



# The Psychology behind Luxury Consumption

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## Authors' contributions

This work was carried out in collaboration between both authors. Both authors read and approved the final manuscript.

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## ABSTRACT

This paper will talk about the psychology of consumption of luxury products and experiences and how individuals get emotionally connected to them. This paper discussed new drivers, forms, and consequences of luxury spending. Also, the belief that the psychology of luxury consumption is driven by a series of conflicts between what luxury is to oneself and the external factors that drive luxury consumption. These tensions influence consumer behavior and the post-purchase feelings of consumption of luxurious products or experiences. Since some individuals regard non-luxury items as inferior merely because they are non-luxury, they also conclude that more expensive goods are of more outstanding quality, without any evidence about their absolute level of quality or longevity. Another angle that we discuss in detail is how self-esteem plays a role in impacting a person's choice of purchases and instilling a sense of belonging. This paper is going to be based on an amalgamation of primary and secondary research and will contribute to self-awareness of people who do and do not indulge in luxury buying and what goes behind the mindset of both categories. This will also help brands decide on their unique selling propositions to appeal to their respective target groups.

**Keywords:** *Luxury; consumption; quality; psychology; self esteem; post-purchase behavior.*

## 1. INTRODUCTION

The definition of "luxury" is constantly evolving. Luxury is no longer reserved for the wealthy and

select few but is increasingly used for general marketing purposes. Through the ages and throughout cultures, the concept of luxury has undergone a significant transformation.

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Traditionally, luxury was linked with champagne, expensive clothing, and high-performance automobiles. Luxury is continuously reinventing and renewing itself, and to be relevant in 2021, and beyond, the market must evolve as well [1]. Luxury is continually reinventing and redefining itself. People are getting richer these days, and luxury has become a nebulous notion that is no longer the sole property of the affluent, according to some estimates. In recent years, the old values of tradition and nobility have waned in prominence, and a growing number of consumers have acquired control over their financial situation. People now have much more disposable income than earlier generations, which has resulted in a greater desire to fulfil their aspirations and desires via the purchase of luxury items and experiences [2].

So, what are the psychographic characteristics of high-end consumers? When it comes to spending on luxury items, the obvious truth is that it is irrational [3]. In other words, many luxury purchases are purchased because of hedonic considerations rather than for practical or conscious reasons. Luxury goods may evoke feelings of pleasure and excitement for a brief time, and luxury consumers often chosen based on their emotions before purchasing [4]. The fact that we make irrational judgments distinguishes us as human beings, not that luxury buyers are oblivious to their surroundings. If we didn't jump to conclusions and depend on analytical biases while shopping, we'd be robots, rational machines who don't enjoy themselves. Our arguments'd so convince us that we'd rule out purchasing anything. The following summarizes the core of luxury customer behavior: Purchasing choices are made based on enjoyment. Purchases of luxury goods are distinguished from everyday purchases such as refrigerators and screwdrivers, for example (utilitarian expenditures). Emotions have a role in purchasing a luxury item [5].

Along with these emotions, the buyer will also sense empowerment due to spending significant sums of money and pleasure due to purchasing something distinctive, rare, or of high quality. This explains why the hedonic appeal of luxury items is such an important driver of human behavior in general.

Only 6% of respondents, on the other hand, said that they purchased a luxury item as a clear demonstration of their financial wealth. As part of the growing trend of quiet luxury, consumers are

increasingly drawn to goods with little or no name recognition. These are the businesses that offer modest, unobtrusive, quiet, purist, and minimalistic [6].

Some high-end stores provide tailoring and customization as an additional service. These goods are less visible, making them more likely to attract a premium buyer who is more concerned with impressing other insiders than with impressing the general public. Since luxury does not need to shout its presence, it is considered less noisy and more elegant than other options. Minimalism has come to be seen as the new social class [7].

Quiet luxury is a trend that is likely to continue for a long time to come. People are less inclined to flaunt their wealth or status in a society advancing toward social equality, which is particularly true now in a climate of growing environmental and social awareness.

Brands must be diverse to appeal to a wide range of customers. Because of this, luxury retailers are refining their brand identities and corporate social responsibility in areas such as the environment, gender ratio or pay gap, and diversity provisions [8].

Companies such as Jimmy Choo, Versace, Steve Madden, and Michael Kors, for example, use a recruiting program called Hello Hive to increase the diversity of their workforce [9].

According to my research findings, understanding luxury consumers starts with the person. So I've merged academic literature with business data and my research based on psychology and retail to produce a unique source for all three, which you can find only on my website.

It is standard practice to distinguish between luxury goods and necessary and ordinary items within their respective categories based on their fundamental characteristics. These characteristics include monetary value, quality, appearance, uniqueness, and status. Comparing a premium product against other goods in its category, a premium product receives a fairly high grade on each of these criteria.

In terms of utilitarian usefulness to cost, high-end brands have a low ratio, but they have a high ratio of intangible and experienced value to cost [10]. That indicates that, despite the fact that the

product or service is not functionally better, its value in terms of pricing is much more than the value provided by a comparable functionality product from another brand. The advantages of having such goods or receiving such services are not quantifiable but rather intangible and experiential naturally.

It may also help individuals improve aspects like their sense of self, sense of belonging, confidence, appreciation, and so on in certain cases. They are of great social significance; some may choose to invest to stand out, while others may prefer to invest to blend in [11].

With the help of this study, luxury purchasers will be able to better understand themselves, and luxury companies will be able to better understand their consumers. Luxury shops may acquire a competitive edge in a thriving sector by understanding how customers of high-end goods and services make purchasing decisions based on their cognitive habits [12].

Purchase behavior refers to a person's behaviors in buying and utilizing items and services and the mental and social processes that precede and follow these activities.

Decision Process: Behind the outward act of purchasing something comes a decision that must be explored.

A buyer goes through steps while deciding which items and services to acquire are referred to as the purchase decision process. Purchase behavior is divided into five stages:

- i. problem identification
- ii. evaluation of alternatives
- iii. alternative comparison
- iv. buying decision
- v. post-purchase behavior

Luxury and a sense of self: Hedonic purchases provide more than a dopamine high; they also symbolize something vital in one's life [13]. Luxury items are the most extravagant manifestations of one's individuality. They represent status, money, or uniqueness, all of which are factors that motivate people to do things for them. When consumers purchase something with substantial social status, they create a narrative about who they are or want to be in the world.

However, these expectations of attaining distinction and status are not always realized,

which results in imposter syndrome being experienced by the individual. Imposter syndrome occurs when the acquisition of costly items results in a feeling of fakeness rather than belonging to a group rather than a sense of belonging.

Developing and creating relationships with individual customers after purchase would allow luxury companies to establish a secure atmosphere where consumers experience a sense of belonging to the in-group and a better feeling about themselves, rather than feeling like imposters, as a result of their purchase. Furthermore, taking good care of customers improves the chance of a second purchase.

Luxury consumers aim to psychologically become their most delicate, authentic, and most ambitious selves psychologically; as a result, purchasing luxury items is about building oneself to Make yourself stand out more from the crowd (desire for individuality) [14].

2. Make oneself more available to a broader range of people than themselves.
3. Feeling good about oneself may help one's emotional condition to improve.

It is the responsibility of luxury businesses to make it simpler for people to attain their ideal selves reasonably. They should make their consumers feel like they are deserving of the things they purchase.

When it comes to luxury brands, digital is a disruptive trend that is affecting some historical luxury businesses. The brands that have achieved success have been willing to embrace change and stay open to new ideas [15]. Product customization is a key strategy used by these companies, and it involves using new capabilities to:

1. Create designs for customers that make them feel special and cared for; and
2. Provide consumers with information about their purchases.
3. Make suggestions for complementary merchandise and services via email subject lines campaigns remarketing or through social networking sites such as Facebook, Instagram, Twitter, and now Clubhouse
4. Allow customers to buy and enjoy customized features such as engraved initials or intricate details on-site by allowing them to make their bespoke selections.

In addition to augmented reality and artificial intelligence, the most successful luxury companies are investing in other technologies, such as customized chatbots, personalization engines, data collection, private social listening, digital marketing automation, optimization tools, and so on. In 2019, Louis Vuitton utilized augmented reality in a smartphone app to promote the debut of their new collection.

Physical is the theme of the Spring 2021 fashion collection, which positions itself at the nexus of the material and digital worlds [16].

## 2. DATA AND METHODOLOGY

The research paper is based on primary and secondary data, online reports, blogs, articles, and case studies. I have tried to access relevant data and documents which have similar objectives.

The secondary data has been selected, keeping the following questions in mind:

- Luxury Consumer Buying Behavior: Digital Space?
- Environment consciousness helps the business?
- How scarcity and exclusivity can affect the mindset?
- Impact of age on luxury consumption
- Accordingly, questions for primary research and online resources were accessed and the most relevant data, information, and reports were referred to draw relevant information.

### 2.1 Data Collection

Primary responses have been collected by floating a google form across 105 respondents from India. The customers' preference to go for luxury brands over affordable ones was chosen as the dependent variable. Quality, Age, Self-Esteem, Societal Status, and Experience are the five independent variables selected for research. Five questions were answered for each dependent and independent variable in the questionnaire. Results were collected on a five-point Likert scale, with Strongly Agree, Agree, Neutral, Disagree, and Strongly Disagree options. Based on the replies collected for each variable, a reliability test was performed, followed by factor analysis to group variables together. The one-way ANOVA approach was used to evaluate each of the additional variables [17].

Once the data was obtained, it was equally necessary to grasp how to analyze it using correct procedures and interpret the results. We have selected Chronbach's Alpha and Factor Analysis for this analysis.

Chronbach's alpha was employed since it might assist us in measuring and verifying the internal consistency of the questionnaire provided for the respondents. On a scale of 0 to 1, Chronbach's Alpha would help us comprehend the survey's credibility, with a higher number indicating more questionnaire trustworthiness.

#### 2.1.1 Two-factor ANOVA

The 2-Factor Anova without Replication must be performed once the data is obtained. This necessitates using the Data Analysis option that is found on the Data tab. The data analysis tool requires a separate installation; after completed, click on Data Analysis and select Anova:

Select Two-Factor Without Replication from the resulting dropdown option. We choose the input and output ranges from the collected replies and clicks OK to perform the analysis.

### 2.2 Factor Analysis

After checking the consistency of the survey using Chronbach's alpha [18], we continue to find significant components impacting consumer purchasing behavior.

### 2.3 Reliability Test

A customer's preference for luxury over economical was carried out. The five comments around the dependent variable that participants were made to score on a Likert scale are listed below:

- I prefer luxury goods/experiences more than economic ones
- I would instead invest in one luxury item/experience than many affordable ones
- I enjoy luxury experiences more than affordable ones
- I do not regret spending a considerable chunk of money on experiential/immeasurable benefits
- I would instead go to a 5-star hotel for dinner than a local food stall

On the linked scale, respondents were requested to select one of the alternatives - strongly agree,

agree, neutral, disagree, and strongly disagree. The reliability test was performed, and the following findings were obtained. The Cronbach's Alpha value for the dependent variable is 0.927, as shown in Table 1. We may consider this data trustworthy because the value is larger than 0.7.

The five sentences based on the independent variable,

Quality, which participants were requested to assess on a Likert scale, are listed below:

- I feel that the money that I invest in luxury delivers far superior quality than otherwise.
- I resonate with the ideology that "More the money involved, sweeter is the experience."
- I see value in the brands that are invested.
- I recognize quality goods & experiences and find them worth the money
- It doesn't hurt to invest in quality but expensive goods than otherwise

The Cronbach's Alpha rating for quality is 0.769, as seen in Table 1 below. Because this number is larger than 0.7, we may consider the data trustworthy.

The five assertions based on the independent variable, Age, that people were requested to score on a Likert scale are listed below:

- I feel that I understand the idea of consuming luxurious experiences better than my parents.
- I feel that people from the previous generation find nonfunctional expenditure trivial.
- My parents think that I am wasting money by investing in one luxury product than many affordable ones.
- The previous generation enjoys the more delicate, cheaper things in life than luxury.
- I feel the past generation prefers functional & measurable benefits more.

Q4 was removed from the study since it would result in a higher Cronbach's Alpha rating. Table 1 shows that Cronbach's alpha value for age is 0.882. The data is trustworthy because the matter is larger than 0.7. The five statements based on the independent variable, Self-Esteem that people were asked to score on a Likert scale are listed below:

- I feel that wearing/experiencing luxury makes me feel better about myself

- I feel empowered when I experience luxury
- I feel luxurious experiences/goods make me feel more confident
- I think I am worth more when I invest in luxury
- I feel I love myself more if I can afford the best experiences/goods.

According to Table 1, the Cronbach's Alpha value for Self-Esteem is 0.795. We can say that this data is trustworthy because it is larger than 0.7. The five assertions based on the independent variable, Societal Status, that participants were asked to assess on a Likert scale are listed below:

- I feel I have to invest in luxury to stand out in my social groups.
- I feel it is necessary to afford luxury to fit in the social groups.
- I feel I am noticed/seen more if I am wearing luxury
- I think others appreciate/compliment me more if I am in a luxury attire/setup
- I guess I have to invest in luxury to get a sense of belonging in social groups

It was removed from the study since it resulted in a higher Cronbach's Alpha rating.

The value of Cronbach's Alpha for convenience is 0.744, as shown in Table 1. We may say that the data is trustworthy because the matter is larger than 0.7.

The five assertions based on the independent variable, an experience that participants were asked to score on a Likert scale, are listed below.

- I feel enjoy the experience of buying more than what I am buying
- I think it is worth it to spend money on experiences
- I think I enjoy experiencing exclusive goods and locations
- We live for occasions; I do not regret spending money on luxurious experiences.
- I feel I have to enjoy the experience of buying to enjoy the item being purchased.

## 2.4 Factor Analysis

Following the reliability test, we use factor analysis to group variables together to generate factors for the choice of Luxury over Economical. Table 2 shows that three factors were found following factor analysis. Component 1 is titled

confidence because it primarily comprises reactions to societal status and self-esteem. Component 2 is Experience/Product Richness since it primarily includes the factors of the quality and experience of the accessible material. Component 3 is called Age since it solely contains age data.

## 2.5 Above

Since we have our factors in place now, we are in a position to formulate the hypothesis:

- H1: Confidence is a significant factor for the preference of Luxury over Economical
- H2: Experience/Product Richness is a significant factor for the preference of Luxury over Economical
- H3: Age is a significant factor for the preference of Luxury over Economical
- One-way ANOVA is used to check hypotheses with a 95% confidence interval. Table 3 demonstrates that the significance value for confidence is 0.001. Because this number is smaller than 0.05, we may conclude that confidence is a key factor in choosing luxury over economy. Experience/Product has a significance value of 0.009. Because this number is smaller than 0.05, we may conclude that Experience/Product Richness is a significant factor in choosing luxury over economy. Age has a significance value of 0.593. Because this number is larger than 0.05, we may conclude that age does not significantly influence choosing luxury over the economy.

## 3. RESULTS

The importance of the three variables that resulted from the study was evaluated, and the following findings were obtained:

- Confidence is a key component for the consumers choosing Luxury over Economical.
- Product Richness/Experience is a crucial element in the preference of Luxury versus Economical.
- Age has no bearing on the choice for Luxury versus Economical.

## 4. DISCUSSION

According to the study, two factors examined, Confidence and Experience/Product Richness,

are crucial for Luxury over Economical in India. However, age is not relevant for this decision.

While the materials and quality of luxury labels are usually better than those of fast fashion, you still have to pay a premium for their prestige, expensive retail locations, wholesale margins, and huge marketing expenditures [19].

Advertising is also getting more expensive. Corporations that manufacture luxury items spend a lot of money trying to persuade consumers that their products are high-quality and beautiful. Therefore, a large part of the money you pay for luxury apparel/experiences goes into the brand's marketing efforts, with just a tiny fraction going toward the actual cost (and therefore quality) of the item. Other words, As the price of a clothing rises to extravagant levels, the quality of the garment does not increase in proportion. Is it true, though, that investing in luxury is a non-issue? The answer is far more personal than generic. The masstige market seems to be a preferable option for the general public, defined as mass + prestige, i.e. luxury for the general people.

So, how can designers and luxury brands maintain their ability to charge such excessive amounts for their goods? People are ready to pay for this service. On the other hand, many customers are willing to spend the greater price for designer clothing because they believe they are receiving a better degree of quality that does not exist.

But what do we do when we find that we are left with just two choices? It is possible to spend excessive prices for high-end labels while paying very little for fast-fashion alternatives at the other end of the spectrum. Well, it seems that a third category, luxury for the people, is the current fashion trend.

With the move away from the idealized self, luxury marketers are now focusing on how they might help individuals in becoming their envisioned perfect selves. On the other hand, companies do not create an image of themselves that is too accessible to maintain their exclusivity and exclusivity. When more people have access to something, the boundaries that luxury resorts rely on to keep their customers engaged are dismantled, and the industry as a whole benefits. Because of this, businesses are positioning themselves more in the direction of the aspiration self: an ideal self that can be realistically built up through effort.

**Table 1. Reliability test**

Variable	Reliability		Total
	Cronbach's Alpha	Cronbach's Alpha (standardized data)	
Dependent variable	0.921	0.922	5
Quality	0.768	0.774	5
Age	0.887	0.888	4
Self-Esteem	0.795	0.795	5
Societal Status	0.744	0.75	4
Experience	0.873	0.87	5

**Table 2. Factor analysis**

Variable	Components		
	1	2	3
V1		0.715	
Q1		0.63	
C1			0.824
I1	0.723		
Cons1	0.572		
V2		0.596	
Q2		0.81	
C2			0.863
Cons2	0.557		
V3		0.707	
Q3	0.462	0.529	
C3			0.876
I3	0.698		
Cons3	0.635		
V4	0.607	0.413	
C4			0.724
I4	0.651		
Con4	0.704		
V5		0.676	
Q5	0.525	0.424	
C5			0.796
I5	0.731		
Con5	0.433	0.449	

**Table 3. ANOVA**

		Sum of Squares	df	Mean Square	F	Sig.
Confidence	BW Groups	76.138	38	2.004	4.958	0
	Within Groups	25.862	64	0.404		
	Total	102	102			
Experience/ Product Richness	BW Groups	54.635	38	1.438	1.943	0.009
	Within Groups	47.365	64	0.74		
	Total	102	102			
Age	BW Groups	36.256	38	0.954	0.929	0.59
	Within Groups	65.744	64	1.027		
	Total	102	102			

According to psychologists, luxury consumers select unusual things to be distinctive and stand out. This demonstrates that brand exclusivity is a critical component for luxury consumers, as it

satisfies their need for personal uniqueness while also enhancing the brand's identity, studied impulsivity, reward, and loss sensitivity in decision making using Iowa Gambling Task and

investigated how impulsivity affects decision-making using the sing BIS/BAS scale. Along with the classical LBP, features from the completed modeling of LBP are also utilized for the classification using K-Nearest Neighbor (KNN) [20].

Customers that have a high need for uniqueness will do the following:

1. Make their self-sufficiency evident via the things they buy.
2. Look for methods to distinguish your brand from the competition.
3. Have a greater likelihood of adopting new goods.

Nevertheless, as middle-class money has increased in recent years, the notion has been expanded to incorporate a "masstige" element. It is now acceptable to categorize luxury into "absolute luxury" and "affordable luxury" as a consequence of this development.

## 5. CONCLUSION

Confidence and experience/product richness are important factors of the decision to choose Luxury versus Economical in India, while age is not found to be a significant predictor.

People connect the brands in which they invest with their own identity, which makes it very essential for luxury companies to align their values with those of their target audience, as previously said. Investing in high-end goods and experiences improves the consumer's overall experience and improves their perception of themselves. As a result, the connection is not just about work but also about something very personal.

Furthermore, according to the findings of the study, there is no statistically significant connection between Luxury Consumption and age.

In contrast, according to numerous sources and publications on the internet, millennials and Generation Z are known to have a much higher hunger for luxury spending due to more knowledge, a lower perceived value for money, peer pressure, and a variety of other potential reasons. Furthermore, since the previous generation, which was in the process of developing their mindsets, had comparatively less discretionary money, spending one's hard-

earned money on luxury may have seemed insignificant to them. On the other hand, this point of view may differ from one source to another, making the validity of the information unclear.

While most people depend on low-cost products and experiences, we may see individuals buying luxury goods and services that are beneficial to them based on several factors, such as convenience. This preference is mainly held by members of society's upper-middle and high classes. The combination of the finest of both worlds bodes well for companies that cater to niches such as luxury for the general public, which incorporates the best of both. Research on the topic conducted in the early stages demonstrates a bias toward the significance of luxury in determining social class.

## CONSENT

As per international standard or university standard, respondents' written consent has been collected and preserved by the author(s).

## ETHICAL APPROVAL

It is not applicable.

## COMPETING INTERESTS

Authors have declared that no competing interests exist.

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