

## Appendices

### Appendix A. Application of the survey at the school Gustavo Morales Morales



## Appendix B. Survey

### Nostalgia marketing

Hello, thank you for participating in this survey. We want to hear about your experiences, opinions, and preferences about fast food and how it relates to different brands and their advertising. Your answers are invaluable and will help us better understand the habits and tastes of young people like you.

This survey is anonymous and all your responses will be treated confidentially. There are no right or wrong answers, only your honest opinion is of interest.

At the end of the survey, you will see a short advertising video and we will ask some questions about it. Start!

Section 1

#### General data

1

Age \*

Select answer



2

Gender \*

Select answer



6

Favorite fast food chain \*

- McDonald's
- Subway
- KFC
- Burger King
- Otras

Section 2

## Emotional Connections

7

Choose the level at which you agree with the following statements. \*

	Strongly disagree	Disagree	Neutral	I agree	Totally agree
<i>I like it when fast food brands use characters or songs from my childhood in their ads</i>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<i>I've noticed that some fast food chains use elements from my childhood or the past in their advertising</i>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<i>When I see advertising that reminds me of my childhood, I feel more attracted to that fast food brand</i>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<i>I prefer fast food brands that make me feel connected to my past or my childhood</i>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
<i>I feel like some fast food brands really understand my generation</i>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

Frequency of fast food consumption \*

- Never
- Rarely (once a month)
- Sometimes (once a week)
- Frequently (several times a week)

## Purchase decision

8

Choose the level at which you agree with the following statements. \*

	Strongly disagree	Disagree	Neutral	I agree	Totally agree
Sometimes, I choose a fast food restaurant because its advertising made me laugh	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I'm excited to try new fast food products, if their advertising reminds me of my favorite children's series	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
If an influencer, which I follow, mentions a fast food chain with references to my childhood, I am more likely to visit it	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

## Brand Affinity

9

Choose the level at which you agree with the following statements.

	Strongly disagree	Disagree	Neutral	I agree	Totally agree
I always shop at the same fast food chain.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I usually recommend fast food restaurants based on how creative their ads are.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I participate more frequently in contests or promotions of fast food brands whose advertising entertains me	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I'm more inclined to defend a fast-food chain if its ads make me feel good.	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

### Perceived value

10

Choose the level at which you agree with the following statements. \*

	Strongly disagree	Disagree	Neutral	I agree	Totally agree
Fast food chains with more elaborate ads are likely to use better quality ingredients	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I think fast food chains that invest in creative advertising also invest in the quality of their products	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
I'm willing to wait a little longer for my order in fast food restaurants that have a good advertising image	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

### Video de McDonalds



Based on the video above, choose the level at which you agree with the following statements. \*

	Strongly disagree	Disagree	Neutral	I agree	Totally agree
After seeing this ad, I'm more looking forward to visiting McDonald's	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Watching this video made me want to share it on my social networks	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
After seeing the ad, I feel like McDonald's food could be better quality than I thought	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
This type of advertising makes me more likely to choose McDonald's over other fast food options	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

## Appendix C. Cluster Definition in SPSS

\*Results\_Nostalgia.spv [Document1] - IBM SPSS Statistics Viewer

File Edit View Data Transform Insert Format Analyze Graphs Utilities Extensions Window Help

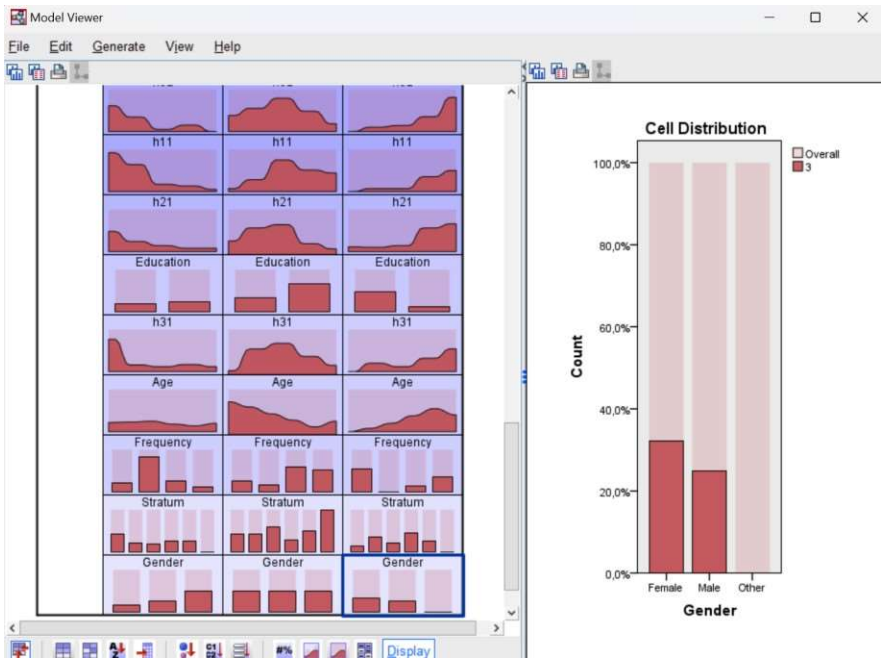
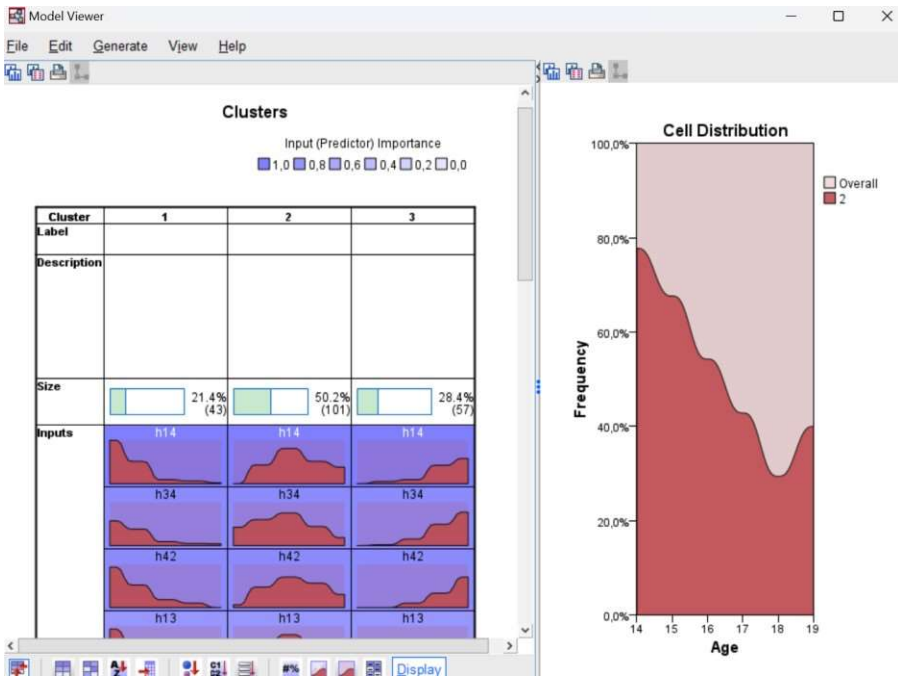
Search application

Output

- Clúster bietápico
  - Titulo
  - Notas
  - Log
- TwoStep Cluster
  - Titulo
  - Notas
  - Model Viewer
  - Log

**Clúster bietápico**

```
TWOSTEP CLUSTER
/CATEGORICAL VARIABLES=Gender Education Stratum Frequency
/CONTINUOUS VARIABLES=Age h11 h12 h13 h14 h15 h21 h22 h23 h31 h32 h33 h34 h41 h42 h43
/DISTANCE LIKELIHOOD
/NUMCLUSTERS FIXED=3
/HANDLENOISE 0
/MEMALLOCATE 64
/CRITERIA INITHRESHOLD(0) MXBRANCH(8) MXLEVEL(3)
/VIEWMODEL DISPLAY=YES.
```



# Appendix D. SmartPLS4 Report Analysis

**SmartPLS**

PLS-SEM algorithm  
© 2005-2019, SmartPLS GmbH, www.smartpls.com

Please cite the use of SmartPLS: Ringk, C. M., Hens, K., and Becker, J. M. (2024). "SmartPLS 4.4." SmartPLS4. SmartPLS, LLC. <https://www.smartpls.com>.

**Final results**

Path coefficients

	Hestage	H1	H2	H3	H4
Hestage					
H1					
H2					
H3					
H4					

Path coefficients chart

Indirect effects

### Indirect effects

The model does not contain indirect effects.

### Total effects

	Hestage	H1	H2	H3	H4
Hestage		0.908	0.613	0.588	0.681
H1					
H2					
H3					
H4					

### Outer loadings

	Hestage	H1	H2	H3	H4
H11		0.892			
H12		0.874			
H13		0.758			
H14		0.825			
H15		0.749			
H21			0.742		
H22			0.823		
H23			0.752		
H31				0.823	
H32				0.843	
H33				0.866	
H41					0.827
H42					0.832
H43					0.795
H1	0.756				
H2	0.686				
H3	0.856				
H4	0.707				

### Outer weights

	Hestage	H1	H2	H3	H4
H11		0.228			
H12		0.205			
H13		0.285			
H14		0.205			
H15		0.244			
H21			0.382		
H22			0.481		
H23			0.446		
H31				0.301	
H32				0.405	
H33				0.495	
H41					0.391



Latent variables						
Scores	Correlations	Communities	Descriptives			
			<b>Intelligence</b>	<b>VI</b>	<b>AV</b>	<b>AS</b>
0			-0.248	-0.268	-0.163	-0.077
1			-0.011	-0.385	-0.765	-0.961
2			-0.248	0.252	0.241	-0.452
3			0.091	0.545	0.226	1.061
4			0.098	0.088	0.068	0.091
5			0.015	-0.775	-0.474	-0.474
6			-0.004	-0.027	0.205	1.062
7			-0.248	0.128	-0.920	0.178
8			0.275	-0.289	-0.163	0.178
9			-0.481	-0.068	-0.191	-0.036
10			0.788	-0.216	-0.065	-0.162
11			0.485	-0.025	0.003	1.052
12			-0.588	-0.828	-1.303	-0.374
13			-0.275	-1.038	0.073	-0.068
14			0.027	0.097	0.241	0.452
15			0.485	0.195	1.185	1.061
16			-0.593	-0.087	0.205	-0.209
17			-0.151	1.061	-0.418	0.020
18			-0.794	0.907	-0.054	0.180
19			1.778	1.061	0.045	1.000
20			-1.257	-1.303	-1.058	-0.545
21			1.028	0.215	0.283	0.174
22			-0.283	0.087	0.003	-0.708
23			-0.020	0.153	-0.170	-0.374
24			2.052	0.291	0.291	1.000
25			-0.775	-0.738	-1.191	-0.054
26			-1.257	-0.385	-0.787	-1.206
27			-0.484	-0.588	0.068	-0.075
28			0.098	0.293	-0.121	0.077
29			-1.038	-1.195	-1.068	-0.180
30			0.775	-0.145	0.075	-0.078
31			0.275	0.022	-0.517	0.178
32			-1.591	0.283	0.304	0.503
33			1.052	1.052	0.068	-0.374
34			1.982	1.062	0.031	0.031
35			0.097	-0.163	-1.163	0.326
36			1.032	-0.287	-0.465	0.176
37			-1.288	-0.448	-0.452	-0.452
38			-1.098	-0.247	-0.044	-0.048
39			0.608	0.088	0.188	0.288
40			-1.004	0.245	-0.064	-0.064
41			-1.225	0.721	-0.105	0.178
42			1.571	1.061	1.054	0.426
43			-0.198	-0.032	-0.121	-0.031
44			-0.060	0.228	0.022	0.180
45			-1.017	-0.251	-0.163	0.044
46			-0.733	0.283	-0.121	-0.075
47			2.052	1.071	1.038	1.038
48			2.052	1.444	1.054	1.061
49			-1.144	-0.207	-0.219	-0.249

Residuals

Clear model scores	Clear model correlations	Clear model descriptives	Final model scores	Final model correlations	Final model descriptives
<b>Clear Index</b>			<b>VI</b>	<b>AV</b>	<b>AS</b>
0	-0.232	-0.193	-0.091	0.162	0.332
1	-1.288	-2.024	-0.232	0.056	1.055
2	1.108	0.183	0.007	-0.527	-0.785
3	-0.090	-0.039	0.094	0.902	-0.704
4	1.298	-0.294	0.201	0.295	-0.265
5	-0.075	-0.089	0.007	0.192	0.278
6	-1.541	-0.658	-1.023	1.375	1.024
7	-0.752	0.249	-0.025	-0.425	0.278
8	-0.232	-0.138	-0.091	0.162	0.332
9	-0.060	0.064	0.062	-0.495	0.278
10	1.432	1.383	-1.066	-1.808	1.482
11	-0.180	-0.189	0.058	0.193	-0.036
12	-0.026	0.030	-0.717	0.362	0.020
13	1.028	-1.591	1.076	0.038	-0.381
14	0.297	-0.002	0.010	1.424	-0.192
15	0.200	1.198	0.960	-0.475	-1.243
16	-1.154	-0.183	-0.089	1.786	0.882
17	0.189	0.105	-0.071	-0.045	0.045
18	0.040	0.028	0.145	-0.235	-0.178
19	0.189	0.015	-0.071	-0.045	0.045
20	-0.023	1.221	-1.173	-0.913	1.478
21	-0.023	0.039	0.714	0.089	0.634
22	-0.091	0.299	-0.001	1.424	-0.199
23	-0.067	0.292	0.172	-0.445	1.189
24	-0.025	0.498	0.170	-0.302	0.445
25	-0.097	-0.919	0.039	-0.342	1.096
26	1.011	1.089	0.208	-0.302	-0.039
27	-0.232	-0.188	-0.081	0.162	0.332
28	1.094	0.154	-0.143	-0.353	0.290
29	0.212	0.245	-0.452	-0.182	-0.021
30	0.433	-0.422	0.385	-0.203	0.381
31	-1.039	-0.039	-0.168	0.917	0.039
32	1.094	0.244	-0.143	-0.353	0.290
33	-0.399	-0.352	0.307	-0.353	0.017
34	0.401	-0.439	0.148	-0.528	0.338
35	0.228	1.511	0.088	0.388	-0.413
36	0.398	0.067	-1.171	-0.244	-0.299
37	-0.303	0.032	1.438	-0.281	-0.771
38	0.387	1.289	1.140	-1.114	-1.085
39	0.411	-0.453	-0.445	-0.229	0.025
40	-0.090	-0.039	0.094	0.902	-0.704
41	-1.161	0.752	0.057	0.752	-0.039
42	0.189	0.015	-0.071	-0.045	0.045
43	-1.188	-0.187	-0.121	0.121	0.002
44	-0.483	0.471	0.418	-0.178	-0.171
45	-0.389	-0.319	-0.284	-0.254	0.752
46	1.094	0.244	-0.143	-0.353	0.290
47	0.285	0.487	0.234	-1.211	0.448
48	0.274	0.283	-0.087	0.156	0.022

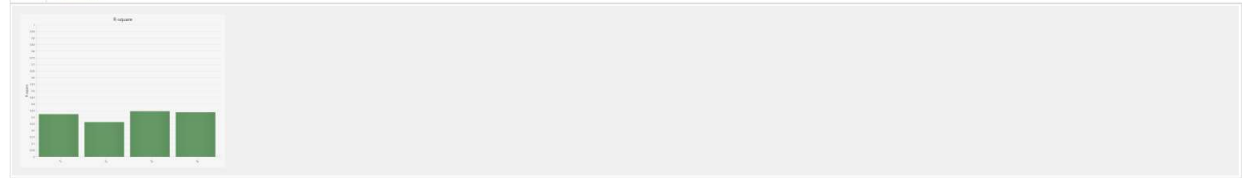
Quality criteria

R-square

	R-square	R-square adjusted
H1	0.339	0.289
H2	0.263	0.203
H3	0.340	0.282
H4	0.338	0.281

R-square charts

R-square

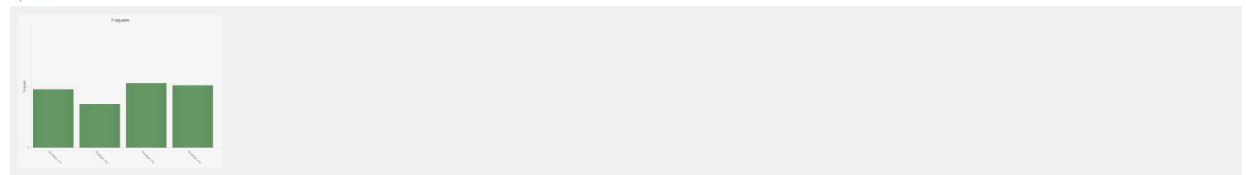


f-square

Matrix

	Notstage	H1	H2	H3	H4
Notstage		0.477	0.356	0.528	0.510
H1					
H2					
H3					
H4					

f-square charts



Construct reliability and validity

	Cronbach's alpha	Composite reliability (rho_c)	Composite reliability (rho_u)	Average variance extracted (AVE)
Notstage	0.823	0.830	0.863	0.635
H1	0.798	0.812	0.860	0.552
H2	0.888	0.884	0.938	0.617
H3	0.876	0.773	0.820	0.527
H4	0.747	0.738	0.856	0.665

Construct reliability and validity charts

Constructs alpha

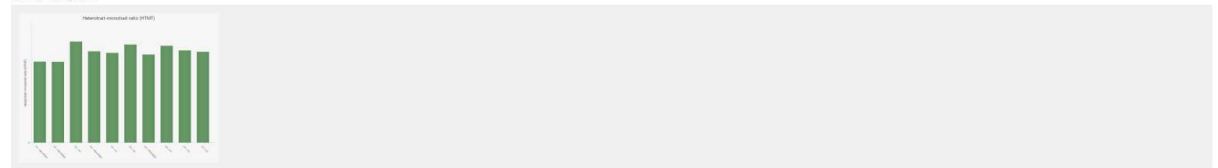


Discriminant validity

Heterotrait-monomethod ratio (HTMT), Matrix

	Notstage	H1	H2	H3	H4
Notstage					
H1		0.679			
H2		0.679	0.648		
H3		0.706	0.733	0.623	
H4		0.738	0.618	0.774	0.769

Discriminant validity charts



Collinearity statistics (VF)

Outer model - List Inner model - Matrix Inner model - List

	VF
H11	1.524
H12	1.488
H13	1.824
H14	1.362
H15	1.503
H21	1.298
H22	1.451
H23	1.323
H24	1.178
H25	1.503
H26	1.452
H31	1.385
H42	1.708
H43	1.318
V1	1.508
V2	1.388
V3	2.278
V4	1.842

Model fit

	Returned model	Estimated model
RMSEA	0.077	0.102
G_LLR	1.012	2.073
G_D	0.363	0.511
Chi-square	422.116	534.979
NFI	0.738	0.602

Model selection criteria

	BC (Bayesian information criterion)
H1	-68.770
H2	-71.873
H3	-72.513
H4	-72.238

Algorithm

Setting

Data file	PLS-SEM algorithm	Classical ruler weighting mode	
Data file			Setting
Weighting vector			

Stop criterion changes

	H11	H12	H13	H14	H15	H21	H22	H23	H24	H25	H26	H31	H42	H43	H44	V1	V2	V3	V4
Iteration 0	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200	0.200
Iteration 1	0.223	0.207	0.208	0.206	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205
Iteration 2	0.224	0.208	0.208	0.206	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205
Iteration 3	0.224	0.208	0.208	0.206	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205
Iteration 4	0.224	0.208	0.208	0.206	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205
Iteration 5	0.224	0.208	0.208	0.206	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205
Iteration 6	0.224	0.208	0.208	0.206	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205	0.205

Pathwise minimum sample size

	Path coefficients	Alpha 1% power 20%	Alpha 5% power 20%	Alpha 1% power 50%	Alpha 5% power 50%
Nodeage -> H1	0.518	32.000	20.000	47.000	27.000
Nodeage -> H2	0.513	30.000	24.000	33.000	33.000
Nodeage -> H3	0.589	36.000	19.000	38.000	29.000
Nodeage -> H4	0.581	30.000	19.000	39.000	28.000

Execution log

- Reading covariance matrix of correlated data set
- Calculating full data set
- Running PLS-SEM algorithm, all inner models
- Calculating model matrices and charts
- All calculations done

Model and data

Inner model

Nodeage	H1	H2	H3	H4
H11	1.000			
H12		1.000		
H13			1.000	
H14				1.000

Outer model

	H1	H2	H3	H4
H11	-1.000			
H12		-1.000		
H13			-1.000	
H14				-1.000
H15				
H21		-1.000		
H22			-1.000	
H23				-1.000
H24				
H25				
H26				
H31			-1.000	
H42				-1.000
H43				
H44				
H45				
V1	-1.000			
V2		-1.000		
V3			-1.000	
V4				-1.000

Indicator data (original)

Matrix: MF Descriptions

Table with 19 rows (N1-N19) and 21 columns (N1-N19, V1-V4). Each cell contains a numerical value representing the original indicator data for each category.

Indicator data (correlations)

Empirical correlation matrix Model implied saturated correlation matrix Model implied estimated correlation matrix Empirical covariance matrix

Table with 19 rows (N1-N19) and 21 columns (N1-N19, V1-V4). The table displays correlation coefficients and covariance values between various indicators.