

Francesca Gino

List of Publications by Year in descending order

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Version: 2024-02-01

148
papers

15,950
citations

15880

67
h-index

22488

117
g-index

151
all docs

151
docs citations

151
times ranked

10715
citing authors

#	ARTICLE	IF	CITATIONS
1	When alterations are violations: Moral outrage and punishment in response to (even minor) alterations to rituals.. Journal of Personality and Social Psychology, 2022, 123, 123-153.	2.6	6
2	Different Roots, Different Fruits: Gender-Based Differences in Cultural Narratives About Perceived Discrimination Produce Divergent Psychological Consequences. Academy of Management Journal, 2022, 65, 1804-1834.	4.3	5
3	I Own, So I Help Out: How Psychological Ownership Increases Prosocial Behavior. Journal of Consumer Research, 2021, 47, 698-715.	3.5	47
4	Between Home and Work: Commuting as an Opportunity for Role Transitions. Organization Science, 2021, 32, 64-85.	3.0	40
5	The Deception Spiral: Corporate Obfuscation Leads to Perceptions of Immorality and Cheating Behavior. Journal of Language and Social Psychology, 2021, 40, 277-296.	1.2	8
6	“Many others are doing it, so why shouldn't I?” How being in larger competitions leads to more cheating. Organizational Behavior and Human Decision Processes, 2021, 164, 102-115.	1.4	8
7	Work group rituals enhance the meaning of work. Organizational Behavior and Human Decision Processes, 2021, 165, 197-212.	1.4	12
8	How trust and distrust shape perception and memory.. Journal of Personality and Social Psychology, 2021, 121, 43-58.	2.6	5
9	Navigating Interpersonal Workplace Communication Challenges: An Interaction-Focused Perspective. Proceedings - Academy of Management, 2021, 2021, 11484.	0.0	0
10	Cheating, inequality aversion, and appealing to social norms. Journal of Economic Behavior and Organization, 2020, 179, 767-776.	1.0	0
11	Conversational receptiveness: Improving engagement with opposing views. Organizational Behavior and Human Decision Processes, 2020, 160, 131-148.	1.4	53
12	In Generous Offers I Trust: The Effect of First-Offer Value on Economically Vulnerable Behaviors. Psychological Science, 2020, 31, 644-653.	1.8	7
13	Air Pollution, State Anxiety, and Unethical Behavior: A Meta-Analytic Review. Psychological Science, 2020, 31, 748-755.	1.8	17
14	To be or not to be your authentic self? Catering to others' preferences hinders performance. Organizational Behavior and Human Decision Processes, 2020, 158, 83-100.	1.4	27
15	Feeling authentic serves as a buffer against rejection. Organizational Behavior and Human Decision Processes, 2020, 160, 36-50.	1.4	13
16	Signing at the beginning versus at the end does not decrease dishonesty. Proceedings of the National Academy of Sciences of the United States of America, 2020, 117, 7103-7107.	3.3	47
17	Why connect? Moral consequences of networking with a promotion or prevention focus.. Journal of Personality and Social Psychology, 2020, 119, 1221-1238.	2.6	14
18	Tell it like it is: When politically incorrect language promotes authenticity.. Journal of Personality and Social Psychology, 2020, 119, 75-103.	2.6	29

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19	Task Selection and Workload: A Focus on Completing Easy Tasks Hurts Performance. <i>Management Science</i> , 2020, 66, 4397-4416.	2.4	34
20	Divergent Psychological Consequences of Gender Discrimination in the Workplace Among Women and Men. <i>Proceedings - Academy of Management</i> , 2020, 2020, 14772.	0.0	1
21	It's Personal: Advancing Advice Research with an Interpersonal Lens. <i>Proceedings - Academy of Management</i> , 2020, 2020, 13670.	0.0	0
22	The self-presentational consequences of upholding one's stance in spite of the evidence. <i>Organizational Behavior and Human Decision Processes</i> , 2019, 154, 1-14.	1.4	8
23	Communicating with Warmth in Distributive Negotiations Is Surprisingly Counterproductive. <i>Management Science</i> , 2019, 65, 5813-5837.	2.4	32
24	The Ethical Perils of Personal, Communal Relations: A Language Perspective. <i>Psychological Science</i> , 2019, 30, 1745-1766.	1.8	13
25	Effect of Different Financial Incentive Structures on Promoting Physical Activity Among Adults. <i>JAMA Network Open</i> , 2019, 2, e199863.	2.8	18
26	A counterfeit competence: After threat, cheating boosts one's self-image. <i>Journal of Experimental Social Psychology</i> , 2019, 82, 253-265.	1.3	11
27	Seeker beware: The interpersonal costs of ignoring advice. <i>Organizational Behavior and Human Decision Processes</i> , 2019, 150, 83-100.	1.4	33
28	Handshaking promotes deal-making by signaling cooperative intent.. <i>Journal of Personality and Social Psychology</i> , 2019, 116, 743-768.	2.6	32
29	It helps to ask: The cumulative benefits of asking follow-up questions.. <i>Journal of Personality and Social Psychology</i> , 2019, 117, 1139-1144.	2.6	11
30	The interpersonal costs of dishonesty: How dishonest behavior reduces individuals' ability to read others' emotions.. <i>Journal of Experimental Psychology: General</i> , 2019, 148, 1557-1574.	1.5	16
31	Religious shoppers spend less money. <i>Journal of Experimental Social Psychology</i> , 2018, 78, 116-124.	1.3	23
32	Brand (in)fidelity: When Flirting with the Competition Strengthens Brand Relationships. <i>Journal of Consumer Psychology</i> , 2018, 28, 5-22.	3.2	10
33	Polluted Morality: Air Pollution Predicts Criminal Activity and Unethical Behavior. <i>Psychological Science</i> , 2018, 29, 340-355.	1.8	163
34	Advice Giving: A Subtle Pathway to Power. <i>Personality and Social Psychology Bulletin</i> , 2018, 44, 746-761.	1.9	39
35	Factors Influencing Team Behaviors in Surgery: A Qualitative Study to Inform Teamwork Interventions. <i>Annals of Thoracic Surgery</i> , 2018, 106, 115-120.	0.7	36
36	Does "Could" Lead to Good? On the Road to Moral Insight. <i>Academy of Management Journal</i> , 2018, 61, 857-895.	4.3	28

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37	Compromised Ethics in Hiring Processes? How Referrers' Power Affects Employees' Reactions to Referral Practices. <i>Academy of Management Journal</i> , 2018, 61, 615-636.	4.3	12
38	Maintaining Beliefs in the Face of Negative News: The Moderating Role of Experience. <i>Management Science</i> , 2018, 64, 804-824.	2.4	56
39	Budging beliefs, nudging behaviour. <i>Mind and Society</i> , 2018, 17, 15-26.	0.9	40
40	Enacting rituals to improve self-control. <i>Journal of Personality and Social Psychology</i> , 2018, 114, 851-876.	2.6	50
41	Humblebragging: A distinct and ineffective self-presentation strategy. <i>Journal of Personality and Social Psychology</i> , 2018, 114, 52-74.	2.6	97
42	Creativity in unethical behavior attenuates condemnation and breeds social contagion when transgressions seem to create little harm. <i>Organizational Behavior and Human Decision Processes</i> , 2017, 139, 106-126.	1.4	18
43	Effective Leadership of Surgical Teams: A Mixed Methods Study of Surgeon Behaviors and Functions. <i>Annals of Thoracic Surgery</i> , 2017, 104, 530-537.	0.7	34
44	When Novel Rituals Lead to Intergroup Bias: Evidence From Economic Games and Neurophysiology. <i>Psychological Science</i> , 2017, 28, 733-750.	1.8	23
45	It doesn't hurt to ask: Question-asking increases liking. <i>Journal of Personality and Social Psychology</i> , 2017, 113, 430-452.	2.6	113
46	The dark side of going abroad: How broad foreign experiences increase immoral behavior. <i>Journal of Personality and Social Psychology</i> , 2017, 112, 1-16.	2.6	71
47	Artful paltering: The risks and rewards of using truthful statements to mislead others. <i>Journal of Personality and Social Psychology</i> , 2017, 112, 456-473.	2.6	81
48	Be Careless with That! Availability of Product Upgrades Increases Cavalier Behavior toward Possessions. <i>Journal of Marketing Research</i> , 2017, 54, 768-784.	3.0	37
49	Is the moral domain unique? A social influence perspective for the study of moral cognition. <i>Social and Personality Psychology Compass</i> , 2017, 11, e12327.	2.0	0
50	The energizing nature of work engagement: Toward a new need-based theory of work motivation. <i>Research in Organizational Behavior</i> , 2017, 37, 1-18.	0.9	48
51	The Surprising Effectiveness of Hostile Mediators. <i>Management Science</i> , 2017, 63, 1972-1992.	2.4	7
52	Leaders as decision architects. <i>IEEE Engineering Management Review</i> , 2016, 44, 104-111.	1.0	8
53	How moral flexibility constrains our moral compass. , 2016, , 75-97.		4
54	Memories of unethical actions become obfuscated over time. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2016, 113, 6166-6171.	3.3	138

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55	Family Rituals Improve the Holidays. <i>Journal of the Association for Consumer Research</i> , 2016, 1, 509-526.	1.0	15
56	Motivated Bayesians: Feeling Moral While Acting Egoistically. <i>Journal of Economic Perspectives</i> , 2016, 30, 189-212.	2.7	151
57	Overcoming the outcome bias: Making intentions matter. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 137, 13-26.	1.4	35
58	Don't stop believing: Rituals improve performance by decreasing anxiety. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 137, 71-85.	1.4	98
59	Cognitive fatigue influences students' performance on standardized tests. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2016, 113, 2621-2624.	3.3	110
60	Blind loyalty? When group loyalty makes us see evil or engage in it. <i>Organizational Behavior and Human Decision Processes</i> , 2016, 132, 16-36.	1.4	79
61	How Referrers' Power Affect Employees' Reactions To Referral Practices. <i>Proceedings - Academy of Management</i> , 2016, 2016, 11285.	0.0	0
62	Hormones and ethics: Understanding the biological basis of unethical conduct.. <i>Journal of Experimental Psychology: General</i> , 2015, 144, 891-897.	1.5	37
63	The slow decay and quick revival of self-deception. <i>Frontiers in Psychology</i> , 2015, 6, 1075.	1.1	20
64	Envy and Interpersonal Corruption: Social Comparison Processes and Unethical Behavior in Organizations. <i>SSRN Electronic Journal</i> , 2015, , .	0.4	2
65	Approach, Ability, Aftermath: A Psychological Process Framework of Unethical Behavior at Work. <i>Academy of Management Annals</i> , 2015, 9, 235-289.	5.8	79
66	Three Principles to REVISE People's Unethical Behavior. <i>Perspectives on Psychological Science</i> , 2015, 10, 738-741.	5.2	107
67	Smart People Ask for (My) Advice: Seeking Advice Boosts Perceptions of Competence. <i>Management Science</i> , 2015, 61, 1421-1435.	2.4	146
68	Approach, Ability, Aftermath: A Psychological Process Framework of Unethical Behavior at Work. <i>Academy of Management Annals</i> , 2015, 9, 235-289.	5.8	57
69	Understanding ordinary unethical behavior: why people who value morality act immorally. <i>Current Opinion in Behavioral Sciences</i> , 2015, 3, 107-111.	2.0	90
70	The highest form of intelligence: Sarcasm increases creativity for both expressers and recipients. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 131, 162-177.	1.4	86
71	Self-Serving Justifications. <i>Current Directions in Psychological Science</i> , 2015, 24, 125-130.	2.8	346
72	Ethical blind spots: explaining unintentional unethical behavior. <i>Current Opinion in Psychology</i> , 2015, 6, 77-81.	2.5	88

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73	Dirty deeds unwanted: the use of biased memory processes in the context of ethics. <i>Current Opinion in Psychology</i> , 2015, 6, 82-86.	2.5	12
74	Compared to men, women view professional advancement as equally attainable, but less desirable. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2015, 112, 12354-12359.	3.3	109
75	When doing good is bad in gift giving: Mis-predicting appreciation of socially responsible gifts. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 131, 178-189.	1.4	35
76	Poker-faced morality: Concealing emotions leads to utilitarian decision making. <i>Organizational Behavior and Human Decision Processes</i> , 2015, 126, 49-64.	1.4	45
77	Prosocial norms in the classroom: The role of self-regulation in following norms of giving. <i>Journal of Economic Behavior and Organization</i> , 2015, 115, 18-29.	1.0	74
78	Morality Rebooted: Exploring Simple Fixes to Our Moral Bugs. <i>SSRN Electronic Journal</i> , 2014, , .	0.4	2
79	The Contaminating Effects of Building Instrumental Ties: How Networking Can Make Us Feel Dirty. <i>SSRN Electronic Journal</i> , 2014, , .	0.4	3
80	Rituals alleviate grieving for loved ones, lovers, and lotteries.. <i>Journal of Experimental Psychology: General</i> , 2014, 143, 266-272.	1.5	132
81	The burden of guilt: Heavy backpacks, light snacks, and enhanced morality.. <i>Journal of Experimental Psychology: General</i> , 2014, 143, 414-424.	1.5	45
82	Guilt enhances the sense of control and drives risky judgments.. <i>Journal of Experimental Psychology: General</i> , 2014, 143, 2103-2110.	1.5	23
83	Morality rebooted: Exploring simple fixes to our moral bugs. <i>Research in Organizational Behavior</i> , 2014, 34, 63-79.	0.9	37
84	The Contaminating Effects of Building Instrumental Ties. <i>Administrative Science Quarterly</i> , 2014, 59, 705-735.	4.8	174
85	The Red Sneakers Effect: Inferring Status and Competence from Signals of Nonconformity. <i>Journal of Consumer Research</i> , 2014, 41, 35-54.	3.5	219
86	Time, Money, and Morality. <i>Psychological Science</i> , 2014, 25, 414-421.	1.8	141
87	A "Present" for the Future. <i>Psychological Science</i> , 2014, 25, 1851-1860.	1.8	32
88	Children develop a veil of fairness.. <i>Journal of Experimental Psychology: General</i> , 2014, 143, 363-375.	1.5	157
89	Rainmakers: Why bad weather means good productivity.. <i>Journal of Applied Psychology</i> , 2014, 99, 504-513.	4.2	63
90	"I'll have one of each": How separating rewards into (meaningless) categories increases motivation.. <i>Journal of Personality and Social Psychology</i> , 2013, 104, 1-13.	2.6	11

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91	Self-serving altruism? The lure of unethical actions that benefit others. <i>Journal of Economic Behavior and Organization</i> , 2013, 93, 285-292.	1.0	263
92	The cheater's high: The unexpected affective benefits of unethical behavior.. <i>Journal of Personality and Social Psychology</i> , 2013, 105, 531-548.	2.6	134
93	Ethically adrift: How others pull our moral compass from true North, and how we can fix it. <i>Research in Organizational Behavior</i> , 2013, 33, 53-77.	0.9	196
94	Learning from My Success and from Others' Failure: Evidence from Minimally Invasive Cardiac Surgery. <i>Management Science</i> , 2013, 59, 2435-2449.	2.4	182
95	License to Cheat: Voluntary Regulation and Ethical Behavior. <i>Management Science</i> , 2013, 59, 2187-2203.	2.4	66
96	Breaking Them in or Eliciting Their Best? Reframing Socialization around Newcomers' Authentic Self-expression. <i>Administrative Science Quarterly</i> , 2013, 58, 1-36.	4.8	281
97	When Power Makes Others Speechless: The Negative Impact of Leader Power on Team Performance. <i>Academy of Management Journal</i> , 2013, 56, 1465-1486.	4.3	156
98	Inflated Applicants: Attribution Errors in Performance Evaluation by Professionals. <i>PLoS ONE</i> , 2013, 8, e69258.	1.1	22
99	The Power of Sharing Opinions: The Mutually Reinforcing Effects of Power and Advice Giving. <i>Proceedings - Academy of Management</i> , 2013, 2013, 14844.	0.0	1
100	Anxiety, advice, and the ability to discern: Feeling anxious motivates individuals to seek and use advice.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 497-512.	2.6	199
101	Memory lane and morality: How childhood memories promote prosocial behavior.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 743-758.	2.6	50
102	Dynamically Integrating Knowledge in Teams: Transforming Resources into Performance. <i>Academy of Management Journal</i> , 2012, 55, 998-1022.	4.3	261
103	The pot calling the kettle black: Distancing response to ethical dissonance.. <i>Journal of Experimental Psychology: General</i> , 2012, 141, 757-773.	1.5	119
104	Specialization and Variety in Repetitive Tasks: Evidence from a Japanese Bank. <i>Management Science</i> , 2012, 58, 1141-1159.	2.4	240
105	The dark side of creativity: Original thinkers can be more dishonest.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 445-459.	2.6	519
106	Behavioral Ethics: Toward a Deeper Understanding of Moral Judgment and Dishonesty. <i>Annual Review of Law and Social Science</i> , 2012, 8, 85-104.	0.8	222
107	Signing at the beginning makes ethics salient and decreases dishonest self-reports in comparison to signing at the end. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2012, 109, 15197-15200.	3.3	290
108	Vicarious dishonesty: When psychological closeness creates distance from one's moral compass. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 119, 15-26.	1.4	236

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109	The psychological costs of pay-for-performance: Implications for the strategic compensation of employees. <i>Strategic Management Journal</i> , 2012, 33, 1194-1214.	4.7	192
110	Sweeping dishonesty under the rug: How unethical actions lead to forgetting of moral rules.. <i>Journal of Personality and Social Psychology</i> , 2012, 102, 1164-1177.	2.6	108
111	Power, competitiveness, and advice taking: Why the powerful don't listen. <i>Organizational Behavior and Human Decision Processes</i> , 2012, 117, 53-65.	1.4	187
112	Give them what they want: The benefits of explicitness in gift exchange. <i>Journal of Experimental Social Psychology</i> , 2011, 47, 915-922.	1.3	95
113	Reversing the Extraverted Leadership Advantage: The Role of Employee Proactivity. <i>Academy of Management Journal</i> , 2011, 54, 528-550.	4.3	358
114	Keeping the illusion of control under control: Ceilings, floors, and imperfect calibration. <i>Organizational Behavior and Human Decision Processes</i> , 2011, 114, 104-114.	1.4	43
115	Bringing ethics into focus: How regulatory focus and risk preferences influence (Un)ethical behavior. <i>Organizational Behavior and Human Decision Processes</i> , 2011, 115, 145-156.	1.4	195
116	Unable to resist temptation: How self-control depletion promotes unethical behavior. <i>Organizational Behavior and Human Decision Processes</i> , 2011, 115, 191-203.	1.4	600
117	Paradoxical frames and creative sparks: Enhancing individual creativity through conflict and integration. <i>Organizational Behavior and Human Decision Processes</i> , 2011, 116, 229-240.	1.4	304
118	Blind ethics: Closing one's eyes polarizes moral judgments and discourages dishonest behavior. <i>Cognition</i> , 2011, 118, 280-285.	1.1	70
119	Joint Evaluation as a Real-World Tool for Managing Emotional Assessments of Morality. <i>Emotion Review</i> , 2011, 3, 290-292.	2.1	35
120	Dishonest Deed, Clear Conscience: When Cheating Leads to Moral Disengagement and Motivated Forgetting. <i>Personality and Social Psychology Bulletin</i> , 2011, 37, 330-349.	1.9	429
121	Temporal view of the costs and benefits of self-deception. <i>Proceedings of the National Academy of Sciences of the United States of America</i> , 2011, 108, 15655-15659.	3.3	90
122	The Pursuit of Power Corrupts. <i>Administrative Science Quarterly</i> , 2011, 56, 559-592.	4.8	74
123	Why leaders don't learn from success. <i>Harvard Business Review</i> , 2011, 89, 68-74, 137.	3.1	2
124	Robin Hood Under the Hood: Wealth-Based Discrimination in Illicit Customer Help. <i>Organization Science</i> , 2010, 21, 1176-1194.	3.0	142
125	Lying to Level the Playing Field: Why People May Dishonestly Help or Hurt Others to Create Equity. <i>Journal of Business Ethics</i> , 2010, 95, 89-103.	3.7	116
126	Nameless+harmless=blameless: When seemingly irrelevant factors influence judgment of (un)ethical behavior. <i>Organizational Behavior and Human Decision Processes</i> , 2010, 111, 93-101.	1.4	149

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127	First, get your feet wet: The effects of learning from direct and indirect experience on team creativity. <i>Organizational Behavior and Human Decision Processes</i> , 2010, 111, 102-115.	1.4	246
128	Correspondence Bias in Performance Evaluation: Why Grade Inflation Works. <i>Personality and Social Psychology Bulletin</i> , 2010, 36, 843-852.	1.9	36
129	The Counterfeit Self. <i>Psychological Science</i> , 2010, 21, 712-720.	1.8	222
130	A little thanks goes a long way: Explaining why gratitude expressions motivate prosocial behavior.. <i>Journal of Personality and Social Psychology</i> , 2010, 98, 946-955.	2.6	568
131	Good Lamps Are the Best Police. <i>Psychological Science</i> , 2010, 21, 311-314.	1.8	284
132	The hidden advantages of quiet bosses. <i>Harvard Business Review</i> , 2010, 88, 28.	3.1	28
133	The impact of information from similar or different advisors on judgment. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 108, 287-302.	1.4	78
134	The abundance effect: Unethical behavior in the presence of wealth. <i>Organizational Behavior and Human Decision Processes</i> , 2009, 109, 142-155.	1.4	269
135	Too tired to tell the truth: Self-control resource depletion and dishonesty. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 594-597.	1.3	507
136	When misconduct goes unnoticed: The acceptability of gradual erosion in others' unethical behavior. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 708-719.	1.3	194
137	Contagion or restitution? When bad apples can motivate ethical behavior. <i>Journal of Experimental Social Psychology</i> , 2009, 45, 1299-1302.	1.3	94
138	Contagion and Differentiation in Unethical Behavior. <i>Psychological Science</i> , 2009, 20, 393-398.	1.8	746
139	Dishonesty in the Name of Equity. <i>Psychological Science</i> , 2009, 20, 1153-1160.	1.8	267
140	Why Negotiators Should Reveal Their Deadlines: Disclosing Weaknesses Can Make You Stronger. <i>Negotiation and Conflict Management Research</i> , 2008, 1, 77-96.	1.0	14
141	Using Final Deadlines Strategically in Negotiation. <i>Negotiation and Conflict Management Research</i> , 2008, 1, 371-388.	1.0	30
142	Do we listen to advice just because we paid for it? The impact of advice cost on its use. <i>Organizational Behavior and Human Decision Processes</i> , 2008, 107, 234-245.	1.4	134
143	Toward a Theory of Behavioral Operations. <i>Manufacturing and Service Operations Management</i> , 2008, 10, 676-691.	2.3	417
144	Blinded by anger or feeling the love: How emotions influence advice taking.. <i>Journal of Applied Psychology</i> , 2008, 93, 1165-1173.	4.2	157

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145	Effects of task difficulty on use of advice. <i>Journal of Behavioral Decision Making</i> , 2007, 20, 21-35.	1.0	181
146	The Cheater's High: The Unexpected Affective Benefits of Unethical Behavior. <i>SSRN Electronic Journal</i> , 0, , .	0.4	4
147	Dangerous Expectations: Breaking Rules to Resolve Cognitive Dissonance. <i>SSRN Electronic Journal</i> , 0, , .	0.4	3
148	Income inequality and consumer preference for private labels versus national brands. <i>Journal of the Academy of Marketing Science</i> , 0, , .	7.2	0