

# Duration of Restrictions Influences Information Processing: The Role of Perception of Control

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Cite as:

Mokarram Dorri Sadaf, Ulqinaku Aulona, Sarial-Abi Gülen (2019), Duration of Restrictions Influences Information Processing: The Role of Perception of Control. *Proceedings of the European Marketing Academy*, 48th, (6077)

Paper presented at the 48th Annual EMAC Conference, Hamburg, May 24-27, 2019.



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## **Abstract**

Many people live with restrictions in their daily life. This paper investigates how the duration of these restrictions influences information processing. Using three studies in the field, we predict and demonstrate that people with permanent restrictions have a more expansive mind- set and, consequently, process information more abstractly than those with temporary restrictions. Furthermore, we identify a theoretically derived mediator: perception of control. Those with permanent restrictions perceive more control than those with temporary restrictions, which explains their more expansive mind-set.

**Keywords:** *Restrictions; Information processing; Perception of control*

**Track:** Consumer Behaviour