENCE CENTER
1 Accents Gift Shop	13 Entrances to Promenade Walkway	23 Salon	28 High-Limit Bar	33 Grand Ballroom
2 Entrance to Grounds via Zen Walk	14 Splendid Flamma	24 Spa Entrance & Boutique	29 Round Bar	34 Castilla
3 Personal Planning Center • Business Center • Hertz Car Rental	15 Jade Asian Kitchen	25 Spa Fitness Area	30 Casino Valet & Main Entrance	35 Cataluna
4 Front Desk/Concierge/Golf Desk	16 Bingo Room-Must be 21	26 Gentlemen's Tonic Barber Shop	31 Summerlin Room & Bar	36 Escalators to Valencia Ballroom (2nd Floor)
5 Hotel Registration & Valet Parking	17 Clubhouse Deli	27 Hydra Lounge	32 Rampart Rewards Club	37 Andaluca
6 Hawthorn Grill	18 Race & Sports Book-Must be 21			38 Galicia
JW MARRIOTT PALMS TOWER	19 Earl Grey Café			39 Murcia
7 Hotel Entrance & Valet Parking	20 Market Place Buffet			40 Navarra
8 Complimentary Fitness Area (located in the Palms Tower lobby)	21 Starbucks			41 Madrid
9 Palms Lobby	22 Cascade			42 Leon
10 Entrance to Garden Walkways				43 Aragon
11 Palms Executive Conference Center				44 Sevilla
12 Parian Room				45 Business Center
				46 Exterior Entrance to Conference Center
				47 Marquis Ballroom

MUST BE 21 AREAS ARE RED IN COLOR
Nevada Gaming Regulations states that anyone under the age of 21 may not loiter in a gaming area.
Authorized walkways are noted with a green dashed line:

Legend:
 - Hotel Grounds Pathway (from Towers to Conference Center)
 - Restrooms
 - ATM Machines

JW MARRIOTT LAS VEGAS
221 N. Rampart Blvd., Las Vegas, NV 89145 / 702-869-7777 / page 1 of 2

SCP-Sheth Foundation Doctoral Symposium

Thursday, February 27th,
9am-4pm, Grand Ballroom B

8:30 - 9:00

Breakfast

9:00 - 9:15

Intro & Ice Breaker with Faculty Mentors

9:15 - 10:15

Early vs. Later Year PhD Small Group Session with Faculty Mentors

10:15 - 10:30

Coffee Break

10:30 - 12:00

AI in Research Workshop: Tools, Applications, and Ethics

12:00 - 1:15

Lunch

1:30 - 2:30

Editor Panel

2:30 - 2:45

Coffee Break

2:45 - 4:00

Idea Feedback Small Group Session with Faculty Mentors



Thursday, 27 February

- 7am **Registration (Grand Foyer)**

- 9am **SCP-Sheth Foundation Doctoral Symposium**
Grand Ballroom B
Chaired by: Dr. Remi Trudel and Dr. Rosanna K. Smith
- 10am **SCP Executive Board Meeting**
Murcia
- 1:30pm **SCP Publication Committee Meeting**
Murcia
- 3pm **SCP Executive Committee Meeting**
Murcia
- 5pm **SCP Community Building Initiative Reception (by invitation)**
Cataluna
- 6pm **Welcome Reception**
Valencia Ballroom

Friday, 28 February

- 7am **Registration (Grand Foyer)**
- 7:30am **Coffee, tea, and snacks**
Grand Foyer

- 8am **Co-Author Lounge**
Madrid
- 8am **Co-Author Lounge**
Murcia
- 8:30am **1.1 Consumer Decision Making and Product Engagement**
Cataluna
 - Responses to Missed Opportunities: The Effects of Phantom Decoys and Inaction Inertia on Consumer Choice**
» [Ms. Grace Zhang](#), Prof. Oleg Urminsky
 - Quid Pro Quo: How Consumers Leverage Brand Loyalty to Increase Access to Scarce Products**
» Dr. Katina Kulow, Dr. Kara Bentley, [Dr. Priyali Rajagopal](#)
 - Learning to Enjoy: Prompting Active Consumption Can Help Boost Enjoyment and Slow Hedonic Adaptation**
» [Ms. Stephanie Hong](#), Dr. Ed O'Brien
 - Consumer Preferences for Personal Quantification**
» [Ms. Jacqueline Pan](#), Prof. Joseph Reiff, Prof. Jordan Etkin
- 8:30am **1.2 Perception and Preference of Sustainable Products**
Grand Ballroom A
 - The Missing-label Effect: How Do Missing Sustainability Labels Affect Sustainability Perceptions?**
» [Ms. Riya Sa](#), Dr. Tatiana Sokolova, Dr. Max Pachali
 - When Do People Undervalue and Overvalue Low Carbon-Emission Products?**
» [Ms. Yvonne Huang](#), Dr. Yang Yang, Dr. Wenbo Wang, Dr. Felipe M. Affonso
 - The Effect of Information Types on Consumer Sustainable Consumption**
» [Ms. Yingshan Qiu](#), Prof. Qian Xu, Prof. Liyin Jin, Dr. Yunlu Yin



Continued from Friday, 28 February

Unpacking Umbrella Labels: Why 'Sustainable' Wins Over 'Green'

» [Mrs. Julia van de Sandt](#), Dr. Elise Ince, Dr. Rajesh Bagchi, Dr. Mathew S. Isaac

8:30am **1.3 Effects of Information and Belief Manipulation in Communication**

Grand Ballroom B

The Paradox of Word of Mouth: Do More Certain Transmitters Generate Less Certain Receivers?

» [Dr. Ann Kronrod](#), Dr. Yakov Bart

The Limits of Repetition: Distrust Dampens the Power of Repeated Claims

» [Mr. Reed Orchinik](#), Prof. David Rand, Prof. Rahul Bhui

15 Reasons You Should Attend this Presentation: How Providing Many Arguments Increases Perceptions of Both Expertise and Persuasive Intent

» [Ms. Abigail Bergman](#), Dr. Mohamed Hussein, Dr. Rhia Catapano, Prof. Zakary Tormala

Posting or Refraining: Differences in Consumers' Beliefs about Their and Others' Frequent Sharing of Achievement Information

» [Ms. Honghan Qi](#), Dr. Shankha Basu

8:30am **1.4 Impact of Financial Factors on Consumer Decision-Making**

Grand Ballroom C

Windfall, similarity, and mental accounting

» [Mr. Vincent Chen](#), Dr. Ellen R.K. Evers

Are People More Likely to Spend Cash in a Cashless Society?

» [Ms. Xin Zhou](#), Dr. Freeman Wu, Dr. Adriana Samper, Dr. Andrea Morales

A Randomized Controlled Trial on the Provision of Financial and Social Capital to Low-Income Households in the United States

» [Dr. Ania Jaroszewicz](#), Dr. Oliver Hauser, Dr. Jon Jachimowicz

The robustness of mental accounting: A global perspective

» [Dr. Giulia Priolo](#), Ms. Federica Stablum, Dr. Martina Vacondio, Dr. David Hardisty, Dr. Nicole Robitaille, Dr. Caroline Roux, Dr. Leaf Van Boven, Dr. Stephan Dickert, Dr. Lorella Lotto, Dr. Kai Ruggeri, Dr. Enrico Rubaltelli, Dr. et al

8:30am **1.5 Effects of Experiential Consumption on Engagement and Ownership**

Grand Ballroom D

The Life you Save (For): Experiences Dominate Goods in Motivating Savings

» [Dr. Siyuan Yin](#), Dr. Grant Donnelly, Prof. Cait Lamberton, Prof. Michael Norton

The Materialization of Experiences: How Experience Depth Increases Consumers' Preference for Unique Objects

» [Ms. Soo Yon Ryu](#), Prof. Wilson Bastos, Dr. Travis Oh

How Personalized Content Offerings Shape Conversations

» [Dr. Byung Cheol Lee](#), Prof. Gita Johar

The Dark Side of Consumer Engagement: Why Brands Are Better Off When Consumers Ignore Requests for Engagement

» [Mr. Demi Oba](#), Dr. Lingrui Zhou, Dr. Holly Howe, Dr. Keisha Cutright

8:30am **1.6 Special Session: Misinformation**

Grand Ballroom E

Chaired by: Dr. Andrea Bublitz

The Mere Sharing Effect: Sharing Ambiguous Information Increases Truth Judgments

» [Dr. Andrea Bublitz](#), Mr. Eli Sugerman, Prof. Gergely Nyilasy, Prof. Gita Johar



Continued from **Friday, 28 February**

From Mere Plausibility to Truth: The Rabbit Hole of Misinformation

» Prof. Anne-Sophie Chaxel, Prof. Sandra Laporte, [Mr. Yvan Norotte](#)

Misinformation salience and distrust mindsets: a consumer perspective

» Prof. Giandomenico Di Domenico, Prof. Yu Ding, [Dr. Gita Johar](#)

When Emotional Damage Clings to Brands After Debunking False Information: Specific Counter-Emotions as Antidote

» Prof. Miguel Brendl, [Prof. Jana Möller-Herm](#), Prof. Reem Refai, Prof. Vincent Nijs, Prof. Eva Walther

9:45am **Morning Refreshment Break**

Grand Foyer

10am **2.1 Effects of Brand Perception and Stance Communication**

Cataluna

The Divergent Effects of Product Provider Diversity on Consumer Responses

» [Dr. Shih-Chun \(Daniel\) Chin](#), Prof. Mustafa Karatas, Prof. Tiffany White

Global and Local Brands Responding to Crisis: Consumer Attitudes toward Brand Support During Geopolitical Events

» [Ms. Natalia Kononov](#), [Mr. Itai Linzen](#)

Branding or Banditry? Understanding When Consumers Perceive Cultural Appropriation by Brands

» [Ms. Niña Bianca Sayson](#), Prof. Geeta Menon, Dr. Andrea Bonezzi

To be or To Post Brands Taking a Stance on Social Media Platform

» [Dr. Smaraki Mohanty](#), Dr. Shirley Chen

10am **2.2 Value and Perception in Social Contexts**

Grand Ballroom A

Disclosing Disability: Consumer Reactions to Disability-Owned Businesses

» [Dr. Lukas Maier](#), Dr. Rishad Habib

The Influence of Physical Disability on Perceptions of Qualified Job Candidates

» [Dr. Jinjie Chen](#), [Dr. Alison Xu](#), [Dr. Tzushuo Ryan Wang](#)

An Understanding of the Impact of Weight Stigma on Donation Likelihood in Crowdfunding

» [Dr. Tongxi Wang](#), Dr. Abhi Bhattacharya, Dr. Yufei Zhang, Dr. David Mathis

The Impact of Benefit Framing on Recurring Giving

» [Ms. Hanife Armut](#), Dr. Nazli Gurdamar-Okutur, Prof. Zeynep Gurhan-Canli

10am **2.3 Influence of Social Factors on Product Evaluation and Decision Making**

Grand Ballroom B

Evaluation Inflation in Online Reviews

» [Dr. Ying Zeng](#), Prof. Claire Tsai, Prof. Wei Lu

Green for the Rich but not for the Poor: How Income Bias Affects Green Credit

» [Ms. Ceren Sahin](#), Dr. Anika Stuppy, Dr. Robert Smith

The Primacy of Experience: Preferences for Information from Experience over Observation

» Mr. Mohin Banker, [Mrs. Sally Shin](#), Dr. Gal Zauberman

Is Money Worth More to Women than Men? The Influence of Gender in Monetary Valuations

» [Ms. Aybike Mutluoglu](#), Dr. Laurence Ashworth



Continued from Friday, 28 February

10am **2.4 Effects of Emotional Context on Decision Making and Risk Perception**
Grand Ballroom C

Tie Aversion

» Dr. Mathew S. Isaac, [Dr. Meyrav Shoham](#), Dr. Rebecca Jen-Hui Wang

Consumers Adapt to Positive, But Not Negative Repeated Experiences

» [Dr. Rhia Catapano](#), Prof. Claire Tsai

From Mood to Food: How Does Emotional Environment Predict Food Purchases?

» [Dr. Rui Sun](#), Ms. Jieyi Chen, Prof. Oleg Urminsky

10am **2.5 Roundtable: Enhancing Consumers' Lives through Better Marketing for a Better World**
Grand Ballroom D

Enhancing Consumers' Lives Through Better Marketing for a Better World

» Prof. Gita Johar, [Dr. Shilpa Madan](#), [Dr. David Hardisty](#), [Dr. Kelly Haws](#), [Prof. Szu-chi Huang](#), [Dr. Nailya Ordabayeva](#), [Prof. Vanessa Patrick](#), [Prof. Rebecca Reczek](#), [Dr. Maura Scott](#), [Prof. Sankar Sen](#), [Prof. Manoj Thomas](#), [Dr. Stephanie Tully](#), [Prof. Karen Winterich](#)

10am **2.6 Special Session: New Perspectives and Findings on Consumer Judgments of Causality**
Grand Ballroom E

Chaired by: Mr. Yue Zhang and Prof. Gabriele Paolacci

The Big Data Fallacy

» Prof. Joachim Vosgerau, [Dr. Gaia Giambastiani](#), Prof. Irene Scopelliti

More Correlations Signal Causation: Correlational Scope Affects Judgments of Causality

» [Mr. Yue Zhang](#), Prof. Gabriele Paolacci

The Null Event Bias in Perceptions of Causality

» [Dr. Maximilian Gaerth](#), Prof. Cait Lambertson, Prof. Selin Malkoc

Not All Attributions Are Self-Serving: A Preference for Agency Over Negative Outcomes

» Dr. Giulia Maimone, [Prof. Joachim Vosgerau](#), Dr. Ayelet Gneezy

11:15am **Passing Break**
Grand Foyer

11:30am **3.1 Impact of Brand Communication Strategies on Consumer Engagement**
Cataluna

Celebrating Your Customers' Achievements on Their Behalf: Benefits of Company-presented Branded Achievement Reports

» [Dr. Mengran Xu](#), Prof. Rebecca Reczek

The Influence of Word Length in Driving Engagement

» Mr. David Fang, [Ms. Yiran \(Eileen\) Zhang](#), Prof. Yu Ding

Promoting Authenticity Repels Stigmatized Talent

» [Dr. Katherine Du](#), Dr. Rebecca Ponce de Leon, Dr. Kyle Dobson

Go Woke, Go Broke? Diverging Responses to Advertisements Featuring Diversity

» [Mr. Joseph Lawall](#), Dr. Leah Warfield Smith, Dr. Daniel Villanova

11:30am **3.2 Sustainability and Secondhand Markets: Understanding Consumer Choices for Sustainable and Pre-Owned Products.**
Grand Ballroom A

The Impact of Style Longevity on Sustainable Consumption Decisions

» [Ms. Yeonjin Sung](#), Dr. Carolyn Yoon



Continued from **Friday, 28 February**

No Dirty Business? How Political Ideology Shapes Secondhand Product Purchases

» [Dr. Shih-Chun \(Daniel\) Chin](#), Prof. Yafei Guo, Prof. Hyun Euh

Participating in the Resale Economy Reduces Subsequent Interest in New Products

» [Ms. Marie Louise Brand](#), Dr. Lukas Maier, Prof. Martin Schreier

From Conventional to Organic: How Growth Mindsets and Brand Sacrifice Influence Green Consumers' Intent to Purchase Transitional Food Products

» Dr. Tiffany Vu, [Dr. Rhiannon Mesler](#), Prof. Kate White, Ms. Alejandra Sierra Guerra

11:30am **3.3 Phonetic Effects on Brand Attitudes and Memory**
Grand Ballroom B

Snox over Srox Nasal Spray: The Phonestheme Brand Name Memory Advantage

» Prof. Shai Danziger, [Dr. Stacey Brennan](#), [Dr. Jasmina Ilicic](#), Ms. Kelly Goldstein

Good sounds make good names for good products

» [Prof. Zachary Estes](#), Dr. James Adelman, Ms. Elena Bocchi

Pronoun choice as an advertising strategy: 'We' or 'brand name' as the subject

» [Ms. Hyejeon Park](#), Prof. Youngjee Han, Prof. Jerry Han, Mr. Geonho Sim

When and Why Does Brand Name Pronunciation Influence Perceptions?

» [Ms. Shanjing Wan](#), [Dr. Zhenyu Jin](#), Dr. Xiaojing Yang, Prof. Lei Su

11:30am **3.4 Perceptions of Money and Payment Methods**
Grand Ballroom C

Is Cash Still King? Perceptions of Consumers' Status Based on Payment Method

» [Dr. Alexander Fulmer](#)

Money-Masculinity Association and Its Impact on Monetary Valuations

» [Ms. Aybike Mutluoglu](#), Dr. Laurence Ashworth

OK, Boomer: Understanding the Generational Divide in Cash Utility Between Digital Natives and Non-Natives

» [Dr. Shelle Santana](#)

Risk is Alluring: Examining Anticipatory Emotions Towards Risk-Taking

» Ms. Minwen Yang, Prof. Claire Tsai, [Dr. Ying Zeng](#)

11:30am **3.5 Roundtable: A Dialogue on Privacy: Conceptual Approaches, Practical Challenges, and Future Trends**
Grand Ballroom D

A Dialogue on Privacy: Conceptual Approaches, Practical Challenges, and Future Trends

» [Dr. Johann Melzner](#), [Dr. Andrea Bonezzi](#), [Dr. Aaron Brough](#), [Dr. Kristin Diehl](#), [Mr. David Evans](#), [Prof. David Gal](#), [Dr. Li Jiang](#), [Dr. Christine Kim](#), [Prof. Aradhna Krishna](#), [Ms. Maansi Dalmia](#), [Ms. Kirsten Martin](#), [Ms. Maria Leonor Neto](#), [Dr. Massimiliano Ostinelli](#), [Dr. Geoff Tomaino](#), [Dr. Klaus Wertenbroch](#), [Ms. Linda Zhu](#)

11:30am **3.6 Special Session: Consumer Judgment Under Uncertainty**
Grand Ballroom E
Chaired by: Mr. Jay Naborn

The Pick-the-Winner-Picker Heuristic: Preference for Categorically Correct Forecasts

» [Mr. Jay Naborn](#), Dr. Jonathan E. Bogard

People are (Shockingly) Bad at Valuing Hedges

» [Mr. William H. Ryan](#), Dr. Stephen M. Baum, Dr. Ellen R.K. Evers



Continued from Friday, 28 February

Unpacking as an Intervention to Improve Time Estimates Under Epistemic vs. Aleatory Uncertainty

» [Mr. Steve Carney](#), Prof. Gülden Ülkümen

Evaluating Point and Range Predictions Under Epistemic vs. Aleatory Uncertainty

» [Mr. Eitan D. Rude](#), Dr. Hal E. Hershfield, Mr. Amin Shiri, Dr. Felipe M. Affonso, Dr. Craig R. Fox

12:45pm **Presidential Address by Rebecca Reczek and Business Lunch**
Marquis Ballroom

2:15pm **Passing Break**
Grand Foyer

2:30pm **4.0 SCP Fellows Address: Margaret (Meg) C. Campbell and L.J. Shrum**
Cascade

2:30pm **4.1 Understanding Political Influences on Consumer Behavior and Corporate Practices**
Cataluna

How do Consumers React to Ads that Meddle in Out-Party Primaries?

» [Dr. Mohamed Hussein](#), Ms. Courtney Lee, Dr. Christian Wheeler

The Robin Hood Effect in Consumer Transgressions Against Firms

» [Mr. Jason Lin](#), Prof. Anat Keinan, Prof. Hannah Chang, Prof. Don Lehmann

Small Donors' Political Slacktivism: Understaining How Past Contributions Influence Subsequent Political Participation

» [Dr. Pureum Kim](#), Dr. Gustavo Schneider, Dr. Anastasiya Ghosh

Politically Liberal Firms' Business Decisions Provoke Less Consumer Outrage

» [Dr. Joe Siev](#), Dr. Serena Hagerty, Dr. Tami Kim

2:30pm **4.2 (Pro)Social Consumption**
Grand Ballroom A

"Less Is More": Consumers Show Preference for Receiving Less of a Pro-social Product Instead of Paying More for It

» [Ms. Nancy Shen](#), Dr. Xiaoyan Deng

In Lieu of Gifts: Understanding and Overcoming Givers' Reduced Generosity Toward Charitable Gift Requests

» [Dr. Michelle Daniels](#), Dr. Adriana Samper, Dr. Cindy Chan, Prof. Ryan Hamilton

Are Charitable Gifts Truly Appreciated by the Recipients Who Requested Them? Impact of Gift Type and Amount on Recipients' Appreciation

» Dr. In-Hye Kang, [Dr. Hyoseok Kim](#)

Inconspicuous Sobriety: Overcoming the Social Penalty of Abstentious Consumption

» [Ms. Jena Yang](#), [Ms. Mengchen Zheng](#), Prof. Anat Keinan

2:30pm **4.3 Package and Communication Design in Influencing Engagement**
Grand Ballroom B

Designing Sincerity: How Packaging Text Quantity Influences Brand Sincerity Perception and Product Evaluation

» [Dr. Seo Yoon Kang](#), Dr. Sunyee Yoon

Short and Sweet or Short and Sour: The Influence of Text Message Abbreviations on Impression Management

» Mr. David Fang, [Ms. Yiran \(Eileen\) Zhang](#), Prof. Sam Maglio



Continued from Friday, 28 February

Multimodal intricacies in TikTok: How using more modes lead to less engagement for sustainable videos

» [Dr. Cristoforo Losito](#), Prof. Stefania Farace, Prof. Annamaria Tuan, Prof. Elisa Montaguti

Bunch of Jerks: When Brands Reappropriate Insults

» [Dr. Katherine Du](#), Dr. Lingrui Zhou, Dr. Keisha Cutright

2:30pm **4.4 Financial Struggles and Consumer Well-being**
Grand Ballroom C

Breaking the Money Taboo: Communicating About Finances Decreases Financial Anxiety Over Time

» Dr. Emily Garbinsky, [Dr. Matt Meister](#), Dr. Joe Gladstone

How the Payment Path of Shared Expenses Affects Purchase Satisfaction

» [Mr. Han Young Jung](#), Dr. Joseph Redden

From Trauma to Resilience: How Consumers Navigate the Path to Financial Wellness

» [Mrs. Sydney Do](#)

The Impact of Income Volatility on Subjective Wealth and Financial Decisions

» [Ms. Ekaterina Goncharova](#), Prof. Wendy De La Rosa

2:30pm **4.5 Roundtable: Improving Behavioral Research with Generative Artificial Intelligence**
Grand Ballroom D

Improving Behavioral Research with Generative Artificial Intelligence

» [Mr. Paul Blythe](#), [Dr. Aaron Brough](#), [Dr. Noah Castelo](#), [Prof. Corey Cusimano](#), [Dr. Nofar Duani](#), [Prof. Peter McGraw](#), [Prof. Stefano Puntoni](#), [Dr. Rebecca Jen-Hui Wang](#), [Dr. Klaus Wertenbroch](#), [Prof. Tiffany White](#)

2:30pm **4.6 Special Session: No Pain, No Gain: The Role of Compensatory Inferences in Consequential Decisions**

Grand Ballroom E

Chaired by: Mr. Yue Zhang and Ms. Özlem Tetik

Perceived Illness Seriousness and Evaluations of Side-effect Severity

» [Ms. Özlem Tetik](#), Prof. David Faro, Dr. Monika Heller, Prof. Simona Botti

Something Missing? Presenting a Vertical Attribute in a Single- Versus MultiAttribute Format Reduces Choices for the Superior Level

» [Mr. Yue Zhang](#), Prof. Yanping Tu

Pain-gain: Impact of Political Ideology and Producer's Pain on Product Evaluations

» [Dr. Mayank Anand](#), Dr. Akshay Rao

If It Hurts, It Works: The Role of Political Ideology and Maximization in Shaping Preferences for Self-Improvement Experiences

» [Mr. Alberto Barchetti](#), Prof. Joshua Clarkson, Prof. Ashley Otto

3:45pm **Afternoon Refreshment Break**
Grand Foyer

4pm **5.1 Evaluation of Corporate Behavior and Social Responsibility**
Cataluna

CSR Backfires: CSR Endeavors Could Boost Brand Image but Hurt Product Evaluation

» Dr. Jiashu Wang, Prof. Jingjing Ma, Prof. Ming Hsu, [Prof. Haiyang Yang](#)

How Socioeconomic Status Affects Cancel Culture Propensity

» [Ms. Nancy Shen](#), Dr. Xiaoyan Deng



Continued from Friday, 28 February

Perceptions of Long-Term Thinking for Nonprofit versus For-Profit Organizations

» [Ms. Hanife Armut](#), Dr. Nazli Gurdamar-Okutur, Prof. Karen Winterich, Prof. Zeynep Gurhan-Canli

4pm

5.2 Enhancing Prosocial Giving through Framing and Contextual Factors

Grand Ballroom A

Regulatory Focus Moderates Temperature's Influence on Charitable Donations: Field and Lab Evidence

» [Dr. Huidi Lu](#), [Dr. Suhas Vijayakumar](#), Dr. Tong Li, Dr. Yuna Yang, Prof. Rong Ding

Exerting Effort to Choose Increases Generosity in Cash Gift Giving

» [Dr. Siyuan Yin](#), Dr. Marissa Sharif

Round-up or donate a fixed amount at checkout: new evidence from the lab and the field.

» [Mr. Bijit Ghosh](#), Dr. John Pracejus

To Encourage Sustainable Behavior Make It Fun

» [Dr. Lukas Maier](#), Dr. Johanna Palcu, Prof. Martin Schreier

4pm

5.3 Effects of Information Presentation on Decision-making and Evaluation

Grand Ballroom B

Outward vs. Inward Thinking Use Different Heuristics: How Reframing Prevalence Shapes Consumers' Impact Judgments and Choices

» [Ms. Jiaqi Yu](#), Prof. Oleg Urminsky

Is "Medium" Better than "50"? How Quantification Feedback Format Influence Consumer Responses?

» [Ms. Lu Fang](#), Prof. Aradhna Krishna, Prof. Anirban Mukhopadhyay

Spatial Position Affects Quantity Judgments and Product Preference

» [Dr. Yonatan Vanunu](#), Dr. Kristin Donnelly

Going Smaller with Precise Numbers: Consequences of the Precision-Smallness Association on Attribute Weighting and Consumer Choice

» Dr. Jorge Pena Marin, [Dr. Mathew S. Isaac](#), Dr. Jennifer Hong

4pm

5.4 Effects of Numerical Framing on Consumer Choices and Decision-Making

Grand Ballroom C

\$9.99 Per Month or \$99.99 Per Year? The Role of Math Anxiety and Number Processing Fluency in Preferences for Periodic Payment Formats

» [Mrs. Micayla Downey](#), Dr. Jorge Pena Marin

How versus How and Why Nudges: When Stating Your Case Isn't as Effective

» [Ms. Shannon Duncan](#), Dr. Marissa Sharif

Improving Income Elicitation Methods to Increase Income Reporting: Evidence from Two Large-Scale Field Experiments Among Government Benefit Applicants

» [Prof. Wendy De La Rosa](#), Prof. Christopher Bechler, Dr. Hal E. Hershfield

Ratio Indifference Bias in Consumer Judgment of Preventive Behaviors

» [Dr. Javad Mousavi](#), Prof. Surendra Singh

4pm

5.5 Roundtable: Consumer behavior across the lifespan: Centering the consumption experiences of younger and older consumers

Grand Ballroom D



Continued from Friday, 28 February

Consumer behavior across the lifespan: Centering the consumption experiences of younger and older consumers

» [Dr. Margaret Echelbarger](#), [Dr. Michal Maimaran](#), [Dr. Margaret Campbell](#), [Dr. Lan Nguyen Chaplin](#), [Dr. Catherine Cole](#), [Dr. Charlene Dadzie](#), [Dr. Stacey Finkelstein](#), [Dr. Deborah Roedder John](#), [Dr. Connie Pechmann](#), [Prof. Suzanne Shu](#), [Dr. Carolyn Yoon](#)

4pm

5.6 Special Session: When and Why Consumers Try to Be Sustainable but Miss the Mark

Grand Ballroom E

Chaired by: [Dr. Gabriela Padua](#)

Bad Donations: Waste Aversion Drives Consumers' Donations of Subpar Goods

» [Ms. Hyebin Kim](#), [Dr. Cynthia Cryder](#), [Dr. Robyn LeBoeuf](#)

Consumers Are Less Likely to Recycle Disgusting Products

» [Dr. Tianjiao Yu](#), [Dr. Gabriela Padua](#), [Dr. Stephen Nowlis](#)

Can one person make a difference?

» [Dr. Joshua Lewis](#), [Dr. Shalena Srna](#), [Ms. Erin Morrissey](#), [Dr. Matti Wilks](#), [Dr. Christoph Winter](#), [Dr. Lucius Caviola](#)

Unseen Emissions: Consumers Systematically Underestimate the Carbon Differences Among Foods

» [Dr. Gizem Ceylan](#), [Dr. Paul Stillman](#), [Dr. Ravi Dhar](#)

6pm

Working Paper Reception Sponsored by University of Iowa Tippie College of Business

Valencia Ballroom

6pm

Working Paper Theme A: Impact of Information Presentation on Consumer Perceptions

Valencia Ballroom - Area 1

A1. Why Do Products with Natural Ingredients Seem Less Effective?

» [Dr. Yanfen You](#), [Dr. Sumitra Auschaitrakul](#), [Dr. Dan King](#)

A2. What Come First in the Time of Need? Need Urgency and the Quality-Quantity Donation Tradeoff

» [Dr. Qiangqian\(Esther\) Liu](#), [Dr. Dongjin He](#), [Prof. Yuwei Jiang](#)

A3. Care More or Less: Do Consumers Care About Product Care?

» [Mr. Eldrin Hermoso](#), [Dr. Ulku Yuksel](#)

A4. Supply Chain Transparency and Tipping Behavior

» [Prof. Helen Chun](#), [Prof. Aaron Adalja](#), [Prof. Jacob Chestnut](#), [Ms. Jing Ma](#)

A5. Temporal Framing and Address Framing in Green Brand Claims

» [Ms. Bettina Gatterer](#), [Dr. David Bourdin](#)

A6. Keep away from it! Examining the contagion effect of insect-based food in the retail context

» [Mr. Zining Wang](#), [Prof. Jaewoo Park](#)

A7. Effect of Expiration Display on Consumers' Intention to Renew Subscription

» [Mr. Dingsheng Fu](#), [Prof. Maggie Wenjing Liu](#)

A8. From Plant to Plate: Exploring the Effect of Indoor Plants on Perceived Food Healthiness in Restaurants

» [Prof. Jaewoo Park](#), [Prof. Takashi Teramoto](#)

A9. Spatial Inequality Induces Parents' Anxiety and Increases Their Consumption of Educational Products for Their Children

» [Mrs. Yuxuan Liu](#)

A10. The Psychological Costs of Rising Prices

» [Ms. Jacqueline Pan](#), [Prof. Rodrigo Dias](#), [Dr. Gavan Fitzsimons](#)



Continued from Friday, 28 February

A11. Consumer Resilience in the Context of Consumer Over-Indebtedness – Development and preliminary Validation of a context-specific Resilience Scale

» [Mr. Tim Buchbauer](#), Prof. Peter Kenning, Dr. Ingo Klingenberg

A12. Spending Less Together: Cost Minimization in Decisions for Joint Consumption

» [Dr. Sharaya Jones](#)

A13. When and Why Payment Schedules Fail to Enhance Consumer Choice

» [Mr. Haojun Chen](#), Prof. Chu (Ivy) Dang, Prof. Sara Kim

A14. Strategic Change in Price Increase and Consumer Judgements

» [Ms. Chengchen \(Sheryl\) Liu](#), Dr. Ce Liang, Prof. Yuwei Jiang

A15. The Effect of Calorie Presentation Order on Customizing Healthy Meals

» [Dr. Samuel Sekar](#)

A16. When is Consumption an Investment? The Role of Partitioning

» [Mr. Indeesh Mukhopadhyay](#), Prof. Selin Malkoc

A17. Investigating the Differential Effectiveness of Incentives to Accelerate Consumers' Electric Vehicle Adoption

» [Dr. Antje Graul](#), Mr. Sajid Bin Hasnat

A18. Bringing to light the dark side of a growth mindset: A growth mindset is negatively associated with pro-environmental behavior

» [Mrs. Leonor Leão](#), Dr. Nicole Mead, Dr. Lawrence Williams

A19. The Effect of Narrative Transportation on Consumer Self-control

» [Dr. Veronica Thomas](#), Dr. Jamie Grigsby

A20. Does Purchasing Have Healing Power? How Having Childhood Left-Behind Experience Affects Adulthood Compensatory Consumption

» [Ms. Xinwei Liu](#), Dr. xixi li, Mr. Zhao Liu

A21. Hurry Up and Buy! How Perceived Urgency Drives Consumer Behavior in Live Commerce

» [Dr. Sorim Chung](#), [Dr. Xin Liu](#)

A22. Slow and Steady Wins the Race: Consistent Rewards Outperform Variable Rewards in Consumer Habit Formation

» [Dr. Asaf Mazar](#), Dr. Angela Duckworth, Dr. Marissa Sharif

A23. Understanding And Overcoming Religious Consumers' Aversion to Adopting Scientific Advancements

» [Dr. Gunes Biliciler](#), Prof. Raj Raghunathan

A24. How Pricing Granularity Impacts Investing Preferences

» [Dr. William Ding](#), Dr. David Sprott

A25. Waste Aversion in the Consumption Journey

» Dr. Felix Xu, Dr. Gretchen Ross, [Dr. Andong Cheng](#)

A26. Sustaining Motivation: The Impact of Subscription-Based Purchases on Goal Adherence

» [Dr. Kelly Eunjung Yoon](#), Ms. Mikyoung Lim

A27. Income Volatility and Indulgent Consumer Spending: The Moderating Influence of the Post-Trust Marketplace

» [Ms. Valentina Ortiz Ubal](#), Dr. Maura Scott, Dr. Martin Mende

A28. Examining the Relationship Between Luxury Products and Psychological Essentialism

» [Dr. Wade Mansell](#), Dr. Mason Jenkins

A29. The Influence of Childhood Socioeconomic Status on Liquid Consumption

» Ms. Anni Cheng, [Prof. Hean Tat Keh](#), Ms. Jiemiao Chen



Continued from Friday, 28 February

6pm

Working Paper Theme B: Impact of AI on Human Interactions and Decision Making

Valencia Ballroom - Area 2

B30. You Must Calculate That: Developing an Automated Tool To Measure Language Assertiveness

» [Mr. Sameed Khan](#), Dr. Ann Kronrod

B31. "You Are So Warm!": The Impact of Cuteness on Acceptance of Healthcare Chatbot

» [Ms. Ruiqi Dong](#), Dr. Chen Wang

B32. When AI Takes Your Order: Exploring the Effects of Voice AI on Food Choices

» [Ms. Zixi Peng](#), Dr. Heyao Yu, Dr. Anna Mattila

B33. Using Artificial Intelligence on Creative Tasks Makes Humans Overconfident about how Creative They Are

» [Dr. Sahoon Kim](#), Dr. Jack Goncalo, Dr. Carmen Sanchez

B34. When people imitate technology: The role of customers' linguistic mimicry in AI-customer interactions

» [Dr. Ebru Kuzgun](#), Dr. Antonia Erz, Prof. Gülen Sarial Abi

B36. The impact of AI response time on people's evaluations of algorithmic recommendations

» [Dr. Liang Huang](#), Mr. Runze Li

B37. The Role of AI in DEI Initiatives: Trust and Social Mobility Dynamics

» [Ms. Nuree Ha](#), Prof. Onur Bodur

B38. Do people feel entitled to reward for AI-assisted work?

» [Prof. Jin Kim](#), Prof. Corey Cusimano

B39. Decoding the Impact of Organizations' Use of AI Tools on Consumer Donations

» Dr. Yujie Zhao, [Mr. Pete Zhou](#), Dr. Zengxiang Chen

6pm

Working Paper Theme C: Consumer Identity and Relationship Dynamics

Valencia Ballroom - Area 3

C41. The Theseus Effect: Why consumers are willing to pay more to delay identity relevant purchases

» [Mx. Tyler MacDonald](#)

C42. Symbolic Object Commercialization and Intergroup Perceptions

» [Ms. Tima Abboud](#), Dr. Grant Packard, Dr. Jodie Whelan

C43. I'd Do the Same for You: Why Borrowers Delay Loan Repayment to Close Others

» Dr. Aaron Barnes, [Mr. Lorenzo Ceccuti](#), Dr. Wendy DeLaRosa

C44. Psychological Co-ownership

» [Ms. Tianze Zhang](#), Dr. Feifei Huang

C45. Exploring Cultural Influences and Donor Perceptions in Nonprofit Medical Marketing

» [Dr. Hamid Abbassi](#), Dr. Elmira Shahriari, Dr. Nourah Alfayez

C46. The More the Merrier? An Investigation of the Effect of Following Size on Influencers' Effectiveness

» [Dr. Laura Lavertu](#), Dr. Kirsten Cowan, Prof. Ben Marder, Dr. Jiayuan Li

C47. Phone Checking and Diminished Consumer Enjoyment

» [Ms. Zihe Chen](#), Dr. Yunlu Yin, Dr. Mengran Xu, Prof. Echo Wen Wan

C48. The Politics of Self-Care: Conservatism, Identity, and the Specificity of Mental Health Consumption

» [Prof. Justin Pomerance](#), Prof. Bruce Pfeiffer



Continued from Friday, 28 February

C49. Sharenting and gender stereotypes

» [Ms. Rui Zhang](#), Dr. Jessica Li

C50. Beauty Work for Her: Audience Reframing Effects on Beauty Product Purchase

» [Ms. Beeson Shin](#), Dr. Rosanna K. Smith, Prof. Hyun Euh

C51. Preference for Solitude, Borrowing, and Helping

» [Ms. Qingyue Zhang](#), Ms. Yixia Sun, Dr. Yujie Zhao

C52. Creating Connections: How Group Nicknames Boost Engagement in Livestreaming Environments

» [Dr. Ting Guo](#), Prof. Fengyan Cai, Prof. Fangyuan Chen

C53. Blackpink in Your Area: Defining Parasociality Through Pop Music Fandom

» [Ms. Sheen Kachen](#)

C54. The Conflicted Donor: The Interplay of Identity Conflict and Identity Power on Donation Decisions

» [Dr. Emma Gibbons](#), Dr. Yinlong Zhang

C55. When Smallness Backfires: How Consumers Perceive Small Companies on Instagram

» [Dr. Elze Uzdevinyte](#), Prof. Justina Barsyte

C56. Repost or Revise: The (un)importance of brand consistency in linguistic message features across platforms

» [Mr. Thomas Young](#), Dr. Holly Howe, Mr. Demi Oba, Dr. Marcelo Nepomuceno

C57. The Influence of Relationship Closeness on Artistic Gift Selections

» [Dr. Fei \(Katie\) Xu](#), [Dr. Xueying Zhao](#), Prof. Yuwei Jiang

C58. A Romantic Signal: The Impact of Romantic Motive on Consumers' Gift Selections

» [Dr. Xueying Zhao](#), Dr. Dongjin He, Prof. Xinyue Zhou, Prof. Yuwei Jiang

C59. The Role of Sacrifice in Shaping Consumers' Perception of Authenticity and Moral Authority in Brand Activism

» [Dr. Lucia Barros](#), Mrs. Nathalia Mello, Dr. Cristiane Pizzutti, Dr. Paulo Baptista, Dr. Marcos Inácio Severo de Almeida

C60. Congruent Brand Placement and Authenticity

» [Dr. SEVINCGUL \(SEV\) ULU](#), Dr. Mesut Cicek, Dr. Can Uslay

C61. To Punish or To Educate: Liberals and Conservatives Differ in Their Motivations to Discipline Immoral Brand Actions

» [Dr. Mayank Anand](#), Dr. Akshay Rao

C62. Calling it Quits: When Relationship Breakups Induce Feminine Choices for Men and Women

» [Ms. Karan Muns](#), Dr. Blair Kidwell

6pm

Working Paper Theme D: Perception and Engagement in Communication and Decision Making

Valencia Ballroom - Area 4

D63. Busy Bias: Your Busyness Indicates Competence, Mine Does Not

» [Ms. Hui Zhang](#), Dr. Sekar Raju

D64. How effort affects people's affective forecasting of positive events

» [Ms. Yihan WANG](#), Prof. Xianchi Dai

D65. How Beginnings Shape Subsequent Behaviors in Consumption Experiences

» [Mr. Will Wu](#), Dr. Alixandra Barasch



Continued from Friday, 28 February

D66. The Magic of Virtual Influencers: How Different Levels of Virtual Influencers Affect Preferences for Self-Improvement Products

» Prof. Ming-Yi Chen, [Ms. Cian-Xin You](#)

D67. "Why Am I Seeing the Same Ads as My Friends?": The Effects of Disclosing Filtering Methods to Consumers on Social Networking Services

» Dr. Yaeri Kim, [Dr. Yaeun Kim](#)

D68. TV Beats Digital: Fusing Deep Learning and Neurometrics to Evaluate Consumer Engagement

» [Dr. Jin Ho Yun](#), Dr. Elizabeth Beard, Mr. Xiangyu Jiang, Prof. Elizabeth Johnson, Prof. Michael Platt

D69. The Impact of Third-Person Pronouns on Perceived Helpfulness in Online Reviews: Insights from Co-Consumption

» [Ms. Wenkai Song](#), Dr. Promothesh Chatterjee

D70. Can you keep my secret? How anthropomorphism impact consumer information disclosure.

» [Dr. Eunmi Jeon](#), Prof. Jeanette Hauff, Prof. Jonas Nilsson

D71. Wisdom of the Algorithmic Crowd: Encouraging Algorithm Adoption by Leveraging Intuitions of Crowd Wisdom

» [Ms. Jiani Xue](#), Prof. Stefano Puntoni, Prof. Barbara A. Mellers

D72. Beauty and Disclosure: How Avatar Attractiveness Influences Personal Information Sharing in Digital Spaces

» Prof. Jaisang(lay) Kim, [Prof. younjeong Park](#), Dr. Eunmi Jeon

D73. Using Neural Methods for Objective Assessment of Brand Copying and Infringement

» [Mr. Edden Jacoby](#), Dr. Robert D. Torrence, Mr. Devraj Thakkar, Dr. Sam B. Barnett, Prof. Moran Cerf

D74. Going Downward is Faster: The Impact of Progress Bar Movement Direction on Consumer Time Perception

» [Mr. Zhennan Xu](#), Dr. Liang Huang, Prof. Yanping Tu

D75. The Impact of Negative Taste Information on Consumer Responses: An Examination of Heuristic Processing in Online Reviews

» [Dr. Ariana Yu](#), Dr. Ravi Mehta

D76. Leaping from Good to Great on Social Media: Differences Between Best- and Second-Best-Rated Reviews

» [Ms. Moon-Yong Kim](#)

D77. From Words to Emotional Expertise: Measuring and Understanding Emotional Granularity in Online Word-of-Mouth

» [Dr. Ali Faraji-Rad](#), Dr. Ali Tamaddon, Mrs. Atefeh Jebeli

D78. When does technical terminology become beneficial?

» [Ms. Jihee Hwang](#), Mr. Christian Arroyo

D79. Wordy Thumbnails: How Text Presence Influences Viewer Engagement with Online Videos

» [Dr. Mingyue Zhang](#), Dr. Yanfen You

D80. Teaching Fast and Slow: An Examination of Video Speed, Viewer Perceptions, and Digital Engagement

» Dr. Nukhet Taylor, [Mr. Maxwell Poole](#), Dr. Ethan Pancer

D81. The Pitfalls of Personalization: Understanding Consumer Responses to Embarrassing Recommendations

» [Ms. Xinping WEI](#), Prof. Leilei Gao

7:45pm

Courtesy Bus to the Las Vegas Strip (Las Vegas Blvd)
Palms Tower Lobby



Saturday, 1 March

7am **Registration (Grand Foyer)**

7:30am **Coffee, tea, and snacks**
Grand Foyer

8am **Co-Author Lounge**
Madrid

8am **Co-Author Lounge**
Murcia

8:30am **6.1 Creative Approaches to Marketing**
Cataluna

Oh That's Creative, But No Thanks: How Product Transformation in Creative Product Presentations Impact Product Quality Perceptions

» [Dr. Sarah Whitley](#), Dr. Lidan Xu

All's a Muse That Ends Badly: The Impact of Disharmonious Endings on Consumers' Creative Cognition

» [Dr. Yoonho Jin](#), Prof. Iris Hung, [Ms. Xiaoyue Ma](#)

Standards for Scale Development in Marketing: Elevating the Role of Theory

» Dr. John Hulland, [Dr. Kevin Sample](#), Dr. Mark Houston

Triangulating Decision-Making Via Choices, Eye Fixations, and Reaching Trajectories

» [Prof. Geoff Fisher](#)

8:30am **6.2 Effects of Order and Data Categorization in Behavioral and Health Choices**
Grand Ballroom A

Patients' In-group Preference Enlarges when Seeking Healthcare for Mental Illness versus Physical Illness

» [Dr. Phyllis Wang](#), Dr. Zhengyu Shi, Dr. Jinjie Chen, Dr. Qiyuan Wang

"Dark" Magic of Tidying Up: Orderliness Leads to Unfavorable Evaluations

» [Dr. Gunes Biliciler](#), Prof. Raj Raghunathan

The Organized Ask: How Categorizing Data Requests Affects Consumers' Willingness to Disclose Information

» [Mrs. Julia van de Sandt](#), Dr. Elise Ince, Dr. Mathew S. Isaac, Dr. Aaron Brough, Dr. Rajesh Bagchi

The Silver Lining of Categorical Thinking in Consumers' Preference for Options Related to Mental Health

» [Ms. Shuhan Yang](#), Dr. Tito L. H. Grillo, Dr. Jennifer J. Argo

8:30am **6.3 Lay Beliefs and Social Judgments in Luxury Consumption**
Grand Ballroom B

How Lay Beliefs About Bragging Shape Reactions to Luxury Consumption

» [Sujin Park](#), Prof. Aner Sela

Buying Burberry for Your Baby: The Divergent Impact of Luxury Purchases on the Perceived Status and Impressions of Parents

» [Dr. Freeman Wu](#), Dr. Kelley Gullo Wight

Consumer Openness to Beauty in the Ordinary

» [Dr. Beatriz Bonetti](#), Prof. Mario Pandelaere

Uncomfortable Luxury: How Audience Economic Status Drives Avoidance of Status Signaling

» [Mr. Brandon Christensen](#), Dr. Joe Gladstone, Dr. Alixandra Barasch

8:30am **6.4 Language Use in Interaction with AI Agents**
Grand Ballroom C



Continued from **Saturday, 1 March**

How Do Customers Talk with AI Service Agents, and Why Does it Matter?

» [Dr. Shun-Yang Lee](#), Dr. Ann Kronrod, Prof. Amir Grinstein

The Outcomes of AI Agents Using Figurative Language on Customer Experience

» [Dr. Marat Bakpayev](#), Dr. Ann Kronrod

Conversational AI Impacts Information Learning and Memory

» [Dr. Ada Aka](#), Dr. Deniz Lefkeli, Mr. Konstantin Pikal

Chatbots as Allies: Sexual Minorities Are More Likely to Use Chatbots as Friends

» Dr. Pengyuan Wang, [Ms. Jiaqi Cao](#), Dr. Julio Sevilla

8:30am 6.5 Special Session: Socializing With Technology: Conversational and Emotional Dynamics of Voice and New Virtual Agents

Grand Ballroom D

Chaired by: Prof. Julian De Freitas

The Effect of Voice Technology on the Social Desirability of Preferences

» [Dr. Maximilian Gaerth](#), Dr. Shiri Melumad, Dr. Robert Meyer

Your Request is My Command! How Conversational Styles Shape Consumer-AI Experiences

» [Dr. Christian Hildebrand](#), Dr. Donna Hoffman, Dr. Tom Novak

Social Ties and Virtual Influencer's Impact

» [Dr. Luca Cascio Rizzo](#), Prof. Jonah Berger, Dr. Francisco Villarroel

Lessons From an App Update at Replika AI: Identity Discontinuity in Human-AI Relationships

» [Prof. Julian De Freitas](#), Dr. Noah Castelo, Dr. Ahmet Uğuralp, Dr. Zeliha Uğuralp

8:30am 6.6 Special Session: New Insights on the Effect of Strategic Product Labels and Frames on Consumer Decisions

Grand Ballroom E

Chaired by: Prof. Akshina Banerjee

When Stating the Obvious Backfires: Consumers Dislike Products That Advertise Positive but Obvious Attributes

» [Ms. Christine Cho](#), Prof. Ellen Evers

Choosing Oleander Over Zanthoxylum: How Consumer Inferences of Chemicalness from Linguistic Cues in Non-Comprehended Ingredients Influence Product Choice

» Prof. Stephanie Chen, [Prof. Akshina Banerjee](#), Prof. Oleg Urminsky

'Tastes Like Chicken': the Role Of Comparative Appeals In Shaping Consumers' Attitudes Towards Sustainable Food Alternatives

» [Mr. Alberto Barchetti](#), Prof. Noah Van Bergen

"Frequent" Factors: How Usage Frequency Cues Shape Consumers' Perceptions and Product Evaluations

» [Ms. Arina Tveleneva](#), Prof. Chethana Achar, Prof. Nidhi Agrawal

9:45am Morning Refreshment Break

Grand Foyer

10am 7.0 Meet the Editors

Cascade

Journal of Consumer Psychology

» [Dr. Rajesh Bagchi](#), [Dr. David Wooten](#)

Consumer Psychology Review

» [Prof. Itamar Simonson](#)

Journal of Consumer Research

» [Prof. Oleg Urminsky](#), [Dr. Meg Meloy](#)



Continued from **Saturday, 1 March**

Journal of Marketing Research

» [Prof. Karen Winterich](#)

Journal of Marketing

» [Dr. Kelly Haws](#)

Journal of the Association for Consumer Research

» [Dr. Andrew Gershoff](#)

10am

7.1 Gender in the Marketplace

Cataluna

Beyond Binary: Should Companies Add A Gender Neutral Option Or Remove Gender Segmentation?

» [Dr. Yael Zemack-Rugar](#), Dr. David Luna

Women Talk and Share More at High-fertility

» [Dr. SEVINCGUL \(SEV\) ULU](#), Dr. Kristina Durante, Dr. Aekeyoung Kim, Dr. Summer Mengelkoch, Dr. Jonah Berger, Dr. Sarah Hill, Dr. Elizabeth Pillsworth, Dr. Debra Lieberman, Dr. Martie Haselton

It's Benign: Why White Female Consumers Give Higher Ratings to Advertisements with Black Female Models

» [Ms. Megan Trillo](#), Dr. Gavan Fitzsimons, Dr. Sarah Gaither

Women in Control? Glass Ceiling Denial Shapes Consumers' Responses to Sexualized Advertising

» Prof. Gwarlann de Kerviler, Prof. Mario Pandelaere, [Dr. Shilpa Madan](#)

10am

7.2 Goal Pursuit

Grand Ballroom A

Should I Take a Pay Cut for My Partner to Get a Raise? Escalation of Inequality in Relationships

» [Ms. Tong Su](#), Prof. Shoham Choshen-Hillel, Prof. Ayelet Fishbach

Make it Stick: The Role of Alternative Activities in Reducing Smartphone Consumption

» Mr. Quang Duc Pham, Dr. Jeeva Somasundaram, [Dr. Laura Zimmermann](#)

The Straight and Narrow: How Linear Thinking Distorts Consumer Goal Pursuit

» [Dr. Scott Wallace](#)

Computational Mapping of Multiple Goal Systems Using Memory Networks

» [Ms. Courtney Lee](#), Dr. Ada Aka, Prof. Szu-chi Huang

10am

7.3 Emotional Responses to Consumption Experiences

Grand Ballroom B

The Lemonade Effect: Consumers' Positive Reframing of Service Failure

» [Mx. Tyler MacDonald](#), Prof. Anat Keinan

Service failure and consumer anger: Dominance-related compensations help in service recovery

» [Dr. Shruti Koley](#)

Embedding Nostalgia in Consumer Communication to Enhance Acceptance of "Ugly" Produce

» [Dr. Yi Xie](#), Dr. Yanfen You, Dr. Elizabeth Miller, Ms. Huiyun Sima

When Loyal Customers Pay More than New Ones: Mitigating negative reactions to acquisition promotions

» [Mr. Bijit Ghosh](#), Dr. John Pracejus, Dr. Douglas Olsen

10am

7.4 Impact of AI Human Collaboration on Decision Making

Grand Ballroom C

Receptive to AI: How Artificial Intelligence Promotes Openness to Opposing Views

» [Ms. Louise Lu](#), Prof. Zakary Tormala, Prof. Adam Duhachek



Continued from **Saturday, 1 March**

Complementarity neglect: Decision-makers choose non-complementary collaborators with similar mistakes

» Dr. Moritz Joerling, Dr. Ye Li, [Dr. Meng Zhu](#)

I Would Love to See AI-usage in Manufacturing, But Others Won't": Self-Other Bias in Brand Evaluation

» [Prof. Nirajana Mishra](#), Prof. Arani Roy

10am **7.5 Special Session: Beyond One-Size-Fits-All: Dissecting Heterogeneity in Misinformation Dynamics, Consumer Behavior, Reader Engagement and Belief Systems**

Grand Ballroom D

Chaired by: Prof. Akshina Banerjee

Heterogeneity in meta-perceptions of bias and belief quality

» [Prof. Corey Cusimano](#)

Examining individual- and item-level heterogeneity of fact-checker warning label and implied truth effects

» [Mr. Cameron Martel](#), Prof. David Rand

Heterogeneity in Reader Engagement: Analyzing the Impact of Language-Based Constructs Across Multiple News Types

» [Prof. Akshina Banerjee](#), Prof. Oleg Urminsky

Heterogeneity in How Well Hypothetical Nudges Approximate Real Behavior Change

» [Ms. Linnea Gandhi](#), Ms. Anoushka Kaskiyawat, Dr. Colin Camerer, Prof. Duncan Watts

10am **7.6 Special Session: Novel Perspectives on Consumer Interaction with AI**

Grand Ballroom E

Chaired by: Mr. Steve Carney

Knowledge of Artificial Intelligence Predicts Lower AI Receptivity

» [Dr. Stephanie Tully](#), Prof. Chiara Longoni, Dr. Gil Appel

Made With AI: Consumer Engagement with Media Containing AI Disclosures

» [Mr. Steve Carney](#), Mr. Ignacio Riveros, Dr. Stephanie Tully

AI-Induced Indifference: Unfair AI Reduces Prosociality

» [Ms. Raina Zhang](#), Dr. Ellie J. Kyung, Prof. Chiara Longoni, Dr. Luca Cian, Dr. Kellen Mrkva

Discussant: Julian De Freitas

» [Prof. Julian De Freitas](#)

11:15am **Passing Break**

Grand Foyer

11:30am **8.1 Public Policy and the Market**

Cataluna

The Rent is Too Damn High! Preferences for Supply- vs. Demand-Oriented Policy Solutions to Scarcity

» Dr. Franklin Shaddy, [Dr. Linda Hagen](#), Prof. Ryan Hamilton

Wearing Both Hats: Dual Roles as a Signaling Mechanism in Two-Sided Service Platforms

» [Ms. Esther J. Kim](#), Dr. HaeEun Helen Chun, Dr. Sunghan Ryu, Dr. Joonhyuk Yang

How Should I Know? Lack of Confidence Biases Consumers' Stock Market Expectations Downward

» Dr. Alycia Chin, [Dr. Eric VanEpps](#), Dr. Brian Scholl, Mr. Steven Nash

How Registration Timing Differences Impact the Educational Experience of First-Generation Students

» [Mr. Bryce Pyrah](#), Dr. Chelsea Galoni, Prof. Alice Wang



Continued from **Saturday, 1 March**

11:30am **8.2 Consumption and Well-being: Exploring Psychological Aspects and Cultural Influences**

Grand Ballroom A

Mindful Decluttering: Navigating the Path from Reflection to Conscious Consumption

» [Dr. Hsin-Hsuan Meg Lee](#), Prof. Charlotte Gaston-Breton

Culture mixing consumption and well-being: A mixed-methods approach

» [Ms. Qianying Huang](#), Dr. Zhuomin Shi, Ms. Xiangyun Zhang

Inferring Status from Mental Health-Related Consumption

» [Ms. Saetbyeol Kim](#), Prof. Caglar Irmak, Prof. Daniel Zane

Is the Body an Industrial Palace or a Temple of the Holy Spirit? Philosophies of Body Impact Health and Wellness Consumption

» [Mr. Daniel Russman](#), Dr. Bernd Schmitt

11:30am **8.3 Temporal Framing in Decision Making**

Grand Ballroom B

Timing Matters: The Impact of Early Information on Consumer Prosocial Decisions

» [Mr. Archer Yue Pan](#), Ms. Esther J. Kim, Dr. HaeEun Helen Chun, Dr. Dilip Soman

Revealing Your Past vs. Unveiling Your Future: Which Elicits Greater Interest?

» [Mr. David Fang](#), Ms. Yang Huang, Prof. Yu Ding

How Will Today's Marketplace Look Tomorrow? Consumer (Mis)Perceptions of How Products "Age" Over Time

» [Ms. Jiabi Wang](#), Prof. Ed O'Brien

Year versus Length: The Influence of Time Framing on Product Valuation

» [Prof. Deepak Sirwani](#), Prof. Suzanne Shu

11:30am **8.4 Influencer Branding, Expertise Perception, Predictive Accuracy, Language Engagement**

Grand Ballroom C

Building Personal Brand through Heart versus Mind: Generative AI Insights on YouTube Influencer Success

» [Ms. Mengchen Zheng](#), Ms. Wenyan Tuo, Prof. Shuba Srinivasan

Between Confidence and Clarity: Expertise-Driven Variances in Alignable and Non-alignable Comparisons

» [Mr. Samuel Borislow](#), Dr. Daniel Bartels

The Power of Meta-Prediction Accuracy: Leveraging Predictions of Others' Predictions to Enhance Collective and Individual Intelligence

» [Dr. Yunhao Zhang](#), Prof. Eaman Jahani, Prof. Douglas Guilbeault, Prof. Juliana Schroeder

Words that work: Using language to generate hypotheses

» [Mr. Rafael Batista](#), Mr. James Ross

11:30am **8.5 Special Session: How Political Ideology and Politicized Behaviors Influence Consumer Behavior**

Grand Ballroom D

Chaired by: Ms. Isabella Bunosso

The Role of Political Ideology in Self-Disclosure in A Commercial Context

» Dr. Christine Kim, Dr. Nailya Ordabayeva, [Ms. Xialing Chen](#)

Selling the Stars and Stripes: How Political Ideology Shapes Consumer Response to Patriotic Marketing Appeals

» [Mr. Cory Haltman](#), Dr. John Costello



Continued from **Saturday, 1 March**

Caught in the Crossfire: How Social Judgment Concerns Deter Consumers from Politically Active Brands

» [Ms. Isabella Bunosso](#), Dr. Grant Donnelly

Citation Penalties Following Sexual versus Scientific Misconduct Allegations

» [Dr. Giulia Maimone](#), Dr. Gil Appel, Dr. Craig McKenzie, Dr. Ayelet Gneezy

11:30am 8.6 Special Session: How Modalities Shape Consumer Behavior

Grand Ballroom E

Chaired by: Dr. Luca Cascio Rizzo and Prof. Jonah Berger

Speaking, Writing, and Expression of Certainty

» [Dr. Luca Cascio Rizzo](#), Prof. Jonah Berger, Prof. Matthew D. Rocklage

Spoken Conversation Facilitates Constructive Disagreement

» Prof. Burint Bevis, [Prof. Juliana Schroeder](#), Prof. Michael Yeomans

Modality Affects Intertemporal Choice: Hearing (vs. Reading) Alternatives Increases Impulsivity

» Prof. Shwetha Mariadassou, [Prof. Christopher Bechler](#), Prof. Jonathan Levav

Seeing Is Not Believing: When Audio News Seems More Credible Than Written News

» [Dr. Yongkun Liu](#), Prof. Kurt Munz, Prof. Chiara Longoni

11:30am JCP AE Meeting

Andalucia

12:45pm Awards Lunch

Marquis Ballroom

2:15pm Passing Break

Grand Foyer

2:30pm Plenary Session: Amplifying our Impact to Enhance Consumers' Lives

Cascade

A conversation moderated by Cait Lamberton

» [Prof. Jennifer Aaker](#), [Prof. Vanessa Patrick](#), [Prof. Michael Norton](#), [Prof. Peter McGraw](#), [Prof. Cait Lamberton](#)

3:45pm Afternoon Refreshment Break

Grand Foyer

4pm 9.1 Beliefs and Meaning

Cataluna

Hyper-realism and discernible realism: a novel construct for understanding misinformation susceptibility and sociopolitical attitudes

» [Prof. Randy Stein](#), Mr. Luis Jarrin Rueda, Ms. Caroline Meyersohn, Prof. Alexander Swan, Dr. Seth Ketron

The Morality of Meaning in the Marketplace

» [Mr. Jeremy Lee](#), Dr. Nicole Mead, Dr. Lawrence Williams

Do Consumers Like Political In-group Members Who Display Their Party's Merchandise?

» [Ms. Xin Zhou](#), Dr. Monika Lisjak, Dr. Neeru Paharia

Searching for the Tree and Missing the Forest: The Narrow Search Effect and How Broadening Search Promotes Belief Updating

» [Dr. Eugina Leung](#), Prof. Oleg Urminsky

4pm 9.2 Sensory and Health Effects

Grand Ballroom A



Continued from **Saturday, 1 March**

The Impact of Uncomfortable Cold Temperature on Green Consumption: The Mediating Role of Perceived Resource Scarcity

» [Dr. Qi Cao](#), Prof. Xiang Fang, Prof. Yuechen Wu, Dr. Junzhou Zhang, Prof. Xiaoyu Wang

From Aversion to Attraction: The Impact of Bitterness on Health Perception and Product Choice

» [Dr. Iman Paul](#), Dr. Shirley Chen, Dr. Beth Vallen

The Smartphone Intuition: How Smartphone Use Decreases Decision-Making Confidence

» [Ms. Vincentia Yuen](#), Dr. Claudia Townsend, Dr. Michael Tsiros

Not All Calories Are Equal: Understanding the Nutrition Facts Label by Intelligible Units

» [Dr. Nuoya Chen](#), [Dr. Huixin Deng](#), [Dr. Jinfeng \(Jenny\) Jiao](#), [Prof. Xiucheng Fan](#)

4pm

9.3 Product Assortment and Package Design

Grand Ballroom B

Less Is More (Safe): How Disease Cues Influence Assortment Size Preferences

» [Dr. Felipe M. Affonso](#)

Single Farm-to-Table: Preference for Products with a Single Source of Origin

» [Mrs. Sally Shin](#), Dr. Alexander Fulmer

All that Glitters Isn't Gold: The Effect of Creative Product Packaging on Consumer Preferences

» Dr. Burcak Bas, [Ms. Elena Bocchi](#), Prof. Zachary Estes

The Fun and Function of Rotational Variety

» [Ms. Soo Yon Ryu](#), Prof. Gia Nardini, Prof. Richard J. Lutz

4pm

9.4 AI & Online Shopping

Grand Ballroom C

Inconsistent Behavior Causes Consumers to Credit AI With Cognition

» Mr. Nathaniel Posner, [Mr. Eric Park](#), Dr. Bernd Schmitt

AI Companions Reduce Loneliness

» [Prof. Julian De Freitas](#), Mr. Ahmet K. Uğuralp, Mrs. Zeliha O. Uğuralp, Prof. Stefano Puntoni

Better to Converge Low than Diverge High: When Higher Review Ratings Backfire

» [Prof. Junha Kim](#), Prof. Joowon Park, Prof. Joseph Goodman

Cart Composition Influences Online Cart Abandonment

» [Prof. Liat Hadar](#), Prof. Yael Steinhart, Dr. Gil Appel, Prof. Yaniv Shani

4pm

9.0 Award Session - Distinguished Scientific Contribution (Maura Scott and Zak Tormala) and Early Career Award Winner Presentations (To Be Announced)

Grand Ballroom D

4pm

9.6 Special Session: From Materials to Messaging: Consumer Response to Sustainability Signals and Pledges

Grand Ballroom E

Chaired by: Ms. Isabella Bunosso

The Material Diversity Paradox

» [Mr. Andde Indaburu](#), Dr. Remi Trudel, Dr. Daniella Kupor

The Price-Sustainability Heuristic

» [Mr. Abdullah Althenayyan](#), Dr. Silvia Bellezza, Dr. Neeru Paharia

Green Goals, Broken Promises: How Transparency About Company Sustainability Pledges Shapes Consumer Interest

» [Ms. Isabella Bunosso](#), Dr. Grant Donnelly



Continued from **Saturday, 1 March**

Consumers Prefer Social (Versus Environmental) Sustainability

» Ms. Hannah Smith, Dr. Lisa Bolton, Prof. Karen Winterich

5:15pm **JCP ERB Meeting**
Grand Ballroom E

6:15pm **Shuttle Buses for Saturday Night Gala**
Palms Tower Lobby

7pm **Saturday Night Gala**
Madame Tussauds