Accepted Manuscript

The Effects of the Online and Offline Purchase Environment on Consumer Choice of Familiar and Unfamiliar Brands

Yvonne K. Saini, John G. Lynch Jr.

PII: S0167-8116(16)30037-4

DOI: doi: 10.1016/j.ijresmar.2016.02.003

Reference: IJRM 1155

To appear in: International Journal of Research in Marketing

Received date: 11 September 2015



Please cite this article as: Saini, Y.K. & Lynch, J.G. Jr., The Effects of the Online and Offline Purchase Environment on Consumer Choice of Familiar and Unfamiliar Brands, *International Journal of Research in Marketing* (2016), doi: 10.1016/j.ijresmar.2016.02.003

This is a PDF file of an unedited manuscript that has been accepted for publication. As a service to our customers we are providing this early version of the manuscript. The manuscript will undergo copyediting, typesetting, and review of the resulting proof before it is published in its final form. Please note that during the production process errors may be discovered which could affect the content, and all legal disclaimers that apply to the journal pertain.

ACCEPTED MANUSCRIPT

The Effects of the Online and Offline Purchase Environment

on Consumer Choice of Familiar and Unfamiliar Brands

Yvonne K. Saini	
John G. Lynch Jr.	
ARTICLE INFO	
Article history:	
First received on September 11, 2015 and was under review for 1 month.	
Replication Editor: Joel C. Huber	

Yvonne Kabeya Saini is Lecturer at the Wits School of Business, University of Witsatersrand, Johannesburg, South Africa, email yvonne.saini@wits.ac.za. John G. Lynch Jr. is the Ted Anderson Professor of Free Enterprise, Leeds School of Business, University of Colorado-Boulder, Boulder CO 80309, email john.g.lynch@colorado.edu. This work is based on the first author's dissertation at the Wits Business School, completed under the direction of the second author. The authors thank Joe Alba and Kevin Keller for serving as external readers on the thesis and Donnie Lichtenstein for comments on a prior draft of this paper. They thank Joe Harvey for research assistance with Study 3.

Download English Version:

https://daneshyari.com/en/article/5033705

Download Persian Version:

https://daneshyari.com/article/5033705

<u>Daneshyari.com</u>