WSJ.com: When Superstition Works

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And while such superstitions can be broken, says Dr. Johar, it often takes a lot of negative evidence before people are willing to part with their lucky rituals. That's because they "provide some sort of a hedge against uncertainty," says Eric Hamerman, an assistant professor of marketing at Tulane University's Freeman School of Business who, with Dr. Johar, cowrote the study, published in October in the Journal of Consumer Research.

To read the article in its entirety, visit WSJ.com.

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