

JOURNAL OF MARKETING RESEARCH

2013 William F. O'Dell Award	2013	William	F.	O'Dell	Award
------------------------------	------	---------	----	--------	-------

2013 Paul E. Green Award

Listening In on Social Media: A Joint Model of Sentiment and Venue Format Choice

David A. Schweidel and Wendy W. Moe 387

Modeling Customer Opt-In and Opt-Out in a Permission-Based Marketing Context

V. Kumar, Xi (Alan) Zhang, and Anita Luo 403

Forceful Phantom Firsts: Framing Experiences as Firsts Amplifies Their Influence on Judgment Robyn A. LeBoeuf, Elanor F. Williams, and Lyle A. Brenner

ner 420

iii

iv

The Motivating Role of Dissociative Out-Groups in Encouraging Positive Consumer Behaviors Katherine White, Bonnie Simpson, and Jennifer J. Argo

20 433

A Joint Examination of Quality Choice and Satisfaction: The Impact of Circumstantial Variables

Wei Zhang and Ajay Kalra

alra 448

Mining Marketing Meaning from Chatter: Strategic Brand Analysis of Big Data Using Latent Dirichlet Allocation

Seshadri Tirunillai and Gerard Tellis 463

Consumer Click Behavior at a Search Engine: The Role of Keyword Popularity

Kinshuk Jerath, Liye Ma, and Young-Hoon Park 480

The Limits of Attraction

Shane Frederick, Leonard Lee, and Ernest Baskin 487

More Evidence Challenging the Robustness and Usefulness of the Attraction Effect

Sybil Yang and Michael Lynn 508

Vices and Virtues of Misguided Replications: The Case of Asymmetric Dominance

Itamar Simonson 514

520

Let's Be Honest About the Attraction Effect Joel Huber, John W. Payne, and Christopher P. Puto

