Reframing online brand community management: consumer conflicts, their consequences, and moderation

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Title

Reframing online brand community management: consumer conflicts, their consequences, and moderation

Purpose: Research into the dark side of online brand-managed communities (OBCs) and specifically, consumer-to-consumer (C2C) conflicts within this context are scarce. This paper explores the different forms of C2C conflicts in OBCs, measures their direct impact on observing consumers and brands and, investigates their appropriate moderation by exclusively focusing on two actors: brands versus consumers.

Methodology: Our research adopts a sequential exploratory approach. First, we capture different forms of C2C conflict via netnographic observations of five brand-managed communities. Second, the identified forms of C2C conflict are utilised in an online experiment to examine their impact on pertinent to OBCs social and commercial outcomes. Third, further two online experiments were employed to assess how brand versus consumer conflict moderators impact perceived credibility and conflict de-escalation.

Findings: We uncover three prominent forms of C2C conflict based on whether conflict occurs between supporters, non-supporters, or outsiders of the OBC. We further show that these affect consumers’ engagement behaviours and emotional responses, while brands suffer from diminished credibility and could be targets of unfavourable electronic word-of-mouth. Finally, for managing C2C conflict our findings confirm, brands are perceived as more suitable, while under certain conditions consumers can also be viewed as appropriate moderators.

Practical implications: Our article offers guidance to marketing practitioners on the different nuances of undesirable consumer interactions in brand-managed communities on social media,
their impact on customer engagement and brand perceptions, and when/whether brands or consumers may be suited to moderating these.

**Research limitations:** This research used a range of participant self-selected brands and is limited to brand-managed (as opposed to consumer-managed) communities on Facebook. While beyond the scope of this paper, the dynamics for consumer-managed communities may differ.

**Originality:** This paper makes novel contributions to the literature on consumer (mis)behaviours and OBC management. Our findings are among the first to examine the direct social and commercial consequences of C2C conflicts and to provide comparative insights into the appropriateness of two different moderators in OBCs.

**Keywords:** online incivility, consumer misbehaviours, social media networks, brand community management, Facebook moderation
Introduction

Online brand communities (OBCs) situated on social media are described as a structured set of social relationships among customers who express mutual attitudes and feelings towards a particular brand (Muniz and O’Guinn, 2001; Miliopoulou, 2021). With a rising number of companies using brand communities to better engage with their consumers (Statista, 2022a), the positive side of OBCs has been researched widely: consumers benefit from socialisation and information exchange, while companies gain important insights into consumer behaviours and market trends (e.g., Dolan et al., 2019; Kumar, 2021). There is, however, a dark side to online communities managed by brands. OBCs bring together millions of consumers with diverse engagement motives and brand perceptions (Dessart et al., 2019). These differences increasingly lead to uncivil consumer-to-consumer (C2C) interactions, henceforth referred to as C2C conflict.

Husemann and Luedicke (2013) define consumer conflicts as “an interaction relationship between two or more (groups of) market participants that have mutually exclusive or incompatible goals regarding certain consumption resources and ideologies” (p. 356). In OBCs, these conflicts typically entail one consumer posting an offensive or abusive comment to another consumer who reciprocates with further hostility (Dineva et al., 2017). Indeed, such offensive interactions have increased by 38% in recent years (Brandwatch, 2021) with a large proportion of Internet users either experiencing or witnessing some form of hostility, often resulting in social media disengagement (Pew Research Centre, 2021). Preliminary findings show that C2C conflicts can disrupt consumer-to-brand (C2B) engagement behaviours, diminish consumer perceptions of brands’ social responsibility credibility, and significantly reduce consumer satisfaction with service recovery (Bacile et al., 2018; Dineva et al., 2020).
Consequently, research has begun to acknowledge this less desirable side of OBC engagement (e.g., Naumann et al., 2020). Several authors have called for research to better understand C2C conflicts as a prominent form of online incivility and to investigate how to best address it (e.g., Dineva et al., 2020; Japutra et al., 2018; Miliopoulou, 2021). In turn, research initiatives tentatively delineate between different nuances of C2C incivility based on their content, nature, or intent (e.g., Husemann and Luedicke, 2013; Husemann et al., 2015). Nonetheless, these initiatives are largely fragmented and a more holistic understanding of the different forms of C2C conflict, which take place in OBCs, is lacking. We deem this gap important because different forms of C2C conflict are likely to influence the nature and effectiveness of the strategies or moderators employed to manage C2C conflict (Weiger et al., 2019). Furthermore, the direct social and commercial consequences of the different forms of this adverse C2C phenomenon have not been studied previously. Rather, research into the impact of adverse C2C interactions is scarce and is mostly limited to providing preliminary insights to brands regarding a single form of incivility (e.g., Hauser et al., 2017). Finally, research into the moderation of C2C conflict almost exclusively focuses on the content of conflict moderation strategies brands adopt (e.g., Dineva et al., 2020; Hauser et al., 2017), with a small number of studies investigating the moderation of different actors via observational research (e.g., brand defenders; Colliander and Wien, 2013; Dineva et al., 2017). A comparative approach to understanding the perceived appropriateness of these two prominent actors (brands versus consumers) in moderating C2C conflict in OBCs remains incomplete. Based on these research gaps, we are guided by the following three research questions (RQs):

**RQ1:** What forms of C2C conflict occur in brand-managed communities?

**RQ2:** What impact do these forms of C2C conflict have on observing consumers and brands?
**RQ3:** Which actor (brand versus consumer) is perceived as more suited to moderating C2C conflicts?

To address these RQs, we utilise four mixed methods studies. First, to uncover and categorise distinct forms of C2C conflicts, we conduct a six-month non-participatory netnography of five brand-managed communities on Facebook (Study 1). Second, we investigate the impact of these forms of C2C conflict on several social and commercial outcomes pertinent to OBCs via an online experiment (Study 2). Third, we utilise two further experiments to understand the perceived credibility and conflict de-escalation success of prominent actors (the brand versus a consumer) (Study 3a) and whether these perceptions change in the presence of reactions from observing consumers (Study 3b).

This research makes three contributions to the marketing literature. First, we advance the consumer (mis)behaviour literature (e.g., Fombelle et al., 2020) by providing a novel categorization of distinct C2C conflict forms that occur in OBCs. We extend previous research by showcasing that C2C conflicts can be understood based on the actors involved: supporters, non-supporters, outsiders. Our second and third contributions lie in the OBC management literature (Miliopoulou, 2021; Skålén et al., 2015; Wirtz et al., 2013). Through focusing on the dark side of OBCs, we offer first insights into the direct impact of C2C conflicts on social and commercial outcomes. Focusing on the consequences on community engagement behaviours and brand perceptions, we advance existing research concerned with the causes of negative customer interactive behaviours in OBCs (Naumann et al., 2020). Finally, we extend extant research on the moderation of consumer conflicts by exclusively focusing on the effectiveness of the actors who moderate the C2C conflict. Thus, by offering insights into the actors who adopt such strategies in OBCs, we advance research into the content of the conflict moderation strategies (Dineva et al., 2020).
Consumer conflicts in online brand-managed communities

The nature of consumer conflicts

Husemann and Luedicke (2013) define consumer conflict as “an interaction relationship between two or more (groups of) market participants that have mutually exclusive or incompatible goals regarding certain consumption resources and ideologies” (p.356). While the C2C conflict phenomenon shares some features with other forms of brand- and consumption-related uncivil behaviours on social media, it diverges in three ways (as summarised in Table I). First, the target of C2C conflicts are exclusively other consumers on social media, while the majority of other uncivil behaviours entail transgression towards brands. Second, interactivity is at the core of consumer conflicts. This bi-directional nature signifies that anyone participating in an OBC and expressing their opinion(/s) is the target, unlike other uncivil behaviours whose target is predominantly the brand and in the case of trolling this is typically undirected. Third, C2C conflicts are motivated by the expression of other standalone forms of C2B incivility and as such C2C conflicts represent a broader OBC phenomenon that invariably encompasses these. For instance, C2C conflict can be the outcome (e.g., consumer shares nWOM about a brand, which escalates into a conflict) or the antecedent (e.g., conflict between multiple consumers accumulates and transforms into a firestorm) of other uncivil behaviours in OBCs.

[Insert Table I here]

Past research broadly delineates between types of consumer conflict based on their content, nature, or intent. Focusing on content, empirical work by Dineva et al. (2020) differentiated between two types of C2C conflict according to content orientation and in non-profit settings, self-oriented conflict and other-oriented conflict. While the former refers to conflict resulting from topics related to one’s own benefit (e.g., implications of animal testing on advancing...
human well-being), the latter denotes conflicts occurring from topics concerning the welfare of others (e.g., implications of consumption choices on animal welfare).

Focusing on the nature of C2C conflicts, Husemann and Luedicke (2013) synthesised studies on social conflict in consumption contexts and distinguished between three forms of conflict: emancipatory, authenticity-protecting and ideology-advocating. First, the authors conclude that emancipatory conflict is among the most frequently studied forms of conflict and refers to consumer resistance and anti-consumption practices (e.g., anti-brand communities; Dessart et al., 2020). Authenticity-protecting conflict, in contrast, emerges because of oppositional claims to ownership of the same consumption object, activity, or simply using different criteria to evaluate the appropriateness of a consumption process (Arsel and Thompson, 2010). As such, it frequently occurs between consumers who support rival brands (e.g., between-community conflict; Ewing et al., 2013). Third, ideology-advocating conflict relates to consumers defending a personal consumption ideology against those of other consumers who appear to support the same brand/consumption activity (e.g., within-community conflict; Dineva et al., 2017).

Linked to Husemann and Luedicke’s (2013) emancipatory conflict but focused on intent rather than the nature of the conflict, Husemann et al. (2015) differentiated between routinized (constructive) and transgressive (destructive) consumer conflicts. Routinized conflicts involve embracing heterogeneity, inviting conflict as part of the group culture, performing conflicts visibly and democratically, complying to pre-defined norms for enacting conflicts as well as positively contributing to the community’s vitality and collective mission (Hemetsberger, 2006). In contrast, transgressive conflicts are counter-productive to the online community engagement because they are aimed at aggravating others and thus have a negative impact on the well-being of the participants in that community.
Research into the impact of C2C conflicts on consumers and brands is scarce. From a social perspective, when the expression of strong emotions including swearing, insults, and name-calling (Lee, 2005) occurs in OBCs, it often causes a significant disruption to community engagement behaviours. Thus, uncivil customer interactions typically receive more attention than non-offensive communications and as a result reach more consumers (Song et al., 2020). Consequently, a “contagiousness effect” is created and more consumers are likely to participate in uncivil online interactions (Kwon and Gruzd, 2017), while discouraging observers from participating. Moreover, when trolling behaviours occur on OBCs these often disrupt and divert consumers from engaging in constructive interactions with like-minded supporters of the brand (Jiang et al., 2018; Phillips, 2011). Bystanders and victims of this form of customer incivility report experiencing similar emotional and psychological outcomes as face-to-face forms of harassment including social anxiety and low levels of self-esteem (Pew Research Center, 2021). More specifically to conflicts in consumer-managed communities, Husemann et al. (2015) confirmed the negative consequences of transgressive (dysfunctional) conflict, which the authors suggested is detrimental to constructive community engagement and should therefore be terminated.

From brand and commercial perspectives, past research findings showed that if conflict between consumers remains unmanaged, this can accumulate generating “firestorms” (Hauser et al., 2017). Such firestorms can be particularly harmful to the brand’s reputation and typically result in financial losses (Herhausen et al., 2019). Furthermore, unmanaged customer incivility can decrease perceptions of source and message credibility, foster the formation of negative perceptions about the brand at hand (Dineva et al., 2020) and undermine brands’ service recovery efforts (Bacile et al., 2018). Online conflicts can ultimately contribute to negative
attitudes towards the consumption and/or adoption of a brand’s products and services (Hansen et al., 2018).

To summarise, research into the different types of C2C conflict in OBCs is limited and fragmented. The majority of extant studies agree that the impact of consumers’ online incivility is mostly adverse. This is because C2C conflict cause consumers to refrain from/terminate interacting with others (Pew Research Centre, 2021), while damaging the brand’s reputation and its ability to effectively communicate with its consumers (Bacile et al., 2018).

The moderation of C2C conflicts

The moderation of C2C conflicts falls under a broader phenomenon that has been well researched – the management of OBCs (e.g., Hakala et al., 2017; Wirtz et al., 2013). This broader phenomenon includes brands managing both the positive and negative C2C and C2B interactional dynamics in their online communities. Specifically, according to Wirtz et al. (2013), OBC management structurally entails four key areas including, brand orientation (the brand is the core focus), Internet use (hosted on social media channels), in addition to funding and governance by the brands themselves. Brands, in turn, establish and manage communities on social media based on these four features for the ultimate purposes of encouraging customer engagement (Gensler et al., 2013) and building brand legitimacy (Hakala et al., 2017). In the present context, OBC management is especially concerned with the governance of consumers’ interactive behaviours whereby the moderation of C2C conflicts represents an integral part.

The primary focus of conflict moderation research to date has been the content of the moderation strategies (for a review see Chandrasapth et al., 2021), while little has been done to understand the perceived suitability of the actor managing C2C conflicts. One stream of research argues that the responsibility and/or appropriateness of moderating C2C conflicts lies with the brands that host online communities (Dholakia et al., 2009; Dineva et al., 2017;
Dineva et al., 2020). This stream has focused on outlining strategies adopted by brands that sit on a spectrum ranging from cooperative (e.g., reaffirming a brand supporter, informing), to authoritative (e.g., realignment of hostile communication, censoring comments), to passive (i.e., no involvement) strategies. Some strategies were found to be more effective than others in generating desirable OBC outcomes. For instance, Dineva et al. (2020) demonstrated that realignment (i.e., asking aggravated parties to adjust their communication style or behaviour) is an effective strategy in moderating consumer conflicts regardless of the content of the conflict, while censoring and lack of involvement are ineffective approaches.

Conversely, social media networks have enabled consumers to connect not only with brands, but also with other consumers. Thus, consumers have been empowered to engage in pro-brand activities including, defending brands they favour against attacks from other consumers (Colliander and Wien, 2013; Hassan and Casaló Ariño, 2016). In turn, scholars have advocated for OBCs to be self-managed through allowing active community members/key contributors to intervene in consumer incivility (Gillespie, 2017). Colliander and Wien (2013), for instance, put forward various consumer defence styles ranging from arguing in favour of the brand (i.e., advocating, justifying), to dismissing or challenging brand attacker comments (i.e., trivializing, vouching, and doubting). Hassan and Casaló Ariño (2016) uncover similar brand defending behaviours on Facebook brand communities and differentiate between defence practices adopted by consumers of high involvement (versus low involvement) brands as well as of utilitarian (versus hedonic) brands.

In sum, researchers thus far have examined consumers and brands as moderators of uncivil interactions in isolation of one another. Comparative research into the effectiveness of these two actors, however, remains deficient. Figure 1 illustrates our research framework and focus.
Study 1

Method

The purpose of Study 1 is to address RQ1 and examine the different forms of C2C conflict in OBCs. We adopted a non-participatory netnography whereby relevant online textual data were systematically collected (Cocker et al., 2021; Kozinets, 2002). Prior to the data collection, the lead researcher initially spent a month in 10 OBCs on Facebook from various industries, which were chosen following a non-probability sampling approach. This stage enabled the researchers to gain a preliminary understanding of the different types of interactions and behaviours that take place in OBCs and select suitable communities based on the presence of relevant to this research data (Kozinets, 2002). From these we selected five brands to be included in our final sample, as illustrated in Table II, and based on the following three criteria. First, we ensured that the brands adhered to Wirtz et al.’s (2013) criteria of brand-managed communities: brand orientation, Internet use, funding, and governance by the brands themselves. Second, we selected brands from retail and foods – two industries that have exhibited among the highest presence and active customer engagement on social media in recent years (Statista, 2022b). Third, the selected brands were information-rich and experienced frequent occurrence of consumer conflicts among other types of behaviours and interactions. Next, we collected data over six months.

[Insert Table II here]

We identified and recorded a total of 259 C2C conflicts, which ranged from a minimum of two individual comments to a maximum of 160 comments. To adequately capture C2C conflicts, we followed eight characteristics inherent to C2C conflict, as prescribed by past studies (Dineva et al., 2020; Husemann and Luedicke, 2013), which are outlined in Table III with relevant examples provided from our dataset. For an excerpt to be included in our sample, we ensured, at a minimum, it contains an interaction (i.e., two-way exchange), which represents
a distinguishing feature of C2C conflicts, together with two other characteristics from Table III (e.g., profanity, rude diatribe).

[Insert Table III here]

Data analysis

We analysed data adopting a hybrid approach to thematic analysis (Braun and Clarke, 2006; Fereday and Muir-Cochrane, 2006). This process involved three main stages. First, we developed a coding template *a priori*, based on RQ1. The theory-driven template was developed from Husemann and Luedicke’s (2013) systematic research outlining three broad categories of consumer conflict: emancipatory, ideology-advocating and authenticity-protecting. The theory-driven codes were applied to the raw data, leading to the exclusion of one code (emancipatory conflict) due to its inapplicability to the dataset. The second stage comprised generating additional codes derived from the data. In this stage, we uncovered an additional data-driven code, which we subsequently termed “outer-conflict”. The final stage of data analysis involved combining the theory- and data-driven codes and collating into overarching themes, leading to three distinct forms of C2C conflicts. To ensure internal homogeneity and external validity of the themes, the data were triangulated, which involved the second researcher independently analysing a subset of the data using the research codebook. The two researchers then compared their interpretations and discussed any differences until a satisfactory level of agreement was reached. We used the method of proportional agreement (Rust and Cooil, 1994) and our inter-rater reliability index was acceptable ($I_r = .96$). We replaced all names used in this and the following studies with pseudonyms.

Findings

Three distinct forms of C2C conflict were identified: *intra-group*, *inter-group*, and *outer-group*. We show these in Table IV, which also outlines their definitions, frequencies and
provides examples. First, intra-group conflict involves apparent supporters of the same brand engaging in an uncivil interaction. The data revealed this form of conflict often occurred as a result of disagreements about the promotions a brand engages in, divergent personal values and/or opinions about how the brand should be consumed, or following an apparent brand supporter challenging, attacking, or boycotting certain brand practices, while others defend the brand.

The second distinct and most frequently occurring C2C conflict form, labelled inter-group conflict, refers to brand supporters engaging in uncivil interactions with brand non-supporters to defend the brand. In our data, the non-supporters of the brand act as brand adversaries and challenged or attacked the brand in a hostile manner, which resulted in brand supporters directly or indirectly defending the brand against these attacks. A secondary cause of this form of conflict revolved around consumers praising a rival brand and/or acclaiming its superiority over the brand in question, while the supporters of the attacked brand challenged these adversaries by defending the brand and/or its status.

Third, we identified outer-group conflict, which is characterised by apparent non-supporters of the brand engaging in uncivil discourse about topics indirectly related to the brand. In our observations, this form of conflict was produced by consumers who were uninvolved/uninterested in the brand itself. Rather, they attacked one another in relation to brand topics such as celebrity endorsers’ practice or the brand’s choice of content marketing and charitable activities. This form of conflict also occurred as a direct result of non-consumers teasing or trolling other consumers in the OBC aiming to aggravate them and provoke a response.

[Insert Table IV here]

Discussion
Our findings advance the limited knowledge on consumer conflicts. We offer a holistic and empirically informed typology consisting of three distinctive forms of C2C conflict that take place in OBCs. We are thus able to broadly contribute to the literature on consumer (mis)behaviours (Fombelle et al., 2020) and more specifically to an existing research paradigm on within-community and between-community conflict (Ewing et al., 2013; Ilhan et al., 2018).

First, we show that the apparent supporters of the same brand can engage in uncivil discourse (intra-group conflict) in relation to contesting acceptable brand practices or how the brand should be consumed. Past research on close-knit consumer-hosed online communities has showed that similar within-community tensions mostly stem from decision-making processes (Hemetsberger, 2006) or community members exerting normative pressure on one another (Husemann et al., 2015), which in turn produces conflict. Our results extend these findings and demonstrate that such tensions occur in large-scale brand-managed communities and are centred around the brand and/or its practices as a focal point of conflict.

Second, conflict in OBCs can occur between supporters and non-supporters of the brand whereby brand supporters defend the brand against adversaries. Studies have shown that similar between-community conflict can originate in oppositional loyalty or brand rivalry whereby community members adopt a negative perspective of competitor brands based on the cultural or social meanings of the brand or based on opposing customer ideologies (Colliander and Wien 2013; Ewing et al., 2013; Muñiz and O'Guinn, 2001). We extend these studies on conflict between rival communities by showing that such conflict can occur within the same brand-managed community in the form of inter-group conflict whereby supporters of the brand defend it against adversaries who challenge and attack the brand or praise a competitor brand.

Third, our results offer insight into outer-group conflict, which represents a novel contribution to the literature. Outer-group conflict takes place between consumers who appear
to be uninterested or uninvolved with the brand itself and who engage in uncivil interactions on the community. Past studies have proposed this to be an independent form of incivility in OBCs – brand trolling (Dineva and Breitsohl, 2022; Golf-Papez and Veer, 2017). Here, we demonstrate that this standalone misbehaviour, by generating further hostile interactions, also transforms into a distinct form of C2C conflict, which we termed outer-group conflict.

Study 2

Study 2 addresses RQ2 and investigates the impact of Study 1's C2C conflict forms on relevant to brand-managed communities social and commercial outcomes. Given the exploratory nature of this study and the lack of empirical data on the three forms of conflicts under investigation, a research question was favoured over hypotheses (Jann and Hinz, 2016).

Method

We conducted a randomised one-factor (inter-group vs intra-group vs outer-group conflict vs control) between-subjects experiment. We recruited subjects through an online panel (Prolific) who received a small monetary reward (£1.15 GBP) for their participation in the study. The final sample consisted of 200 UK residents ($M_{age}=30.1$, age range 18-67, $SD=10.21$, Female=$69\%$). On average, the participants visited brand-managed communities several times a month and posted comments approximately once a month.

Procedure

Study 1 data informed our experimental scenarios. First, we asked participants to name a brand that they follow on social media. Respondents who failed to name a brand, had never visited a chosen brand’s community, or failed the attention checks, were excluded from the final sample ($n=49$). Subsequently, following a post made by their chosen brand (Appendix 1), we randomly allocated subjects to one of four conditions, each portraying a different form of conflict (intra-group ($n=52$), inter-group ($n=55$), outer-group ($n=41$)) or a non-hostile
interaction (control (n=52)) (see Appendix 2 for manipulations). Next, respondents completed a control question regarding the perceived seriousness of the discussion and progressed to completing manipulation checks. Then, items related to social measures in response to the assigned scenario (see Table V for measures) were answered: interactive behaviours (Like, Hide, Report, Interact; Swani and Labrecque, 2020), emotional response (DeWitt et al., 2008), and community engagement (Hanson et al., 2019)). Items relating to commercial constructs were also completed: webcare credibility (Weitzl and Hutzinger, 2017), attitude (Johnen and Schnittka, 2019), trust (Sung and Kim, 2010), and electronic word-of-mouth (eWOM) (Richins, 1983). The study concluded with demographics questions.

Findings

We asked the participants to rate whether their assigned conflict scenario refers to one of the following: “Followers of the brand page disagreeing with one another”, “Followers of the brand defending the brand against non-followers of the brand”, “Social media users attacking each other in relation to the brand”, or “Followers of the brand conversing about the brand post” to assess the validity of the manipulations. We employed a chi-squared test, which confirmed that the respondents correctly differentiated between the different forms of conflicts and the control condition ($\chi^2 (9, 200)=208.68, p<.001$).

Subsequently, we conducted a one-way multivariate analysis of variance (MANOVA) with C2C conflict as an independent variable and social outcomes including “Like”, “Hide”, “Report” and “Interact” with the conflict, emotional response (positive and negative) and brand community engagement as dependent variables. The results showed a significant main effect of C2C conflict forms on all social outcomes (Wilk’s $\lambda=.46, F(21, 546)=8.15, p<.001$, partial-$\eta^2=.23$) and table VI reports the summary of the associated univariate results. We further
conducted Tukey HSD post hoc multiple comparison tests to understand where the differences lie.

[Insert Table VI here]

In all three conflict conditions (intra-group ($M=3.44, SD=2.02$), inter-group ($M=3.31, 2.01$), and outer-group ($M=3.20, SD=2.06$)), the respondents disagreed that they would react favourably to the conflict through “liking” the comments, compared with the control condition ($M=4.81, SD=1.51$) (all $p\text{s}<.01$). Furthermore, the respondents were more likely to react unfavourably to the three C2C conflict scenarios through “hiding” the comments (intra-group ($M=3.83, SD=1.94$), inter-group ($M=4.22, SD=1.84$), and outer-group ($M=4.51, SD=1.85$)), compared with the non-hostile interaction ($M=2.48, SD=1.31$) (all $p\text{s}<.001$), though the tendency to do so was lower for the intra-group and inter-group conflicts, as evidenced in the descriptive statistics. The participants further agreed that they are more willing to “report” all three conflict scenarios (intra-group conflict ($M=3.96, SD=1.87$), inter-group ($M=4.55, SD=1.74$), outer-group ($M=4.54, SD=1.85$)) compared with the control scenario ($M=2.04, SD=1.28$) (all $p\text{s}<.001$), and this is particularly evident for the inter-group and outer-group conflicts, as shown by the descriptive results.

Focusing on interacting with the conflict, respondents across all three forms of C2C conflicts disagreed that they would interact with the conflict (intra-group ($M=2.44, SD=1.59$), inter-group ($M=2.07, SD=1.40$) and outer-group ($M=2.07, SD=1.21$)) in comparison with the non-hostile scenario ($M=4.00, SD=1.57$) (all $p\text{s}<.001$). Moreover, following exposure to all C2C conflict forms (intra-group ($M=2.96, SD=1.38$), inter-group ($M=2.96, SD=1.37$) and outer-group ($M=2.79, SD=1.73$)), the respondents did not report experiencing positive emotions, while the control group reported a positive emotional response ($M=4.50, .99$) (all $p\text{s}<.001$). While the respondents generally disagreed that they were likely to experience
negative emotions in all C2C conflicts (intra-group ($M=3.71, SD=1.39$), inter-group ($M=3.64, SD=1.58$) and outer-group ($M=3.99, SD=1.40$)), they were more likely to do so compared with the non-hostile scenario ($M=1.63, SD=.87$) (all $ps<.001$). Interestingly, across these five variables, no significant differences were found between the three C2C conflict groups ($ps>.05$). For community engagement, participants were less likely to engage in the OBC following observing outer-group ($M=4.20, SD=1.58$) and intra-group ($M=4.35, SD=1.78$) conflicts compared with the control group who reported high community engagement intentions ($M=5.50, SD=1.50$) ($ps<.01$). No other significant differences were found between the groups ($ps>.05$).

To assess the impact of C2C conflicts on commercial outcomes, we conducted a one-way MANOVA with brand webcare credibility, brand attitude, brand trust and eWOM (positive and negative) as dependent variables, and forms of C2C conflict as the independent variable. The results showed a significant effect of C2C conflict on all dependent variables (Wilk’s $\lambda=.46, F(15, 530)=11.35, p<.001$, partial-$\eta^2=.23$). We then used Tukey HSD post hoc tests for multiple pairwise comparisons.

In terms of webcare credibility, the respondents disagreed that the brand cares about how participants in its Facebook community converse in all three C2C conflict scenarios (intra- ($M=2.94, SD=1.43$), inter-group ($M=3.38, SD=1.52$), and outer-group ($M=2.68, SD=1.04$)) compared with the control condition ($M=5.44, SD=1.07$) (all $ps<.001$). Moreover, there was a significant difference between the inter-group and outer-group conflicts with respondents perceiving the brand as less caring in the inter-group conflict ($p<.05$). No other significant differences were found ($p>.05$).

Respondents further indicated that their attitude towards the brand is significantly lower in all C2C conflict scenarios (intra-group ($M=4.38, SD=1.31$), inter-group ($M=5.15, SD=1.21$),
and outer-group ($M=4.37$, $SD=1.04$)) compared with the non-hostile scenario ($M=5.74$, $SD=1.00$) (all $ps<.05$), but not affected negatively as seen in the descriptive results. Moreover, a significant difference was found between the inter-group conflict and the intra-group as well as between the inter-group and outer-group conflicts scenarios ($ps<.01$). No significant differences were found between the remaining groups ($p>.05$). Similarly, the results revealed significant differences between all C2C conflict scenarios (intra-group ($M=4.52$, $SD=1.14$), inter-group ($M=4.73$, $SD=1.27$), and outer-group ($M=4.37$, $SD=1.01$)) and the control group ($M=5.43$, $SD=.97$) on brand trust (all $ps<.01$). While brand trust is significantly lower in all conflict scenarios compared with the control condition, the descriptive results show that only the outer-group conflict has the potential to negatively impact brand trust. No significant differences were found between the three conflict groups ($ps>.05$).

Finally, the respondents disagreed that they would share pWOM about the brand’s Facebook community in all three conflicts (intra-group ($M=2.90$, 1.44), inter-group ($M=3.44$, $SD=1.46$), and outer-group ($M=2.73$, $SD=1.45$)) compared with the non-hostile condition ($M=5.12$, $SD=1.11$) ($ps<.001$). No significant differences were found between the three conflict groups ($ps>.05$). In contrast, for nWOM, the respondents displayed a significantly higher tendency to engage in nWOM about the brand community after being exposed to all the conflict scenarios (intra-group ($M=3.42$, $SD=1.58$), inter-group ($M=3.47$, $SD=1.37$), and outer-group ($M=3.72$, $SD=1.32$)) in comparison with the control group ($M=1.73$, $SD=.82$) ($ps<.001$), but are unlikely to do so, as evidenced in the descriptive results. No significant differences were found between the three conflict groups ($ps>.05$).

**Discussion**
The results from Study 2 consistently show across several social and commercial OBC outcomes that C2C conflicts have a negative impact on both observing consumers and brands. This has important implications for the management of OBCs.

First, our findings demonstrate that C2C conflicts negatively impact the engagement and interactive behaviours of consumers on brand-managed communities. Accordingly, past research has demonstrated that uncivil online behaviours can discourage engagement behaviours by observing consumers (Adjei et al., 2010; Bacile et al., 2018). We confirm and advance this knowledge with insights into specific engagement behaviours. Specifically, we show in the presence of C2C conflicts, consumers will not participate in otherwise valuable to brands interactive behaviours such as liking and commenting on brand posts. Consumers are also overall less likely to visit, post comments in and follow the OBC. Moreover, we reveal that consumers are willing to dismiss uncivil C2C comments through hiding and reporting such incidents, which has important implications for brands regarding the overall engagement on their communities (Kumar, 2020).

A further novel contribution refers to the consumers' emotional response towards C2C conflicts in OBCs, which to date, has received little attention. Our findings confirm consumers do not experience positive emotions when exposed to C2C conflicts. Furthermore, there is an increased likelihood to experience negative emotions. In relation, researchers have shown that negative emotional experiences in brand communities can be particularly harmful for attracting and retaining novice community participants (Zhou et al., 2019). Moreover, negative emotional responses can prevent brands from reaching a wide audience and promoting their agenda (Fombelle et al., 2020). We advance this research by showing that the source of negative emotions in OBCs can be C2C conflicts.
Our second contribution lies in the consequences of C2C conflicts for brands. We find that exposure to C2C conflicts produces negative perceptions towards the brand’s expertise in managing its community (webcare credibility). Weitzl and Hutzinger (2017) confirm this association in a service recovery context and found that webcare credibility is negatively impacted by the presence of uncivil customer behaviours and is dependent on effective incivility moderation. Building on these insights, we further observed that consumers’ general attitudes towards the brand and trust perceptions decreased after witnessing a C2C conflict, but remained unaffected negatively, nevertheless. A possible explanation for these findings is consumers do not attribute blame to the brand for the occurrence of uncivil interactions in its online community since they recognise this is outside of the brand’s control (Shin and Larson, 2020), but nevertheless expect the brand to moderate the incidents when they take place, which is illustrated by our webcare credibility results. Lastly, consumers are unlikely to recommend the OBC to others and displayed a higher tendency to dissuade others from engaging in the brand community after observing C2C conflicts. With these findings, we extend past research eWOM and community advocacy (e.g., Zhou et al., 2019) by showing that when customers witness C2C conflicts, they will refrain from sharing pWOM and could engage in nWOM about the OBC.

Finally, the undesirable consequences we uncovered in Study 2 were largely present irrespective of the different C2C conflicts the participants were exposed to. This has an important implication for the management of OBCs and we owe it to consumers generally disapproving of uncivil online interactions in OBCs (Bacile et al., 2018). Interestingly, conflicts between brand supporters and non-supporters (inter-group) as well as those caused by non-supporters of the brand (outer-group) generated more negative attitudes, perceptions, and behavioural intentions compared with conflicts between supporters of the brand (intra-group). We speculate this is because intra-group incivility is expected and normalised in online
community settings, as confirmed in research findings on routinized C2C conflicts (Husemann et al., 2015), while conflicts stemming from rivalry and complete outsiders of the community are deemed as more intolerable.

**Study 3a**

Study 3a aims to address our RQ3. Study 3a uncovers who should be responsible for the moderation of C2C conflicts from the observing consumers’ perspective, given the negative community consequences observed in Study 2. When managing OBCs, scholars have put forward multiple actors depending on the type of community (consumer- vs brand-managed), two of which are more prominent than others in relation to moderating uncivil behaviours: consumers and brands (Dineva et al., 2017; Colliander and Wien, 2013; Närvänen et al., 2019; Pedeliento et al., 2020). In relation to the former, research has confirmed that consumers can act as successful moderators (Colliander and Wien, 2013; Hassan and Casaló Ariño, 2016), and that this is typical for consumer-managed online communities (e.g., Husemann et al., 2015; Pedeliento et al., 2020). In these communities, peer super users or key contributors engage in moderation in the absence of formal brand authority and/or brand appointed moderators (Noble et al., 2012).

The majority of research, however, suggests brands are primarily responsible for the moderation of incivility in OBCs (e.g., Bacile et al., 2018, Dholakia et al., 2009; Dineva et al., 2020; Närvänen et al., 2019), particularly when these communities are brand-managed (Wirtz et al., 2013). Since OBCs are created and funded by the brand, the responsibility for community management including establishing rules and expectations of appropriate customer engagement behaviours lies with the brand itself (Gensler et al., 2013; Wirtz et al., 2013). Relatedly, when transgressive behaviours occur, consumers expect brands to get involved in the first instance by enforcing their established community engagement rules and moderate the
incivility incident (Bacile et al., 2018; Pew Research Centre, 2021). Moreover, in OBCs, brands are perceived as the authority and intervening in transgressive interactions is most often and most effectively performed by formal brand moderators, according to Noble et al. (2012). Based on this research, we expect that in brand-managed communities, successful conflict moderation will be achieved by brands since consumers perceive governance to be the brand’s (vs other consumers’) first and foremost responsibility and predict the following:

**H1:** When C2C conflict occurs, the brand (“Author”) will be perceived as a more credible actor in moderating the conflict compared to a consumer (“Top fan”).

**H2:** When C2C conflict occurs, the brand (“Author”) will be perceived as more successful in de-escalating the conflict compared with a consumer (“Top fan”).

**Method**

In Study 3a, we employed a one-factor (moderation posted by: Author vs Top fan) between-subjects experimental design. We recruited respondents through an online panel (Prolific) who received a small monetary reward (£1 GBP) for their participation in the study. The sample consisted of 180 UK residents ($M_{age}$=30.26, age range 18-59, $SD$=9.67, Female=75.6%). The participants visited on average their chosen brand-managed community 2-3 times per month, while posted comments approximately once per month.

**Procedure**

Akin with Study 2, we asked the participants to name a brand that they follow on social media. The respondents who failed to name a brand, stated they never visited any of their chosen brand’s social media communities, or failed the attention checks, were excluded from the study (n=41). Subsequently, the respondents were exposed to one C2C conflict scenario, following reading the same brand post we used in Study 2 (Appendix 1). One uniform conflict scenario was favoured in this and the following study, given the marginal differences found in
Study 2 between the different forms of C2C conflict. Next, we randomly allocated each subject to one of two experimental conditions, showcasing a different actor (brand (n=84); consumer (n=96)) moderating the conflict (see Appendix 3). We operationalised the conflict moderation in two ways. First, to account for different actors moderating the conflict, we adapted Facebook’s interface features. The brand’s moderation was labelled as posted by “Author”, while a moderation posted by a consumer was labelled as “Top fan”. Second, for the content of the moderation we utilised a “realignment” strategy (i.e., consumers are asked to adjust their language), which has been previously identified as most effective in moderating C2C conflict (Dineva et al., 2020). Next, we asked respondents a control question regarding their expectations of conflict moderation. Thereafter, the respondents completed manipulation checks and answered questions about the credibility of moderator and perceptions about conflict de-escalation (see Table V for measures). The survey concluded with demographic items.

Findings

Using a chi-squared test, we confirmed that the respondents correctly differentiated between the different actors moderating the C2C conflict (brand vs consumer) ($\chi^2 (1, 180) = 135.16, p<.001$). To test our first hypothesis, an independent samples t-test was performed with conflict moderator actor as the independent variable and moderator credibility as dependent. This showed statistically significant differences ($t_{(178)}=3.78, p<.001$). Although the descriptive results showed that both brands and consumers are seen credible conflict moderators, the respondents perceived the brand ($M=5.53, SD=1.19$) as the more credible actor in moderating the conflict compared with the consumer ($M=4.86, SD=1.20$), which confirms Hypothesis 1.

To test the second hypothesis, we performed an independent samples t-test with moderator actor as the independent variable and conflict de-escalation as a dependent variable, which
generated statistically significant results ($t_{(178)} = 2.19, p < .05$). The results show that the brand is perceived as more successful in conflict de-escalation ($M = 3.87$, $SD = 1.42$) in comparison with a consumer ($M = 3.41$, $SD = 1.39$), thus allowing us to confirm Hypothesis 2. However, while there is a higher likelihood for the brand to de-escalate the C2C conflict, both actors are perceived as somewhat futile in doing so, as evidenced in the descriptive statistics. Taken together, these results show that when C2C conflicts occur on OBCs, it is the brand who is perceived as more suited to moderating these incidents.

**Discussion**

Our findings show that brands are perceived as more credible in moderating C2C conflicts in OBCs. The majority of past research suggests that brands should be responsible for the moderation of incivility in the OBCs they host (Bacile et al., 2018; Dholakia et al., 2009; Dineva et al., 2017) and here we advance these findings by demonstrating that observing consumers favour brand (as opposed to consumer) moderators. In addition, brands are viewed as more suited to conflict de-escalation compared with other consumers, although this may not ultimately result in de-escalating C2C conflicts. A possible explanation for this finding is the range of contexts in which respondents’ self-selected brands operate (e.g., commercial brands, non-profit brands) and the possible different conflict management expectations that may exist. Indeed, studies have shown that differences in communication strategies and content moderation on social media can produce diverse consumer perceptions (Dolan et al., 2019; Hauser et al., 2017).

**Study 3b**

Study 3b further addresses our RQ3 in order to understand whether credibility perceptions regarding the conflict moderator and conflict de-escalation success alter when the moderator receives support (versus not) from observing consumers in the community. Consequently, we
draw from established theories in social psychology, which confirm individuals can be susceptive to the opinions and behaviours of others in certain situations (i.e., interpersonal influences (Sweeney et al., 2014)), as well as strive to behave like others by either categorising them into in-group and out-group members (i.e., social identity theory (Kuo and Hou, 2017)), or change/adapt their behaviours by learning from observing others (i.e., social learning theory (Zhou et al., 2013)). In the context of C2C conflict moderation, we extend the findings from Study 3a and expect that observing other consumers within an OBC favouring (versus disapproving of) the moderator will impact the credibility perceptions of the moderator and the perceived success of conflict de-escalation. Thus:

**H3a-b:** When a C2C conflict occurs, (a) a moderator who received positive (vs negative) reactions from observing consumers in the community will be perceived as more credible and (b) this relationship will strengthen when the brand (“Author”) moderates the conflict (vs a consumer; “Top fan”).

**H4a-b:** When a C2C conflict occurs, (a) a moderator who received positive (vs negative) reactions from observing consumers in the community will be perceived as more successful in conflict de-escalation and (b) this relationship will strengthen when the brand (“Author”) moderates the conflict (vs a consumer; “Top fan”).

**Method and Procedure**

We conducted a randomized 2 (moderation posted by: Author vs Top fan) x 2 (positive reactions received vs negative reactions received) between-subjects experiment. We recruited subjects through an online panel (Prolific) who received a small monetary reward (£0.90 GBP) for their participation in the study. The sample consisted of 245 UK residents ($M_{age}=29.89$, age range 18-60, $SD=8.96$, Female=70.6%). The participants visited the online community of their chosen brand several times a month, while posted comments approximately once per month.
Study 3b followed the same procedure as Study 3a. In total, we removed 75 respondents from the study. We employed the same C2C conflict manipulation adopted in Study 3a, while the support from observing consumers (brand (n=58); consumer (n=68)) we operationalised by including positive emojis (i.e., “Like”, “Love”) as reactions to the moderator’s comment, while non-support with the moderation (brand (n=59); consumer (n=60)) we manipulated using negative emojis (i.e., “Angry”, “Shock”) taken from Facebook’s reactions banner (see Appendix 4). We utilised the same measures used in Study 3a, which are outlined in Table V.

Findings

Using a chi-squared test, we confirmed that the respondents correctly differentiated between the different reactions (positive vs negative) to the moderators ($\chi^2(3, 245) = 121.79$, $p<.001$). We conducted a two-way analysis of variance (ANOVA) with moderator actor and observing consumers’ reactions as independent variables and moderator credibility as a dependent variable, which yielded significant results ($F(3, 245) = 10.88$, $p<.001$, partial-$\eta^2=.12$).

Tukey HSD post-hoc multiple comparison tests revealed that the brand moderator that received positive reactions ($M=5.90$, $SD=1.13$) is more credible than a consumer moderator who received positive ($M=5.16$, $SD=1.21$) ($p<.01$) as well as a more credible than a consumer moderator who received negative reactions ($M=4.72$, $SD=1.35$) ($p<.001$). The results further showed that a brand with negative reactions ($M=5.64$, $SD=1.18$) is still perceived as more credible than a consumer moderator with negative reactions ($p<.001$). No other significant differences were found ($ps>.05$). While the descriptive results suggest that both brands and consumers are perceived as suitable moderators to C2C conflicts, brands that receive both positive and negative reactions to their moderation are rated by respondents as most credible based on which we reject H3a and confirm H3b.
We further conducted a two-way ANOVA with conflict de-escalation as a dependent variable, which was statistically significant ($F(3, 245) = 5.05, p < .01$, partial-$\eta^2 = .06$). Tukey HSD post-hoc tests showed that both the brand ($M = 3.78, SD = 1.40$) as well as a consumer ($M = 3.73, SD = 1.36$) who received positive reactions, are perceived as more successful in conflict de-escalation in comparison with a consumer moderator receiving negative reactions ($M = 2.92, SD = 1.32$) ($ps < .01$). No other significant results were found between the remaining groups ($ps > .05$). These findings allow us to confirm H4a and reject H4b.

Discussion

Our results are consistent with Study 3a’s findings and with past research suggesting that brands are better suited to moderating online incivility in their OBCs (Bacile et al., 2018; Dholakia et al., 2009; Dineva et al., 2017). We extend this research and show that brands are perceived as more credible in moderating C2C conflicts, regardless of whether the moderation receives support or not from observing consumers. Importantly, however, our results further demonstrate that consumers can also be perceived as credible C2C conflict moderators in instances where they receive support from observing consumers in OBCs. This complements findings by Colliander and Wien (2013) on consumer defensive behaviours in consumer-managed communities and we extend this knowledge to brand-managed online communities.

Focusing on conflict de-escalation, we show that support (versus not) from observing consumers in the form of positive reactions matters for both brands and consumers. Specifically, both actors are perceived as more successful in conflict de-escalation in their presence. Moreover, while our descriptive results showed that C2C conflict moderation irrespective of the actor may not de-escalate the conflict, when negative reactions to the consumer moderator are present, de-escalation is less likely to happen. Our findings extend past research on the actors moderating online incivility (Colliander and Wien, 2013; Dineva et
al., 2017; Gillespie, 2017) and we suggest that a combined approach to C2C conflict moderation may be a suitable approach going forward for the successful management of OBCs.

General Discussion

Theoretical Implications

In this paper, we examined an important and increasingly prevalent phenomenon inherent to the dark side of brand-managed communities: C2C conflict. In doing so, we contribute to the customer misbehaviour and OBC management literature streams. Past research on consumer incivility is fragmented (Husemann and Luedicke et al., 2013), focusing on isolated forms of incivility and distinguishing between these based on the online versus offline contexts in which they occur (Fombelle et al., 2020). We add to this consumer misbehaviour literature by providing a fuller understanding into C2C conflict behaviour in OBCs and its distinct forms. Specifically, we distinguish between three forms of C2C conflict: intra-group, inter-group, and outer-group. Intra-group and inter-group conflicts have been acknowledged in past research on brand rivalry and the related within- versus between-community conflict behaviours (e.g., Ewing et al., 2013; Ilhan et al., 2018). We advance these findings by showing that not only different forms of within-community (intra-group) and between-community (inter-group) C2C conflict can occur within a single brand-managed community, but that C2C conflict can also be generated by complete outsiders (outer-group) of the OBC. Outer-group conflict is thus a novel contribution to the literature on uncivil consumer behaviours, which can typically be the result of other forms of incivility (e.g., trolling).

Our second and third contributions are to the broader brand community management literature (Miliopoulou, 2021; Skålén et al., 2015; Wirtz et al., 2013). We provide first empirical findings on the direct consequences of C2C conflicts on social and commercial community engagement outcomes. Focusing on social outcomes and in line with past research on online incivility (Adjei et al., 2010; Bacile et al., 2018), we show that C2C conflicts have
an overall adverse impact on consumer engagement in the OBC. Our findings advance this research with specific insights into diminished interactive behaviours (reactions to and interacting with others), community enjoyment (emotional responses) and community engagement (visiting intentions) following observing C2C conflict. Additionally, we uncover an important link between observing C2C conflict and one’s emotional response in that consumers are more likely to experience negative emotions when exposed to conflicts. Others have shown that emotions are a strong driver of positive cognitive, attitudinal, and behavioural consumer outcomes in online communities (DeWitt et al., 2008). Our study is the first to highlight consumers’ negative affective processes to the detriment of the OBC in response to C2C conflicts taking place.

From a brand perspective, C2C conflicts produce mixed commercial outcomes. Consistent with past research findings in service recovery contexts (Shin and Larson, 2020; Weitzl and Hutzing, 2017), our results demonstrate that perceptions of the brand’s webcare credibility is negatively impacted in the presence of C2C conflicts. Interestingly, however, C2C conflicts do not result in negative brand attitudes and brand distrust. We speculate that while consumers may expect brands to moderate uncivil interactions in their online communities, the occurrence of C2C conflict is ultimately perceived to be outside of the brand’s control, therefore not affecting attitudes towards the brand and perceptions of trust. Nonetheless, we demonstrate that consumers are less willing to encourage and are more willing to discourage others from participating in the OBC when different forms of C2C conflicts occur, which research by Liao and Wang (2020) found to be negatively impacting brand commitment.

Finally, we specifically advance research into the moderation of online incivility in OBCs (Bacile et al., 2018; Dineva et al., 2017). We extend scarce findings on how different moderators impact adverse consumer behaviours within online communities when conflict takes place. While past research suggested that brands may be best suited (Dineva et al., 2017),
we offer further insight into these dynamics and complement these findings in two ways. First, we evidence brands are consumers’ preferred choice in C2C conflict moderation because brands are perceived as more credible and more successful at conflict de-escalation compared to consumers. Second, we demonstrate that the credibility of a moderator can be increased if the moderator is offered support by other community members. Thus, our findings show that moderation dynamics are not simple and that the interplay between the brand moderator and consumer support is most effective at tackling C2C conflict.

**Managerial Implications**

Our study raises important implications for marketing and brand managers practicing in the social media space. Our findings reveal consumers who view online conflict including profanities and aggressive exchanges in brands’ online community spaces do not automatically distrust the brand. This finding is welcome news to managers who are concerned that the occurrence of online conflict might blight consumers’ attitudes towards the brands which they manage. However, our data also evidences that practitioners cannot afford to be passive in the moderation of C2C conflicts, because C2C conflicts can negatively impact brand attitude dynamics. Consequently, brands should actively moderate such incidences and be seen to do so by members of the brand community. Specifically, our findings show that the brand is most credible and successful in de-escalating C2C conflicts compared to consumer moderation, and therefore managers might increase the functionality and positivity of their brand communities via active moderation of conflicts as opposed to assuming passive “let’s see if this blows over” or “let them fight it out amongst themselves” approaches. Thus, allocating sufficient resources to this task could yield wide ranging benefits including the mitigation of C2C conflicts, fostering positive attitudinal and emotional responses from consumers and the ability to utilise some form of prompt over the tone of the narratives, which occur on brand community pages. Indeed, the results from our analysis reinforce the importance of assuming an active versus a
passive approach to the moderation of C2C conflicts because active moderation by the brand has positive effects on how consumers view the brand.

While our findings show that the brand is best positioned to moderate brand community C2C conflicts, our data also highlights the value of other user support. That is, we find that moderation efforts are deemed most effective when the moderator is supported by other users. Consequently, brands might consider how they could utilise brand ambassadors and key contributors in their community spaces to play a secondary supportive moderation role reinforcing the moderators’ narratives and further tackling and de-escalating C2C conflicts. This approach maintains the brand’s authority as primary moderator and thus regulator of the space but allows community members to aid and assist in such proceedings. This two-prong approach may yield greater levels of success in the moderation of C2C conflicts because all community actors (the brand and its users) are involved with the co-creation of policing the brand community space.

The study results demonstrate that not all C2C brand conflicts are the same and consequently, managers may need to moderate and tackle each form using different tactics and strategies. For example, our study reveals a form of previously unexplored brand conflict labelled outer-brand conflict. At first glance, practitioners may pay little attention to this content, because it does not directly relate to the brand, its products or services, or brand values. However, given that benefits can be gained in consumer brand attitudes, trust, and community engagement from moderating such exchanges, and the assumption that brands wish to foster positive and constructive online communities, practitioners should actively manage such exchanges. For example, while conflicts regarding misinformation surrounding the brand itself (i.e., a form of intra-group conflict) might be best tackled via direct debunking and presentation of the “facts”, dealing with outer-brand conflicts will require a different approach wherein the
brand might focus on the appropriateness of the presentation of the narrative (i.e., use of profanities and insults), rather than the argument itself.

**Limitations and Future Research**

Our study’s limitations provide opportunities for future research. First, our research settings are based within one social media platform – Facebook, due to its popularity and being deemed an appropriate site for investigating the phenomenon at hand (e.g., Bowden and Mirzaei, 2021). It is likely that consumers’ interactive behaviours as well as moderation practices on other social media platforms (e.g., Twitter, Instagram) vary, and we recommend future research investigates the format and content of conflict taking place on these platforms and brands’ subsequent responses. Second, our studies utilised a wide range of self-selected brands from different product/service categories and backgrounds, which may have impacted the consumer involvement with the brand and the subsequent perceived effectiveness of the moderator. Future studies might investigate whether the perceived effectiveness of the moderator (brand versus consumer) vary depending on the brand at hand e.g., low versus high involvement brands, utilitarian versus hedonic brands, as well as in combination with different communication content.

Third, the literature differentiates between consumer- and brand-managed online communities and the focus of this work was on the latter. By exclusively adopting the lens of brand-managed communities, our research excluded consumer-led communities, which may produce additional insights into the nature of C2C conflicts and perceptions about their management. In response, we encourage future research to examine consumer-managed communities including anti-brand communities in order to gain a more holistic understanding of the overarching phenomenon of OBC management. Fourth, we examined the effectiveness of different moderators in the context of the received support (versus disproval) from observing
consumers and acknowledge that other factors may influence their perceived effectiveness such as the content of the strategy. A corresponding future research area thus lies in investigating additional conditions contributing to the perceived effectiveness of moderators handling C2C conflicts.
References


### Table I Brand- and consumption-related forms of incivility in OBCs

<table>
<thead>
<tr>
<th>Form of incivility</th>
<th>Purpose</th>
<th>Direction</th>
<th>Target</th>
<th>Author(s), year</th>
</tr>
</thead>
<tbody>
<tr>
<td>C2C conflict</td>
<td>To express divergent opinions in a hostile manner.</td>
<td>Bi-directional</td>
<td>Other consumers</td>
<td>Dineva et al. (2017)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Husemann and Luedicke (2013)</td>
</tr>
<tr>
<td>Brand hate</td>
<td>To express repulsion, disgust, anger, rage, or contempt towards a brand.</td>
<td>Unidirectional</td>
<td>Brands</td>
<td>Aziz and Rahman (2022)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Zarantonello et al. (2016)</td>
</tr>
<tr>
<td>Trolling</td>
<td>To disrupt and aggravate brand and consumer communications with no instrumental purpose.</td>
<td>Undirected</td>
<td>Brands and other consumers</td>
<td>Dineva and Breitsohl (2022)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Golf-Papez and Veer (2017)</td>
</tr>
<tr>
<td>nWOM</td>
<td>To share negative information about a brand, typically in response to a dissatisfactory experience.</td>
<td>Unidirectional</td>
<td>Brands</td>
<td>Richins (1983)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Sweeney et al. (2014)</td>
</tr>
<tr>
<td>Firestorms</td>
<td>To cause a social media scandal through the accumulation of conflict/nWOM in response to a specific brand (mal)practice.</td>
<td>Unidirectional</td>
<td>Brands</td>
<td>Hauser et al. (2017)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Herhausen et al. (2019)</td>
</tr>
</tbody>
</table>
### Anti-brand activities

To participate in activities (boycott, revenge, retaliation) that sabotage and/or punish the brand.

|------------------------|---------------------|----------------------|---------------------|

### Table II Study 1 sample

<table>
<thead>
<tr>
<th>Brand community</th>
<th>Description</th>
<th>Brand community</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adidas</td>
<td>Sports apparel brand</td>
<td>39,641,538 followers</td>
<td><a href="https://www.facebook.com/adidasUK">https://www.facebook.com/adidasUK</a></td>
</tr>
<tr>
<td>Burger King</td>
<td>Food and drink brand</td>
<td>8,499,585 followers</td>
<td><a href="https://www.facebook.com/burgerking">https://www.facebook.com/burgerking</a></td>
</tr>
<tr>
<td>Costa Coffee</td>
<td>Coffee and beverages brand</td>
<td>1,754,271 followers</td>
<td><a href="https://www.facebook.com/CostaCoffee">https://www.facebook.com/CostaCoffee</a></td>
</tr>
<tr>
<td>Nike</td>
<td>Sportswear brand</td>
<td>36,571,286 followers</td>
<td><a href="https://www.facebook.com/nike">https://www.facebook.com/nike</a></td>
</tr>
<tr>
<td>Tesco</td>
<td>Retail and consumer merchandise</td>
<td>2,595,249 followers</td>
<td><a href="https://www.facebook.com/tesco">https://www.facebook.com/tesco</a></td>
</tr>
</tbody>
</table>
### Table III C2C conflict characteristics (adapted from Dineva et al., 2020; Husemann and Luedicke, 2013)

<table>
<thead>
<tr>
<th>Characteristic</th>
<th>Description</th>
<th>Examples</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Two-way interactive exchange</strong></td>
<td>A two-way episode where the originator (aggressor/victim) looks for/receives a verbal response from another person.</td>
<td>Consumer 1: “Back to slavery? Smfh!!!! Dislike!!!! I would have never agreed to this. “ Consumer 2: “Lol dislike, what a joker” Consumer 1: “Go suck your mum fucktard”</td>
</tr>
<tr>
<td><strong>Conflict actors</strong></td>
<td>Two or more parties with mutual visibility and contact.</td>
<td>Minimum actors: 2, Maximum actors: 42</td>
</tr>
<tr>
<td><strong>Consumption mediator</strong></td>
<td>Central to the conflict consumption activity or object that gives rise to the conflict.</td>
<td>product frustration, unpleasant retail experience, inadequate brand promotion, immoral celebrity endorser, unethical brand practices</td>
</tr>
<tr>
<td>(i.e., underlying conflict object)</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Rude or insulting diatribe</strong></td>
<td>(Hostile) personal attacks towards a user who posts a comment.</td>
<td>“mind your own fucking business”</td>
</tr>
<tr>
<td></td>
<td></td>
<td>“Find out what hypocrite means before you go spouting your gob off!”</td>
</tr>
<tr>
<td></td>
<td></td>
<td>“How is it a scam the cup gets filled to the brim you would scold yourself idiots”</td>
</tr>
<tr>
<td></td>
<td></td>
<td>“Uneducated moron.”</td>
</tr>
</tbody>
</table>
**Emoticons and acronyms**
The use of emoticons and acronyms to reinforce the content intensity.
(middle finger emoji), (straight face emoji), (angry face emoji)
“Smfh”, “ffs”, “stfu”, “wtf”

**Capitalized words and sentences**
The deliberate use of capitalized words/sentences to emphasize a point/express the emotion of anger.
“SCUMBAGS”, “WE ARE NOW ORGANISING TO BOYCOT your products”
“yes BUTT LOVER?”
“What AN APPALLING WAY TO TREAT CUSTOMERS!!!”

**Multiple punctuation marks**
The deliberate use of multiple punctuation marks to express an intense emotion.
“!!!”, “???””, “??!””, “....”

<table>
<thead>
<tr>
<th>Table IV C2C conflict forms</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Codes</strong></td>
</tr>
<tr>
<td>Different personal values or opinions regarding what are acceptable brand practices (e.g., products, brand promotions) or how the brand should be</td>
</tr>
</tbody>
</table>
consumed

Consumer of the brand expressing dissatisfaction/attacking/boycotting the brand, while other consumers directly or indirectly defend the brand

Inter-group 61%

C2C conflict whereby consumers engage in uncivil discourse to defend the brand against brand adversaries.

Andy Styles: @Victoria Christmas time a bit late for complaining now like ha

Victoria Jackson: @Andy wasn't complaining merely stating a fact So mind your own fucking business"

"Helen Gough: Can you only use it once does anyone know?

Iain Clark: If only @Helen would have taken the time to read the description on the post, Helen would have gotten her answer, We wish Helen a speedy recovery from her eyesight (smiley emoji)

Helen Gough: Guess I was too busy watching the video, no need to be mean! Crikey must be hard being perfect! Thank you Tesco for being kinder"

"Evan Fraser: Why is burger king so much more expensive than mcdonalds? 9 quid for a meal wtf you can go to five guys for that

James Millar: Real food.........
品牌反对者会不同意/挑战/攻击品牌。

品牌反对者赞扬竞争对手品牌，而其他消费者支持品牌并挑战品牌反对者。

显而易见的原因，看看麦当劳的质量。

乔治·辛诺特：食物屎在麦当劳！

保罗·威尔逊：因为麦当劳是屎！

马丁·里德利：付税吧，你是一群逃避税的，你的三明治是屎！！[sic]

乔安妮·弗雷泽：@马丁，事实要搞对，别管自己的烂事。

戴恩·诺顿：@马丁，你是二货！

“马丁·里德利：付税吧，你是一群逃避税的，你的三明治是屎！！[sic]

显然，未参与/不感兴趣的，品牌本身，品牌反对者参与了不文明的讨论。

内群体 C2C 冲突，品牌反对者针对品牌话题（例如，品牌代言人/名人，品牌慈善活动，品牌）参与不文明的讨论。

显然，未参与/不感兴趣的，品牌本身，品牌反对者参与了不文明的讨论。

内群体 C2C 冲突，品牌反对者针对品牌话题（例如，品牌代言人/名人，品牌慈善活动，品牌）参与不文明的讨论。

诺拉·诺尔斯：如果人们如此关心遵循圣经，他们就不会穿耐克了，因为耐克是由多种纤维制成的，而在圣经中这是禁止的……哈哈

黛娜·塔尔：@诺拉，这是对圣经的错误理解。混合纤维法在利未记中，这是一本书，耐克就是用这些纤维制成的……哈哈

显然，未参与/不感兴趣的，品牌本身，品牌反对者参与了不文明的讨论。

内群体 C2C 冲突，品牌反对者针对品牌话题（例如，品牌代言人/名人，品牌慈善活动，品牌）参与不文明的讨论。
content marketing)

A brand troll post
comment in relation to the
brand to aggravate other
consumers

laws specifically for Isrealites living in the
land of canaan. If you want Biblical law on
homosexuality, try Romans 1:26-27 [sic]
Alex Brooks: Religious idiots pick and
choose from the bible to meet their needs.
Lothar Rivera: Worst than animals indeed.

In relation to Tesco’s content marketing
promoting national vegetarian week:
"Jamie Jones: Is there a national carnivore
week? Alllll the bacon (smiley emoji)
Oliver McDermott: Allllll the cancer and
heart disease. Yum
Jamie Jones: Did you know 100% of
vegetarians die... No matter what they eat.
Oliver McDermott: Yeah, but we don’t die as
quickly as you would. Vegans live even
longer! (face screaming with fear emoji)"

### Table V  Research measures

<table>
<thead>
<tr>
<th>Constructs and items</th>
<th>Study 2</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Social measures</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Conflict interactive behaviours</strong> (Swani and Labrecque, 2020)</td>
<td></td>
</tr>
<tr>
<td>I would be willing to ‘Like’ one or more of these comments.</td>
<td></td>
</tr>
<tr>
<td>I would be willing to ‘Hide’ one or more of these comments.</td>
<td></td>
</tr>
<tr>
<td>I would be willing to ‘Report’ one or more of these comments.</td>
<td></td>
</tr>
<tr>
<td>I would be willing to interact with one or more of these social media users.</td>
<td></td>
</tr>
<tr>
<td><strong>Positive emotions</strong> (DeWitt et al., 2008)</td>
<td>( \alpha = .96 )</td>
</tr>
<tr>
<td>Please indicate the extent to which you experienced each of the following states.</td>
<td></td>
</tr>
<tr>
<td>Enjoyment, Pleasure, Happiness, Excitement</td>
<td></td>
</tr>
<tr>
<td><strong>Negative emotions</strong> (DeWitt et al., 2008)</td>
<td>( \alpha = .94 )</td>
</tr>
<tr>
<td>Please indicate the extent to which you experienced each of the following states.</td>
<td></td>
</tr>
<tr>
<td>Distressed, Hostile, Irritable, Incensed</td>
<td></td>
</tr>
<tr>
<td><strong>Brand community engagement</strong> (Hanson et al., 2019)</td>
<td>( \alpha = .71 )</td>
</tr>
<tr>
<td>I would be willing to visit the [chosen brand]’s Facebook community.</td>
<td></td>
</tr>
<tr>
<td>I would be willing to post comments on the [chosen brand]’s Facebook community.</td>
<td></td>
</tr>
<tr>
<td>I would be willing to unfollow the [chosen brand]’s Facebook community (item reversed).</td>
<td></td>
</tr>
<tr>
<td><strong>Commercial measures</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Webcare credibility</strong> (Weitzl and Hutzinger, 2017)</td>
<td></td>
</tr>
<tr>
<td>I think that the brand cares about how people converse on its page.</td>
<td></td>
</tr>
<tr>
<td><strong>Brand attitude</strong> (Johnen and Schnittka, 2019)</td>
<td>( \alpha = .97 )</td>
</tr>
<tr>
<td>My attitude towards the brand is positive/favourable/good.</td>
<td></td>
</tr>
</tbody>
</table>
**Brand trust** (Sung and Kim, 2010) \( \alpha = .88 \)
I think the brand is trustworthy/credible/authentic.

**Positive eWOM** (Richins, 1983) \( \alpha = .92 \)
I would say positive things about this community.
I would encourage others to visit this Facebook community.
I would recommend the Facebook community to others.

**Negative eWOM** (Richins, 1983) \( \alpha = .91 \)
I would warn others not to visit this Facebook community.
I would tell others not to use this Facebook community.
I would say negative things about this Facebook community.

**Perceived seriousness of the conflict** (Dineva *et al.*, 2020)
I think that comments like these are intolerable.

<table>
<thead>
<tr>
<th>Study 3a</th>
<th>Study 3b</th>
</tr>
</thead>
</table>
| **Moderator credibility** (Newell and Goldsmith, 2001) \( \alpha = .93 \) \( \alpha = .96 \)
In my opinion, the Facebook account that posted the final comment in the comments thread is...
Credible/Reliable/Trustworthy |

**Conflict de-escalation** (Janssen and Van de Vliert, 1996) \( \alpha = .80 \) \( \alpha = .83 \)
Having seen who posted the final comment on the comments thread, how likely do you think it is that...
The seriousness of the discussion will subside.
The issue causing the discussion will be resolved.
The discussion will become less antagonistic.

**Expectation of conflict moderation** (Dineva *et al.*, 2020)
I think comments like these should be moderated.

Notes. All items were assessed on an ascending 7-point Likert scale. Single-item measures used due to the concrete nature of the construct (i.e., easily and uniformly imagined) (Bergkvist and Rossiter, 2007). *Items assessed individually.*
### Table VI Study 2 univariate results

<table>
<thead>
<tr>
<th>Dependent variable (outcomes)</th>
<th>Df</th>
<th>Error</th>
<th>Mean square</th>
<th>F</th>
<th>Partial- η²</th>
<th>Sig.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Social</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Like the conflict</td>
<td>3</td>
<td>3.64</td>
<td>28.70</td>
<td>7.89</td>
<td>.11</td>
<td>&lt;.001</td>
</tr>
<tr>
<td>Hide the conflict</td>
<td>3</td>
<td>3.05</td>
<td>39.94</td>
<td>13.09</td>
<td>.17</td>
<td>&lt;.001</td>
</tr>
<tr>
<td>Report the conflict</td>
<td>3</td>
<td>2.87</td>
<td>71.60</td>
<td>24.99</td>
<td>.28</td>
<td>&lt;.001</td>
</tr>
<tr>
<td>Interact with the conflict</td>
<td>3</td>
<td>2.14</td>
<td>42.97</td>
<td>20.08</td>
<td>.24</td>
<td>&lt;.001</td>
</tr>
<tr>
<td>Positive emotions</td>
<td>3</td>
<td>1.87</td>
<td>32.55</td>
<td>17.37</td>
<td>.21</td>
<td>&lt;.001</td>
</tr>
<tr>
<td>Negative emotions</td>
<td>3</td>
<td>1.79</td>
<td>59.42</td>
<td>33.28</td>
<td>.34</td>
<td>&lt;.001</td>
</tr>
<tr>
<td>Community engagement</td>
<td>3</td>
<td>2.74</td>
<td>16.98</td>
<td>6.21</td>
<td>.09</td>
<td>&lt;.001</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>200</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Commercial</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Webcare credibility</td>
<td>3</td>
<td>1.69</td>
<td>78.46</td>
<td>46.39</td>
<td>.42</td>
<td>&lt;.001</td>
</tr>
<tr>
<td>Brand attitude</td>
<td>3</td>
<td>1.33</td>
<td>21.69</td>
<td>16.27</td>
<td>.20</td>
<td>&lt;.001</td>
</tr>
<tr>
<td>Brand trust</td>
<td>3</td>
<td>1.24</td>
<td>10.87</td>
<td>8.81</td>
<td>.12</td>
<td>&lt;.001</td>
</tr>
<tr>
<td>Positive eWOM</td>
<td>3</td>
<td>1.88</td>
<td>59.33</td>
<td>31.65</td>
<td>.33</td>
<td>&lt;.001</td>
</tr>
<tr>
<td>Negative eWOM</td>
<td>3</td>
<td>1.70</td>
<td>41.73</td>
<td>24.57</td>
<td>.27</td>
<td>&lt;.001</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>200</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Figure 1 Research overview
Appendix 1. Brand post stimulus

144x137mm (144 x 144 DPI)
<table>
<thead>
<tr>
<th>Intra-group conflict scenario</th>
<th>Inter-group conflict scenario</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Anabia Sutherland</strong></td>
<td><strong>Anabia Sutherland</strong></td>
</tr>
<tr>
<td>Like Reply: 2 h</td>
<td>I love [chosen brand] 😊 The best brand ever!</td>
</tr>
<tr>
<td><strong>Patrick Grimes</strong></td>
<td><strong>Patrick Grimes</strong></td>
</tr>
<tr>
<td>Like Reply: 5 h</td>
<td>I hate [chosen brand] 😞 The worst brand ever! 👎 Much better alternatives out there.</td>
</tr>
<tr>
<td><strong>Sameer McCarthy</strong></td>
<td><strong>Sameer McCarthy</strong></td>
</tr>
<tr>
<td>Like Reply: 7 h</td>
<td>[chosen brand] might have the best products, but the customer service is the worst!</td>
</tr>
<tr>
<td>@Patrick as if you know anything about good customer service! Get a life and stop moaning about [chosen brand]</td>
<td>@Patrick as if you know anyone who can do business with you.</td>
</tr>
<tr>
<td><strong>Patrick Grimes</strong></td>
<td><strong>Sameer McCarthy</strong></td>
</tr>
<tr>
<td>Like Reply: 5 h</td>
<td>[chosen brand] have the best products and customer service from all their competitors 😋</td>
</tr>
<tr>
<td>I wasn't moaning about [chosen brand]... I like their products... merely stating a fact so mind your own f***ing business!</td>
<td>Expressing my opinion... [chosen brand] is crap... so mind your own f***ing business!</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Outer-group conflict scenario</th>
<th>Non-hostile (control) scenario</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Anabia Sutherland</strong></td>
<td><strong>Anabia Sutherland</strong></td>
</tr>
<tr>
<td>Like Reply: 2 h</td>
<td>I love a good sale! Does anyone know if this is in stores too?</td>
</tr>
<tr>
<td><strong>Patrick Grimes</strong></td>
<td><strong>Sameer McCarthy</strong></td>
</tr>
<tr>
<td>Like Reply: 5 h</td>
<td>@Anabia yea, it’s stated in the T&amp;Cs.</td>
</tr>
<tr>
<td>@Anabia a sale is better than no sale you sad troll</td>
<td>You can also use the mobile app for sale updates 😊</td>
</tr>
<tr>
<td><strong>Sameer McCarthy</strong></td>
<td><strong>Patrick Grimes</strong></td>
</tr>
<tr>
<td>Like Reply: 7 h</td>
<td>@Anabia yes, it’s stated in the T&amp;Cs.</td>
</tr>
<tr>
<td>Not if your a looser like patrick waiting for a sale to afford [chosen brand]’s products</td>
<td>I love a good sale! Does anyone know if this is in stores too?</td>
</tr>
<tr>
<td><strong>Patrick Grimes</strong></td>
<td><strong>Sameer McCarthy</strong></td>
</tr>
<tr>
<td>Like Reply: 5 h</td>
<td>Expressing my opinion... [chosen brand] is crap... so mind your own f***ing business!</td>
</tr>
<tr>
<td>@Sameer mind your own f***ing business and learn to spell!</td>
<td>Thank you for your input.</td>
</tr>
</tbody>
</table>

Appendix 2. Study 2 stimuli

297x209mm (150 x 150 DPI)
**Brand ('Author') moderation**

Lawson Orr
Like · Reply · 9 h
I hate [chosen brand] The worst brand ever! 😖

Erin Waters
Like · Reply · 7 h
@Lawson u twat what are u doing on their page then?!!!

Lawson Orr
Like · Reply · 5 h
Expressing my opinion.. so mind your own fucking business 🙆

[chosen brand] 🙆
Author Like · Reply · 2 h
Swearing will not be tolerated, so can we watch our language please.

**Consumer ('Top fan') moderation**

Lawson Orr
Like · Reply · 9 h
I hate [chosen brand] The worst brand ever! 😖

Erin Waters
Like · Reply · 7 h
@Lawson u twat what are u doing on their page then?!!!

Lawson Orr
Like · Reply · 5 h
Expressing my opinion.. so mind your own fucking business 🙆

Finnley Reynolds
Top fan Like · Reply · 2 h
All this swearing is intolerable, so can we watch our language please.

Appendix 3. Study 3a stimuli

209x297mm (150 x 150 DPI)
Reactions to brand (‘Author’) moderation

[chosen brand]  
Author Like · Reply · 2 h
Swearing will not be tolerated, so can we watch our language please.

[chosen brand]  
Author Like · Reply · 2 h
Swearing will not be tolerated, so can we watch our language please.

Reactions to consumer (‘Top fan’) moderation

Finnley Reynolds  
Top fan Like · Reply · 2 h
All this swearing is intolerable, so can we watch our language please.

Finnley Reynolds  
Top fan Like · Reply · 2 h
All this swearing is intolerable, so can we watch our language please.

Appendix 4. Study 3b stimuli

137x147mm (144 x 144 DPI)