

Andre Pickersgill

Professor Rodwell

English 11000

Annotated Bibliography

Research question - How does social media usage fuel online shopping?

COTTIER, CODY. "Why Is Online Shopping so Addictive?" *Discover*, vol. 42, no. 5, July 2021, pp. 14–15.

In this article, the author aims to break down the gratifying effects of an online shopping addiction. "Online shopping addiction is more than spending a bit too much time browsing the web. It's a constant preoccupation, an overwhelming urge to shop, and precisely to shop – gratification comes from the process, not from the possessions themselves." This shows the mental effects of online shopping and how rewarding one's compulsion to purchase is tied together. The author also makes recommendations for dealing with the issue of online shopping addiction.

SEUNGSIN LEE, et al. "The Interplay of Internet Addiction and Compulsive Shopping Behaviors." *Social Behavior & Personality: An International Journal*, vol. 44, no. 11, Dec. 2016, pp. 1901–12. proxy1.libr.cuny.cuny.edu/10.2224/sbp.2016.44.11.1901.

This academic research aimed to make a correlation between online shopping addiction and self-esteem. "The results showed that the respondents' self-esteem was significantly and negatively related to their compulsive offline buying and to Internet addiction." (Seungsin, et al 2016) The authors conducted a self-esteem test, with the result confirming the relationship between self-

esteem and online shopping addiction. I will use this in my claim to prove that online shopping addiction is a behavioral trait of having low self-esteem.

Köse, Özge Buran, and Aze Doğan. “The Relationship between Social Media Addiction and Self-Esteem among Turkish University Students.” *Addicta: The Turkish Journal on Addictions*, vol. 6, no. 1, Jan. 2019, pp. 175–90. proxy1.libr.cuny.cuny.edu/10.15805/addicta.2019.6.1.0036.

This academic research aimed to correlate the traits of low self-esteem with its relation to social media usage/online shopping and highlighted the part social media plays in its users' psychological state. “Studies regarding social media addiction and self-esteem have indicated addictive usage to be empirically linked to a negative self-concept, and therefore to low self-esteem” Köse et al (2019). The authors performed testing on 325 persons, with the results showing the gender imbalance among males and females and their addictiveness to social media. I will use these statistics to support my thesis that self-esteem plays an important role in online shopping.

Adorjan, Michael, and Rosemary Ricciardelli. “Smartphone and Social Media Addiction: Exploring the Perceptions and Experiences of Canadian Teenagers.” *Canadian Review of Sociology*, vol. 58, no. 1, Feb. 2021, pp. 45–64. EBSCOhost, <https://doi-org.cuny-proxy1.libr.cuny.cuny.edu/10.1111/cars.12319>.

This academic research explores social media addiction in teenagers. The authors conducted 35 group-based research and found that teenagers ages 13-19 are embracing the addiction label. “A

consistent theme is the influence of peer groups who socially compel addictive behaviors, including the fear of missing out, rather than the technologies per se.” Adorjan et al. (2021) This quote gives a justification for compulsive social media use among teens.