Master's Thesis Seminar

Kristina Wittkowski

Assistant Prof., Marketing Master's Program Director



Topic Suggestions

Henri Weijo



Henri Weijo

- Assistant professor in marketing (2017-)
- Mostly qualitative methods (interviews, ethnography, netnography...)
- Consumer culture researcher: consumption collectives, creativity, value and value creation, exchange practices, political consumption, circular economies, branding...



- Seregina, Anastasia and Henri A. Weijo (2017), "Play at Any Cost: How Cosplayers Produce and Sustain Their Ludic Communal Consumption Experiences," Journal of Consumer Research, 44(1), pp. 139-59.
- Weijo, Henri A., Jonathan Bean, and Jukka Rintamäki (2019), "Brand Community Coping," Journal of Business Research, 94, pp. 128-136.
- Gollnhofer, Johanna; Henri A Weijo, John W Schouten (2019), Consumer Movements and Value Regimes: Fighting Food Waste in Germany by Building Alternative Object Pathways, *Journal of Consumer Research*, forthcoming
- Weijo, Henri, Diane M. Martin, and Eric J. Arnould (2018), "Consumer Movements and Collective Creativity: The Case of Restaurant Day", Journal of Consumer Research, 45, (2), pp. 251-274

Henri Weijo

- Two master's thesis-based papers currently under development for Journal of Consumer Research!
 - Gloukhovtsev, Alexei; Sari Nevanpää & Henri Weijo: Collections in Use: The Charmed Lives of Moomin Mug Collectors
 - Rosenberg, Laura; Iina Kerkelä & Henri Weijo: Access-Based Fashion: The Everyday Practice of the Rotating Wardrobe



- Seregina, Anastasia and Henri A. Weijo (2017), "Play at Any Cost: How Cosplayers Produce and Sustain Their Ludic Communal Consumption Experiences," Journal of Consumer Research, 44(1), pp. 139-59.
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- The weather is, somewhat astonishingly, absent in cultural consumer research
- What is weather like? How do people talk about it? How, when, and why does it relate to consumption? What does weather enable or inhibit? What objects relate to weather?







Ennen joka kodissa piti olla kirjahylly, nyt sisustuslehdet näyttävät sen kadonneen - näin suomalainen olohuone on muuttunut

Sohva ja televisio hallitsevat yhä olohuonetta, mutta muiden säilytyskalusteiden mukana kirjahylly on katoamassa.



Kuvassa helsinkifäinen olohuone Herttoniemeisä vuonna 2007, isuva aikko sivervoi

Saara Tammi HS Julkaistu: 17.7.2017 13:54





SUOMALAISIA olohuoneita ovat hallinneet perinteisesti kolme elementtiä: sohva, televisio ja kirjahylly.

Nyt niistä yksi on katoamassa.

"Suomalaisuus on rakentunut voimakkaasti kielen ja kirjallisuuden varaan, ja sivistyneessä kodissa on ollut kirjahylly. Internetin tulo heikensi sen asemaa", sanoo Helsingin kaupunginmuseon tutkimuspäällikkö Minna Sarantola-Weiss.

Hän tietää paljon suomalaisten olohuoneista, sillä on tehnyt aiheesta väitöskirjan.

Sunnuntai | Kolumni

Minulla on taatusti isompi kuin sinulla: kirjahyllyn koko on ainoa Suomessa sallittu snobbailun muoto



Annemeri Sipilă, prove KALLE REMINION / HIS

Julkaistu: 5.5. 2:00 , Plavisetty: 5.5. 6:21







Minulla on taatusti isompi kuin sinulla, etenkin jos olet samanikäinen tai nuorempi tai urheilullinen ekstrovertti, los taas olet vanhempaa väkeä ja aloittanut henkis-fyysisen lisäkkeesi kasvattamisen jo 1940-luvulla, sinulla saattaa olla suurempi, mutta tuskin on.

Puhumme kirjahyllystä. Kirjahyllyn koko eli kodin kirjojen määrä on perusyaatimattomassa Suomessa ainoa sallittu snobbailun muoto. On tyylitöntä yrittää erottautua varallisuudella, kaukomatkoilla, uramenestyksellä ja jälkipolven saavutuksilla, mutta kotikirjaston koolla saa rehvastella vapaasti.

KIRJASNOBIT arvottavat toisiaan kirjahyllyn koon ja sisällön mukaan. Katse mittaa laajuuden ja laadun, fiktion ja faktan suhteen sekä omistajan suosikkikirjailijat. Mitä kirjoja onkaan pantu paraatipaikalle silmän korkeudelle? Entä mitä teoksia löytyy makuuhuoneesta alahyllyltä? Jokainen kirjasnobi tietää, että sattumaa ei ole. Vuosien ja vuosikymmenien aikana muodostuneet kirjakerrostumat kertovat

4S firm lue tuimmat

Työelämään tutustuminen oli Suvi Lehtiselle, 15, syvä pettymys, ja niin si tutkimuksen mukaan yllättävän mone muullekin: "Hyvä kun pääsi pois"

- Valkka kalikki olisi nyt hyvin, eron enn merkit ovat jo ilmassa - Psykologi list kahdeksan piirrettä, joista tunnistaa riskisuhteen 💿 Titaajifie
- Kolumni: Heti itärajan takana on maisemillaan lumoava huippusuositti matkakohde, josta harva suomalainei
- Helsingin keskustassa on startupkeskittymä, josta ihmiset eivät tiedä oikein mitään - kohta se on suurempi kuin kauppakeskus Redi
- Euroopan pankit oireilevat nyt kuin finanssikriisin alla: Pelkona on täydellinen myrsky", joka voisi syösti koko talouden kriisiin
- Kolme ihmistä kuoli henkilöauton ulosajossa Raumalla Nordean uudeksi konsernijohtajaksi
- nousee Frank Vang-Jensen Suora lähetys tiedotustilaisuudesta juuri ny Synkká pálvá pááministeri Boris
- hnsonille: Alahuone tyrmäsi esityks vaaleista ja äänesti äkkieron estävär brexit-lain puolesta äänin 327-299 Helsingin kārājācikeus alkaa kāsitellā
- petosjuttus, joka lietsoi Cannonball-jengiä väkivaltaan pääarkkitehdiksi epailty "Nacci" Tranberg pakoilee yhä
- HS Espoo: Espoossa myydään kokonaista kerrostaloa, joka täytyy lii sähkö- ja vesiverkkoon: "Rakenn iākās ja huonossa kunnossa*

Pääkirjoitus | Kolumni

Suomalaisten unelmakodeissa ei ole enää sijaa kirjoille

Kirjahyllyn puute ei nykyään välttämättä kerro mitään lukuhalusta.

Yleisen elämänkokemuksen perusteella kyse on enemmän unelmasta

TOINEN asuntomessuilla silmään pistävä havainto on kirjahyllyjen

vähäisyys. Seinänvierustoilla on kyllä pöytiä ja hyllyköitä, joilla on

tai mietelauseita, mutta kirjoja ei hyllyihin ole pantu.

apua perittyjen kirjojen kierrättämiseen.

yksittäisiä koriste-esineitä, ja seinällä roikkuu kehystetty maisemakuva

Kirjattomuus kuuluu nykyään monella käytännön ratkaisuihin. Isojen

lukuaktiivisuudesta: kiitos hyvän kiriastolaitoksen ja sähköisten kirioien,

Ilmiöön voi tutustua esimerkiksi nettihuutokaupoissa, joissa myydään

käytettyjä kirjahyllyjä, tai antikvariaateissa, joista perikunnat etsivät

PAINETTUJEN kirjojen ystävä pyrkii tietysti löytämään perusteita

kirjojen hankkimiselle ja säilyttämiselle. Keskittymiskyky sähköisen

tekstin parissa on varmaankin heikompi tai lukukokemus muuten vain

lukutoukan ei tarvitse käyttää kalliita lattianeliöitä harrastuksensa tueksi.

kirjahyllyjen puuttuminen ei välttämättä kerro mitään ihmisen



ASUNTOMESSUT käynnistyvät

tānāān perjantaina Mikkelissā.

Jokakesäiseen tapaan ihmiset

kokoontuvat sekä etsimään

käytännön ratkaisuja omaan

Vuodesta toiseen toistuvissa

havainnekuvissa messutalon

hahmo oleilee kaikessa rauhassa

lueskellen jotain. Ympärillä on

tyylikkäällä sohvalla istuva

kuin käytännön ratkaisusta.

hiljaista ja väljää.

elämäänsä että aistimaan

unelmia.

















Lehtiselle, 15, syvå pettymys, ja niin se on tutkimuksen mukaan yllättävän monelle muullekin: "Hyvä kun pääsi pois"

Vaikka kaikki olisi nyt hyvin, eron ennus merkit ovat jo ilmassa - Psykologi listaa kahdeksan piirrettä, joista tunnistaa riskisuhteen (Titaajille

HS Helsinki: 1970-luvun kerrostaloon rakennettiin "parvekkeet", joissa ei ensinäkemältä ole mitään järkeä: "Miten

Kolumni: Heti itäraian takana on

matkakohde, josta harva suomalainen on

5. Euroopan pankit oireilevat nyt kuin finanssikriisin alla: Pelkona on täydellinen myrsky", joka voisi syöstä

koko talouden kriisiin Helsingin keskustassa on startupkeskittymä, josta ihmiset eivät tiedä olkein mitään - kohta se on suurempi

kuin kauppakeskus Redi-7. Ostitko joskus pussikaljaa Suomenlinnan Siwasta? Nyt entinen kansanedustaja myy talon vintiltä asunnon

g. Kolme ihmistä kuoli henkilöauton

g. Helsingin kārājācikeus alkaa kāsitellā petosiuttua, joka lietsoi Cannonbal epäilty "Nacci" Tranberg pakoilee yhä

10. Nordean uudeksi konsemijohtajaksi nousee Frank Vang-Jensen



What is happening to bookshelves in Finland?

Lehtiselle, 15, syvä pettymys, ja niin se on

tutkimuksen mukaan yllättävän monelle

Vaikka kaikki olisi nyt hyvin, eron ennus-

kahdeksan piirrettä, joista tunnistaa

maisemillaan lumoava huippusuosittu

matkakohde, josta harva suomalainen on

Kolumni: Heti itäraian takana on

Helsingin keskustassa on startup-

keskittymä, josta ihmiset eivät tiedä

oikein mitään - kohta se on suurempi

Euroopan pankit oireilevat nyt kuin

Kolme ihmistä kuoli henkilöauton

Nordean uudeksi konserniiohtajaksi

nousee Frank Vang-Jensen - Sugra

g. Synkkā pāivā pāāministeri Boris

lähetys tiedotustilaisuudesta juuri nyt

Johnsonille: Alahuone tyrmäsi esityksen

vaaleista ja äänesti äkkieron estävän

Helsingin käräjäoikeus alkaa käsitellä

petosjuttua, joka lietsoi Cannonball-

jengiä väkivaltaan - pääarkkitehdiksi

epäilty "Nacci" Tranberg pakoilee yhä

brexit-lain puolesta äänin 327-299

"täydellinen myrsky", joka voisi syöstä koko taloudeo kriisiin

finanssikriisin alla: Pelkona on

merkit ovat jo ilmassa - Psykologi listaa

muullekin: "Hyvä kun pääsi pois"

riskisuhteen 🕞 Tilaajille

kuin kauppakeskus Redi

ulosajossa Raumalla



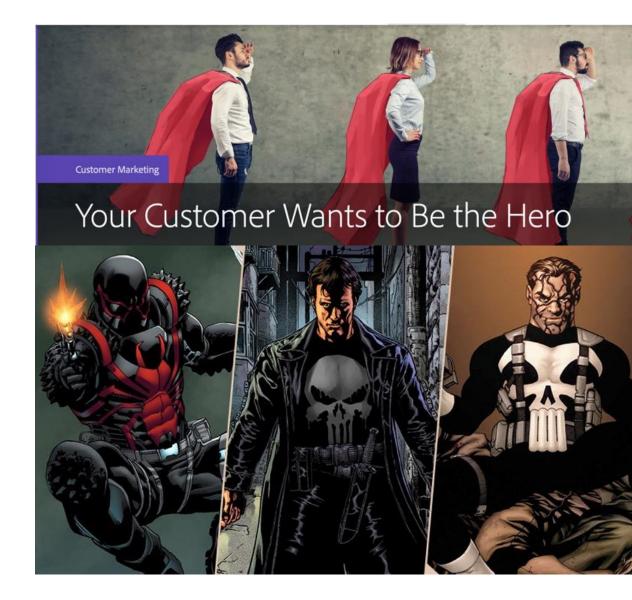


GOOD REASONS to put down your PHONE

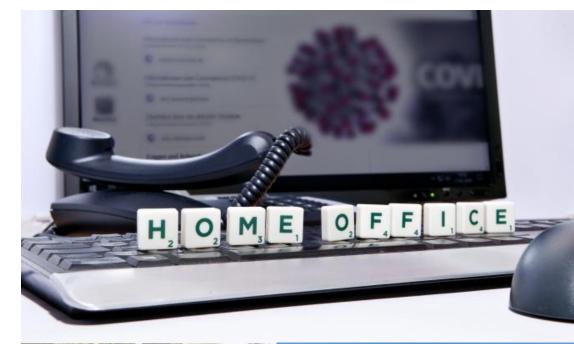




What are Consumer Strategies and Practices for Digital Detox? What is a "Consumer Anti-Hero"?



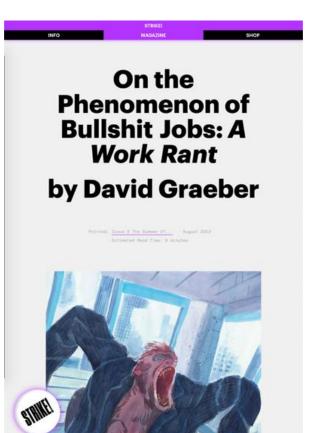
The Post-COVID-19 Home Office?

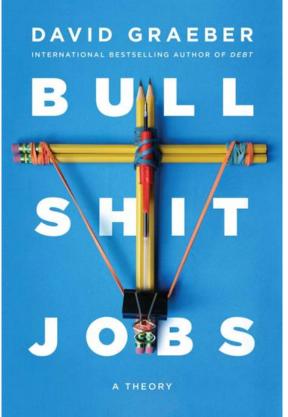




Consumer
Coping with
"Bullshit
Jobs"

Bullshit Creativity in Marketing





"Dogs as Consumers" OR "Dogs and the Consumption of Aristocracy"







FOLLOW

WARTER TO THE TOTAL THE TANK OF THE TANK O

sydney_8396 @rickyl_1234 he looks like a teddy bear

khaleel_abiru Aww that's cute

girl_code_love A little micky mouse

girl_code_love .

elenadoradojimenez Peero q cosaa maass monaaa!!! @linma_escudero

emillydixon_@keaton.burton

mr._.smalls @theallimo

dalenax @fmyathethird look at this pom!

shayene_2004 Omg jiff is soooo sweet i love you jiff*********

gizadar @lf_mikoz so cute

fleekronique My hart just melted he is just to cute and sweet

handekucukosmanoglu1 @oguzhantturan hayır bunun gibi



Master seminar

The kick-off session for the Fall 2020

Thursday, Sept. 10, 4 pm Lasse Mitronen

Lasse Mitronen

Professor of Practice
Aalto University School of Business
Marketing Department
lasse.mitronen@aalto.fi
Tel. + 358 50 375 9015

Areas of teaching and research expertise:

- Service Platforms and Marketplaces
- Retail Strategies, Business Models, Marketing and Entrepreneurship
- Strategic Planning and Management
- Qualitative research methods, practice orientation problems
- Deep collaboration with retailing companies and Finnish Commerce









Multi-sided marketplaces and the transformation of retail: A service systems perspective

Mikko Hänninen", Lasse Mitronen", Stephen K. Kwan





Some topic that I would be very interested in supervising



(Mostly qualitative) research with concrete implications for consumer wellbeing and quality of life.

How can marketing, marketers, and markets help improve quality of life and promote wellbeing in society?

How can we improve the experience of vulnerable populations in the marketplace? Youth and the elderly, consumers in challenging life circumstances, living in poverty, with disability, or with limited access to markets

Problems (and solutions) related to digital technology, healthcare services, sustainability issues, maladaptive, and (un)ethical consumer behavior?



Advertising of vice goods in

professional sports







Last year, 40% of Premier League clubs were sponsored by a gambling business.

Arsenal Fly Emirates
Man United Chevrolet

Liverpool Standard Chartered

Aston Villa Genting Casino

Chelsea Yokohama Tyres

Everton Sportpesa

Fulham FxPro

Man City Etihad Airways

Newcastle Fun88
Norwich Aviva
QPR AirAsia
Reading Waitrose

Southampton Virgin Media

Stoke City Bet365
Sunderland Dafabet
Swansea LETOU
Tottenham AIA
West Brom Zoopla
West Ham Betway

Watford Sportsbet.io



The marketing of alcoholic beverages to underage consumers is strictly

prohibited in Finland.

So is this a problem?







Should advertisement of alcoholic beverages (and other controversial goods) in sports be regulated?

Quantitative study using advertising analytics to estimate the impact and "effectiveness" of sports sponsorship among underage consumers.

Compare to impact of other regulated channels (e.g. public outdoor advertising).



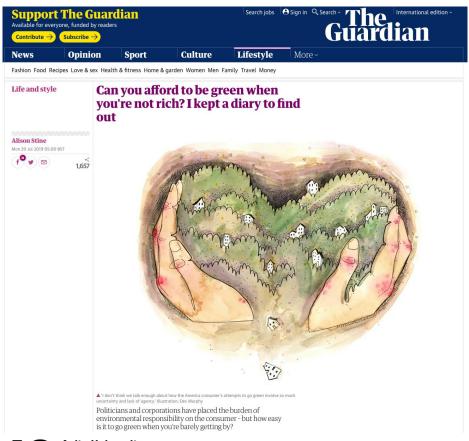
Why is this an interesting topic?

Your opportunity to become an expert in the field of sports marketing.

Your opportunity take part in public debate.



The cost of a sustainable lifestyle



Food Acce

Using USDA's Thrifty Food Plan To Assess Food Availability and Affordability

Margaret Andrews (202) 694-5441 mandrews@ers.usda.gov recent years, a number of Fed ral and local efforts have been nunched to help communities

assess and improve their commu-

food secure community, residents o

all income levels have access to sufficient, affordable foods that enable them to lead active, healthy lives.

Developing a standard for assessing whether food is available and

affordable in a community is complex because a variety of factors

come into play. One possibility is

would have to spend in local area

stores to buy a specific set of relatively lower cost foods that make

up a nutritious diet. In this study,

tional and dietary requirements o

Research Service (ERS) used a

the Thrifty Food Plan (TEP) to

nity food security situation. In a

Linda Scott Kantor (7

Mark Lino (703) 605-0251

David Ripplinger
51
sda.gov

Although limited in variety, the TFP

shopping list items in the sampled

less than in the supermarkets. For

discount food stores cost 16 percent

the 34 food stores surveyed, the cost

of TFP shopping list items averaged

The TPI serves a a national standard for a nativitious diet at a misimal cost and is used as the basis for food stamp illustrations to be basis. For solid stamp illustrations to be basis, and the server of the standard standar

shilly in Washington, DC.

sing an even processor share of the state o

incomes lobor the poverty line (20) percent in 1897-93.

LBS researchers surveyed 34 large food retables in Weshington, DK, and the second of the second of

\$3.19 less than the estimated nation wide TFP cost of \$101.70 per week in August 2000.

TFP Shopping List Allows Comparisons Across Stores

To determine the availability and affordability of the FIF shopping and affordability of the FIF shopping the FIF shopping the first properties are carefully shopping lists. The shopword of the FIF workly shopping lists. The shopword for the FIF shopping lists are shown to the shopword for the first properties are used in small smooth to proper recipies. The smooth is proper recipies. The smooth properties of the first properties of t

lay-August 2001

THE JOURNAL OF CONSUMER AFFAIR

PARKE E. WILDE AND JOSEPH LLOBRERA

Using the Thrifty Food Plan to Assess the Cost of a Nutritious Diet

The foleral government's Turbity Food Pita (TFP) minimizes the difference between a proposed food plan and a current consumption boats. The place is not an adversarian to make the plan and the plan an

How much does a nutritious diet cost

This question is central to debutes over U.S. anti-hunger and nutrition poley. The benefit level for more than 28 million low-income participatus in the Supplemental Nutrition Assistance Program (SNAP), formedry called the Food Stamp Program (SPS), is related to the federal government's official estimate of the cost of a "birthy" but nutritions det (Carlson et al. 2007). This question also matters for mutrition policy more broadly, because one leading explanation for the current epidemic obesity-related formic disease emphasizes the comparatively low cost of energy-dense foods and the high cost of healthier foods (Drewnowski and Specter 2004).

The estimated cost of a nutritious diet depends systematically on the definition of "nutritious." In Sidgler's famous 1945 application of linear programming, the minimum cost required to meet narrowly defined nutrition targets was only pennies per day (Stigler 1945). He acknowledged that his cost estimate would make dietitians unhappy, and implied that they were too generous in their "cultural requirements".

Parke E. Wilde is an associate professor at the Friedman School of Nutrition Science and Policy at Thy University (parke.wilde@univ.edu). Joseph Lioberra is a graduate student at the Friedman School of Natrition Science and Policy at Tuffs University (joseph.lioberera@univ.edu).

USDA's Economic Research Service provided support through a RIDGE research grant administreed by the Hairis School at the University of Chicago. David Betson, Craig Gundersen, and Robert LaLonde made important suggestions, and Andrea Carlson and Kenneth Hanson at USDA provided data and insight. All opinions and errors belong to the authors.

The Journal of Consumer Affairs, Vol. 43, No. 2, 2009 ISSN 0022-0078 Copyright 2009 by The American Council on Consumer Interests

Aalto University
School of Business

"Selling out" or "buying in"?

How do professionals in creative industries manage the tension between "art for art's sake" and taking concerted marketing actions to make a living?

How do artists, musicians, and other creative workers talk about marketing? Why do some move to the "dark side" while others do not?





Service systems in shock and disruption

Why is the music industry struggling to adapt to the ongoing disruption in the marketplace?

What enables an ecosystem to be agile? What prevents agility?





Students' perceptions of Marketing as a subject

Why are some subjects perceived as so-called "soft" and "feminine" while others "hard" and "masculine"?

Why are Marketing and management seen as "soft" subjects, and Finance and Accounting as "hard"? What does it mean to be a "soft subject"? Why are "soft" subjects "feminine"? Can a "soft" subject become masculine? A "hard" subject feminine?



Empathy, intimacy, and community in remote learning and working

How do we maintain our humanity and community behind the screen?

Practices, behaviors, and experiences of students, teachers, workers...



Ambiguous product claims

"Part of a healthy breakfast"

"30% less sugar"

"Produced in accordance with sustainable development principles"

"Natural"

What do these labels actually mean?

How do consumers interpret and understand them?





Expanding services to include hard-toreach consumers

Why are some attempts to cater to hard-to-reach customer segments successful while others are not?

How do underserved consumers perceive novel efforts to include them in the marketplace? Why do some consumers reject such services? What can marketers do to include them?

Potential contexts of interest: telemedicine and digital healthcare, online banking, urban (re)development projects.



The "dark side" of digital marketing and analytics

Consumers' understanding and perceptions of data privacy-related issues

Managing the privacy paradox: the need to give up data to use services.

What do consumers do to protect themselves? How do they rationalize giving up control over their data?





(Mostly qualitative) research with concrete implications for consumer wellbeing and quality of life.

How can marketing, marketers, and markets help improve quality of life and promote wellbeing in society?

How can we improve the experience of vulnerable populations in the marketplace? Youth and the elderly, consumers in challenging life circumstances, living in poverty, with disability, or with limited access to markets

Problems (and solutions) related to digital technology, healthcare services, sustainability issues, maladaptive, and (un)ethical consumer behavior?



Contact: alexei.gloukhovtsev@aalto.fi
Please email me if you'd like to discuss a topic!
Or send me a message after class.

Topic Suggestions

Hedon Blakaj



Hedon Blakaj

Area of expertise: Consumer Culture Theorizing Research (CCT)

Areas of academic interest:

- (I) Consumer and Consumption Driven Market Emergence
- (II) Market Dynamics and Market Change
- (III) Cultural Production and Cultural Intermediaries

(I). Consumer and Consumption Driven Market Emergence (what I'm doing)

How markets emerge/form as a consequence of consumption and consumer driven activities

Focus: the emergence of organic food market in the US

(II). Market dynamic / market change (what I am interested in)

Interested in:

- Food take home food and delivery
- Context: Restaurants + Foodora + Wolt + Consumers eating home
- How did Foodora + Wolt + ... emerge as market actors?
- What have they done and are doing (activities)?



How this relates to home dining + consumer side of the story?

What impact they have for restaurants and the service industry?

(III). Cultural production and cultural intermediaries (what I'm doing)

- Disc Jockeys (DJs) as cultural intermediaries. How they organize events process?
- Look at how taste about vinyl records is accomplishes
- Explain the revival of the vinyl record as a number one music format

Interested in:

- Relationship between cultural intermediaries and technology
- E.g., fashion bloggers or alike, as they related to algorithms. The evolution of this dynamic is of interest to me. Concept I am interested: the concept of **device(s)**.

Methods: ethnography, interviews

Theorizing perspectives: Assemblage theoretics, Practice Theory, (maybe Institutional Theory)



Topic Suggestions

Kushagra Bhatnagar

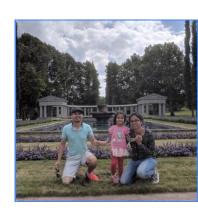


It's easier to imagine the end of the world than to imagine the end of marketing.

WHO AM I

- Born in New Delhi, India
- Studied Computer Science for Bachelors
- Majored in Finance, Minor in Marketing for Master's
- Worked in Investment Banking, Advertising, Marketing Consultancies
- Eventually became an entrepreneur (2011-2015)
- Started PhD at Aalto (2015 About to Graduate)
- Live in Espoo with wife and 5-year old daughter





Why is Marketing Research interesting?

- Brands and marketing implicated in everyday stories of status, identity, nationality, class
- Can't live with them can't live without them
- Closest thing to real magic
 - A suspension of disbelief (like in the movies)

BRRROOOOAAADDDD Scope

What is 'not marketing'?

• We live in the golden age of the consumer

Alternative Modes of Master's Thesis

• Live Projects with Finnish/International companies

Methodological Orientation

- Interpretive approach to research
- Qualitative empirical material
- Working with pictures and words

Potential Research Contexts

- Small worlds
 - Ethnographies Brick and Mortar + Online
- Market Interactions
 - Service employees
- Media Discourses
 - Advertising as a means of understanding consumption

Contact

• Kushagra.bhatnagar@aalto.fi

Topic Suggestions

Eric Arnould



Topic Suggestions

Kristina Wittkowski



Kristina Wittkowski

Ass. Professor since 2015

Primarily quantitative methods (experiments, surveys)

Experience in supervising qual. and quant. theses

Services marketing researcher: value co-creation (sharing economy, access-based consumption, co-creation, role of technology in co-creation; transformative service contexts)



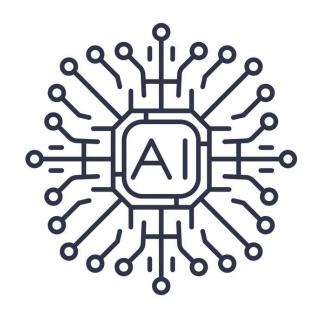


Artificial Intelligence in Services

Consumer perception of the role of Al in services

What are the perceptions in

- Service failure
- Service recovery



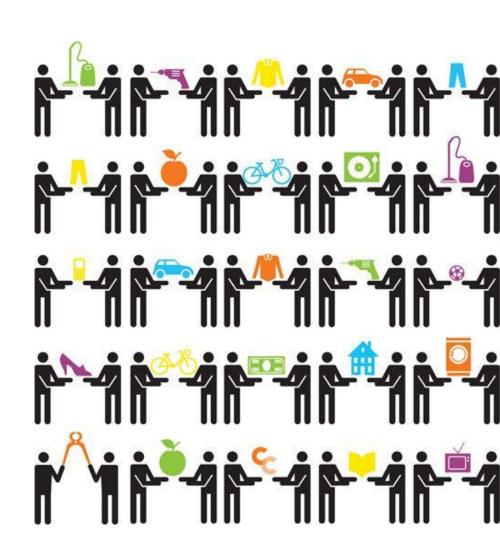


Sharing economy/ collaborative consumption

Understanding consumers' views on providers and platforms in the sharing economy

Do certain marketing promotion tools work better in the sharing economy than others – and why?

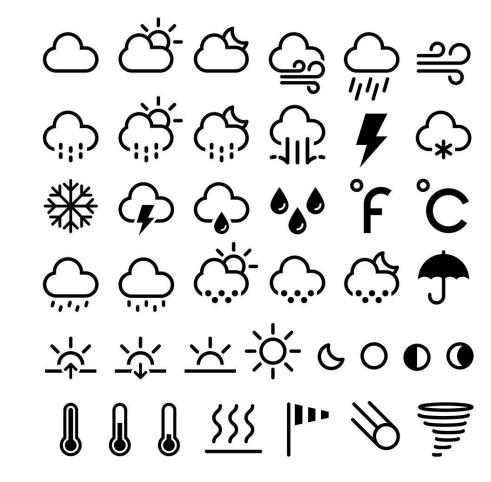




Weather Forecasts in Consumption

What meaning do consumers attach to weather forecasts?

(How) do weather forecasts influence people's planning behavior?





Q&A

