## References

- Arnould, E. J., Price, L., & Zinkhan, G. M. (2004). Consumers. Boston: McGraw-Hill/Irwin.
- Barbour, R. (2008). Doing Focus Groups. London: Sage Publications.
- Belk, R. W. (1985). Materialism: Trait Aspects of Living in the Material World. *Journal of Consumer Research*, 265-280.
- Bloomberg, L. D., & Volpe, M. (2012). *Completing your qualitative dissertation: A road map from beginning to end.* Thousand Oaks, CA: Publications.
- Bourdieu, P. (1977). Outline of a theory of practice (R. Nice, Trans.). Cambridge: Cambridge University Press.
- Bourdieu, P. (1984). *Distinction: A social critique of the judgment of taste*. Cambridge, Mass.: Harvard University Press.
- Braun, V., & Clarke, V. (2013). Successful qualitative research: A practical guide for beginners. London: Sage Publications.
- Campbell, C. (1995). Conspicuous confusion? A critique of Veblen's theory of conspicuous consumption. *Sociological Theory*, *13*(1), 37-47.
- Dion, K., Berscheid, E., & Walster, E. (1972). What is beautiful is good. *Journal of Personality and Social Psychology*, 24(3), 285-290.
- Eckhardt, G. M., & Mahi, H. (2004). The Role of Consumer Agency in the Globalization Process in Emerging Markets. *Journal of Macromarketing*, 24(2), 136-146.
- Entwistle, J., & Wilson, E. (2001). Body dressing. Oxford: Berg.

## Grooming and Status Consumption: How the Groomed Body is used as an Object in Projecting Status

- Euromonitor International. (n.d.). Latest Research: Beauty and Personal Care 2012 Now Live Analyst Insight from Retrieved from http://blog.euromonitor.com/2012/04/latest-research-beauty-and-personal-care-2012-now-live-.html
- Featherstone, M. (1982). The Body in Consumer Culture. *Theory, Culture & Society, 1*(2), 18-33.
- Featherstone, M. (2003). The body in consumer culture. In A. Blaikie, M.M. Hepworth, M. Holmes, A. Howson, D. Inglis, & S. Sartain (Eds.). *The body: Critical concepts in sociology* (pp. 244-265) London: Routledge.
- Featherstone, M., Hepworth, M., & Turner, B. S. (1991). *The Body: Social process and cultural theory*. London: Publications.
- Feingold, A. (1992). Good-looking People Are Not What We Think. Psychological Bulletin, 111(2), 304-341.
- Franzoi, S. L. (2001). Is female body esteem shaped by benevolent sexism? *Sex Roles*, 44(3-4), 177-188.
- Giddens, A. (1991). Modernity and self-identity: Self and society in the late modern age. Stanford, CA: Stanford University Press.
- Goldsmith, R. E., & Clark, R. A. (2012). Materialism, status consumption, and consumer independence. *The Journal of social psychology*, *152*(1), 43-60.
- Harrison, C. (2008). Real men do wear mascara: Advertising discourse and masculine identity. *Critical discourse studies*, *5*(1), 55-74.
- Holt, D. B. (1997). Distinction in America? Recovering Bourdieu's theory of tastes from its critics. *Poetics*, *25*(2), 93-120.
- Jaeger, W. K. (2004). Status seeking and social welfare: Is there virtue in vanity?\*. *Social Science Quarterly*, 85(2), 361-379.
- Lange, H., & Meier, L. (2009). *The new middle classes: Globalizing lifestyles, consumerism and environmental concern.* Dordrecht: Springer.
- Leibenstein, H. (1950). Bandwagon, Snob, and Veblen Effects in the Theory of Consumers' Demand. *The Quarterly Journal of Economics*, 64(2), 183-207.
- Miles, S. (1998). Consumerism: As a way of life. London: Sage Publications.
- Nash, R., Fieldman, G., Hussey, T., Lévêque, J. L., & Pineau, P. (2006). Cosmetics: They influence more than Caucasian female facial attractiveness. *Journal of Applied Social Psychology*, *36*(2), 493-504.
- Nielsen (2012 -2013) Retail Measurement Audit Report (Unpublished)
- O'Cass, A., & Frost, H. (2002). Status brands: examining the effects of non-product-related brand associations on status and conspicuous consumption. *Journal of product & brand management*, 11(2), 67-88.
- Paterson, M. (2006). Consumption and Everyday Life. New York: Routledge.

## Sri Lankan Journal of Management

Vol. 19, Nos. 3 & 4, July - December, 2014

- Paulson, S. (2008). "Beauty is more than skin deep": An ethnographic study of beauty therapists and older women. *Journal of Aging Studies, 22,* 256-265
- Patsiaouras, G. (2010). Rethinking Veblen's contribution to Consumer Research: a phenomenological enquiry into the perception of 'status consumption' by middle-income British consumers. *URL*: https://lra. le. ac. uk/handle/2381/8760, accessed on, 11, 2013.
- Patsiaouras, G., & Fitchett, J. A. (2012). The evolution of conspicuous consumption. *Journal of Historical Research in Marketing*, 4(1), 154-176.
- Pinches, M. (Ed.). (1999). Culture and Privilege in Capitalist Asia. London: Routledge.
- Rook, D. W. (1985). The ritual dimension of consumer behaviour. *Journal of Consumer Research*, 251-264.
- Russell, R. (2010). Why cosmetics work. New York: Oxford University Press.
- Simmel, G. ([1904]1957). The Philosophy of Fashion. In D. Frisby & M. Featherstone (Eds.), *Simmel on culture: selected writings.* (pp. 187-205) London: Sage Publications.
- Singh, P. (2011). Consumer Culture and Postmodernism. *Postmodern Openings*, 5, March, 55-88
- Skeggs, B. (1997). Formations of class and gender: Becoming respectable, 51, London: Sage Publications.
- Thompson, C. J., & Hirschman, E. C. (1995). Understanding the socialized body: a poststructuralist analysis of consumers' self-conceptions, body images, and self-care practices. *Journal of Consumer Research*, 139-153.
- Tracy, S. J. (2010). Qualitative quality: Eight "big-tent" criteria for excellent qualitative research. Qualitative Inquiry, 16(10), 837-851. Trigg, A. B. (2001). Veblen, Bourdieu, and conspicuous consumption. *Journal of Economic Issues*, 99-115.
- Ulver, S., & Ostberg, J. (2008). Revisiting Emulation: An Empirical Illustration of Status Aspirational Approaches. *European Advances in Consumer Research*, *8*, 451-458.
- Ustuner, T., & Holt, D. B. (2010). Toward a theory of status consumption in less industrialized countries. *Journal of Consumer Research*, *37*(1), 37-56.
- Veblen, T. ([1899] 1994). *The Theory of the Leisure Class: An Economic Study of Institutions.* New York: The Macmillan Company.
- Wattanasuwan, K. (2005). The self and symbolic consumption. *Journal of American Academy of Business*, 6(1), 179-184.
- Wax, M. (1957). Themes in cosmetics and grooming. American Journal of Sociology, 588-593.
- Weininger, E. B. (2005). Pierre Bourdieu on social class and symbolic violence. In E. O. Wright (Ed.), *Approaches to class analysis.* (pp. 116–165). Cambridge: Cambridge University Press.