**IDEA 3**

**Method**

This research was conducted in order to find out to what extend people’s relative rank affects their brand loyalty and to what extend this effect depends on their need for uniqueness. It is expected that the need for uniqueness is negatively related to people’s perceived relative rank.

Need for uniqueness

Brand loyalty

People’s perceived relative rank (manipulated by message)

The data collection has been done with a survey via Prolific. The survey had 400 respondents who were all UK resident, fluent in English. The respondents got paid the (from prolific) suggested wage of 0.15 pounds per minute, their answers were anonymous and their participation was completely voluntarily. The survey took approximately 3 minutes. First, the participants were asked which product (choice between coffee, cola and tea) they buy the most frequently. Second, they were asked which brand they buy the most of that product. Third, to determine whether the participants think they are above or below average, they are then asked to indicate how often they buy the brand they had mentioned in the earlier question compared to other people who buy that brand, where 0 = “I’m at the very bottom”, 50 = “I’m exactly average”, and 100 = “I’m at the very top”. After this question half of the participants receive a message which shows them the following message: “Our research finds that people typically underestimate this: Their actual position is on average some 20 points higher. So someone who thought they are somewhere at the bottom 35%, are actually in 55th percentile. Someone who thinks they are in the top 40%, are actually likely in the top 20%”. The goal of this message is manipulating people’s perceived relative rank such that they think their relative rank is higher than they did before. Fourth, the participants are asked how loyal they feel to the before named brand and if they are likely to switch brands in the near future. Lastly, to determine whether a respondent has a high or low need for uniqueness, the participants are asked to answer statements that would indicate need for uniqueness. They can indicate to what extend they agree or disagree with a statement on a 7-point likert-scale (where -3 = “Strongly disagree”, 0 = “Neutral” and 3 = “strongly agree”). The questions allow us to compare the loyalty and likelihood to switch of the group who has received the information that people typically underestimate themselves, to the group that didn’t receive this information. Also the gender and age of the participants were collected with the survey which allows us to also make distinctions between gender and age in more advanced conceptual models.

The questions allow us to test the effect of people’s perceived relative rank on brand loyalty, and to test whether the need for uniqueness influences the relationship between People’s perceived rank and brand loyalty. Furthermore, we distinguish two groups (treatment group and control) to test whether the manipulation affects brand loyalty.

**Results**