

DEPENDENT VARIABLES IN THE PRIVACY-RELATED FIELD: A DESCRIPTIVE LITERATURE REVIEW

Appendix A:

Year of publication and outlet (Figure 1)

Research setting (Figure 2)

Methodology and research design (Figure 5)

Author(s)	Year	Outlet			Research Setting					Methodology					Research Design		
		Basket-Journal	Journal	Conference Proceedings	SNS	Purchasing	Location based	Healthcare	Other	Survey	Experiment	Vignette / Scenarios	Qualitative	Conjoint analysis	Observing in the field	Cross-Sectional study	Longitudinal study
Acquisti and Grossklags 2005a	2005		x			x				x						x	
Acquisti and Grossklags 2005b	2005			x					x	x	x					x	
Acquisti et al. 2009	2009			x		x					x					x	
Anderson and Agarwal 2009	2009			x				x		x	x	x				x	
Anderson and Agarwal 2011	2011	x						x		x		x				x	
Andrade et al. 2002	2002			x					x		x					x	
Angst and Agarwal 2006	2006			x				x		x	x					x	
Angst and Agarwal 2009	2009	x						x		x	x					x	
Arcand et al. 2007	2007		x						x	x	x					x	
Awad and Krishnan 2006	2006	x				x				x						x	
Bal 2014	2014			x					x		x					x	

Author(s)	Year	Outlet			Research Setting					Methodology					Research Design	
		Basket-Journal	Journal	Conference Proceedings	SNS	Purchasing	Location based	Healthcare	Other	Survey	Experiment	Vignette / Scenarios	Qualitative	Conjoint analysis	Observing in the field	Cross-Sectional study
Bansal et al. 2010	2010		x				x		x						x	
Bansal et al. 2015	2015	x						x	x	x					x	
Berendt et al. 2005	2005		x			x				x					x	
Beresford et al. 2012	2012		x			x				x					x	
Biczók and Chia 2013	2013		x		x					x					x	
Brakemeier et al. 2016a	2016			x	x				x	x					x	
Brakemeier et al. 2016b	2016			x			x		x		x				x	
Brecht et al. 2011	2011			x				x	x						x	
Brecht et al. 2012	2012			x				x		x					x	
Brown and Muchira 2004	2004		x			x			x						x	
Buck et al. 2014	2014			x				x	x						x	
Buckel and Thiesse 2013	2013			x	x				x						x	
Cabinakova et al. 2016	2016			x				x	x						x	
Castañeda and Montoro 2007	2007		x			x			x	x					x	
Cavusoglu et al. 2016	2016	x			x					x						x
Chai et al. 2009	2009		x					x	x						x	
Chakraborty et al. 2013	2013		x		x									x	x	
Chellappa and Sin 2005	2005		x					x	x						x	
Chen et al. 2009	2009			x	x				x	x	x				x	
Choi et al. 2015a	2015			x	x				x						x	
Choi et al. 2015b	2015	x			x					x	x				x	
Cichy et al. 2014	2014			x				x	x		x	x			x	
Cranor et al. 2007	2007			x		x				x					x	
Cullen 2009	2009		x					x				x			x	

Author(s)	Year	Outlet			Research Setting					Methodology					Research Design		
		Basket-Journal	Journal	Conference Proceedings	SNS	Purchasing	Location based	Healthcare	Other	Survey	Experiment	Vignette / Scenarios	Qualitative	Conjoint analysis	Observing in the field	Cross-Sectional study	Longitudinal study
Culnan 1993	1993	x							x	x						x	
Danezis et al. 2005	2005			x			x				x					x	
Debatin et al. 2009	2009		x		x					x			x				x
Degirmenci et al. 2013	2013			x					x	x						x	
Deuker et al. 2012	2012			x	x								x			x	
Dinev and Hart 2005	2005		x						x	x						x	
Dinev and Hart 2006	2006	x							x	x						x	
Dinev et al. 2006	2006	x				x				x						x	
Dinev et al. 2008	2008	x							x	x							x
Dinev et al. 2013	2013	x							x	x						x	
Dwyer et al. 2007	2007			x	x					x						x	
Ermakova et al. 2014	2014			x				x	x	x						x	
Ermakova et al. 2016	2016			x					x	x	x					x	
Gerlach et al. 2015	2015	x			x					x	x	x				x	
Hauff et al. 2015	2015			x					x				x			x	
Hui et al. 2007	2007	x							x	x	x					x	
Jensen et al. 2005	2005		x			x					x					x	
Ji and Lieber 2010	2010		x						x	x						x	
Jiang et al. 2013	2013	x							x	x						x	
Joinson et al. 2010	2010		x						x	x	x					x	x
Junglas et al. 2008	2008	x					x			x						x	
Kehr et al. 2015a	2015	x							x	x	x					x	
Kehr et al. 2015b	2015			x					x	x	x					x	
Kehr et al. 2015c	2015			x					x	x							x

Author(s)	Year	Outlet			Research Setting					Methodology					Research Design		
		Basket-Journal	Journal	Conference Proceedings	SNS	Purchasing	Location based	Healthcare	Other	Survey	Experiment	Vignette / Scenarios	Qualitative	Conjoint analysis	Observing in the field	Cross-Sectional study	Longitudinal study
Keith et al. 2010	2010			x			x			x	x					x	
Keith et al. 2012	2012			x			x			x	x					x	
Keith et al. 2013	2013		x				x				x						x
Keith et al. 2014	2014			x					x		x						x
Keith et al. 2015	2015	x					x			x	x	x				x	
King et al. 2011	2011			x	x					x						x	
Knijnenburg and Kobsa 2013	2013		x						x	x	x					x	
Knijnenburg and Kobsa 2014	2014			x	x						x	x				x	
Knijnenburg et al. 2013	2013			x			x				x					x	
Kordzadeh and Warren 2017	2017	x						x		x						x	
Korff and Böhme 2014	2014			x					x		x	x				x	
Krasnova and Veltri 2010	2010			x	x					x						x	
Krasnova and Veltri 2011	2011			x	x					x						x	
Krasnova et al. 2009a	2009		x		x					x						x	
Krasnova et al. 2009b	2009			x	x					x			x	x		x	
Krasnova et al. 2010	2010			x	x					x						x	
Krasnova et al. 2011	2011			x	x					x						x	
Krasnova et al. 2012	2012		x		x					x						x	
Krasnova et al. 2013	2013			x	x							x	x			x	
Krasnova et al. 2014	2014			x	x						x					x	
Lai and Hui 2004	2004			x					x	x	x					x	
Lai and Hui 2006	2006			x					x		x					x	
Lankton and Tripp 2013	2013			x	x					x			x				x
Li and Unger 2012	2012	x							x	x	x	x				x	

Author(s)	Year	Outlet			Research Setting					Methodology					Research Design	
		Basket-Journal	Journal	Conference Proceedings	SNS	Purchasing	Location based	Healthcare	Other	Survey	Experiment	Vignette / Scenarios	Qualitative	Conjoint analysis	Observing in the field	Cross-Sectional study
Li et al. 2010	2010		x					x	x	x					x	
Li et al. 2013	2013			x				x	x	x					x	
Li et al. 2015	2015			x				x		x					x	
Lo 2010	2010			x	x				x						x	
Lowry et al. 2011	2011	x						x	x						x	
Malhotra et al. 2004	2004	x						x	x							x
Meinert et al. 2006	2006		x					x	x		x				x	
Metzger 2004	2004		x					x	x	x					x	
Milne and Culnan 2004	2004		x					x	x						x	
Miltgen and Peyrat-Guillard 2014	2014	x						x				x			x	
Miyazaki 2008	2008		x					x	x	x					x	
Mohamed and Ahmad 2012	2012		x		x				x						x	
Moscardelli and Divine 2007	2007		x					x	x						x	
Mousavizadeh and Kim 2015	2015			x	x				x						x	
Norberg et al. 2007	2007		x					x	x	x	x					x
Padyab et al. 2016	2016			x	x							x			x	
Pan and Zinkhan 2006	2006		x					x	x	x					x	
Park 2009	2009			x				x	x						x	
Pee 2011	2011			x				x	x						x	
Phelps et al. 2001	2001		x			x			x						x	
Posey and Ellis 2007	2007			x				x	x						x	
Pu and Grossklags 2015	2015			x	x					x			x		x	
Rohm and Milne 2004	2004		x				x		x						x	
Sarathy and Li 2007	2007			x				x	x						x	

Author(s)	Year	Outlet			Research Setting					Methodology					Research Design		
		Basket-Journal	Journal	Conference Proceedings	SNS	Purchasing	Location based	Healthcare	Other	Survey	Experiment	Vignette / Scenarios	Qualitative	Conjoint analysis	Observing in the field	Cross-Sectional study	Longitudinal study
Schreiner and Hess 2015	2015			x	x					x						x	
Sheehan 1999	1999		x						x	x						x	
Sheehan and Hoy 1999	1999		x						x	x						x	
Sheng et al. 2008	2008	x							x	x	x	x				x	
Son and Kim 2008	2008	x							x	x						x	
Spiekermann and Korunovska 2017	2017	x			x					x		x	x			x	
Spiekermann et al. 2012	2012			x	x					x	x	x				x	
Sutanto et al. 2013	2013	x							x		x					x	
Taddicken 2014	2014		x		x					x						x	
Tam et al. 2002	2002			x					x	x						x	
Teo et al. 2004	2004			x					x	x	x	x				x	
Tsai et al. 2011	2011	x				x				x	x					x	
Tschersich and Botha 2014	2014			x	x					x	x						x
tzur et al. 2016	2016			x	x					x	x					x	
Utz and Krämer 2009	2009		x						x	x						x	
Van Slyke et al. 2006	2006	x				x				x						x	
Wakefield 2013	2013	x				x				x						x	
Wang et al. 2011	2011			x	x							x				x	
Ward et al. 2005	2005		x						x	x	x					x	
Wilson et al. 2014	2014			x	x					x						x	
Wilson et al. 2015	2015			x					x	x						x	
Wu et al. 2012	2012		x						x	x						x	
Xu 2007	2007			x			x			x						x	
Xu and Teo 2004	2004			x			x			x	x	x				x	

Author(s)	Year	Outlet			Research Setting					Methodology					Research Design		
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Xu et al. 2003	2003			x					x	x						x	
Xu et al. 2005	2005			x			x			x	x	x				x	
Xu et al. 2008	2008			x	x	x		x	x	x						x	
Xu et al. 2009	2009	x					x			x	x	x				x	
Xu et al. 2011a	2011	x			x	x		x	x	x						x	
Xu et al. 2011b	2011		x			x				x	x					x	
Xu et al. 2012	2012	x					x			x	x	x				x	
Xu et al. 2013	2013		x						x	x						x	
Youn 2009	2009		x						x	x						x	
Yu et al. 2015	2015	x			x					x						x	
Zhou 2011	2011		x				x			x						x	

Appendix B:

Dependent variables (Figure 3)

Author(s)	Behavior-related dependent variables				Psychological-related dependent variables				Other																					
	Intention to disclose	Actual disclosure behavior	Usage of technology	Protection of privacy	Purchasing / commerce	Privacy concerns	WTP/WTS	Trust	Attitude	Benefits of disclosure	Inaction	Transactional avoidance	Interpersonal avoidance	Approach	Perceived privacy	Consequences of privacy invasive practices	Misrepresentation	Expected / Successful privacy control utility	Users process gratification	Users content gratification	Development of new relationships	Opt-In or Opt-Out	Reasons for reading privacy notices	User recommendation	Notifying ISP about unsolicited emails	Requesting removal from mailing list	Flaming (sending highly negative emails)	Regret	Attitude towards disclosure and institutional privacy	
Acquisti and Grossklags 2005a		x	x																											
Acquisti and Grossklags 2005b	x																													
Acquisti et al. 2009		x																												
Anderson and Agarwal 2009	x																													
Anderson and Agarwal 2011	x																													
Andrade et al. 2002						x																								
Angst and Agarwal 2006								x																						
Angst and Agarwal 2009	x																													
Arcand et al. 2007							x											x												
Awad and Krishnan 2006	x																													
Bal 2014			x																											
Bansal et al. 2010	x																													
Bansal et al. 2015	x																													
Berendt et al. 2005		x																												
Beresford et al. 2012							x																							
Biczók and Chia 2013			x																											
Brakemeier et al. 2016a	x																													

Author(s)	Behavior-related dependent variables				Psychological-related dependent variables			Other																							
	Intention to disclose	Actual disclosure behavior	Usage of technology	Protection of privacy	Purchasing / commerce	Privacy concerns	WTP/WTS	Trust	Attitude	Benefits of disclosure	Inaction	Transactional avoidance	Interpersonal avoidance	Approach	Perceived privacy	Consequences of privacy invasive practices	Misrepresentation	Expected / Successful privacy control utility	Users process gratification	Users content gratification	Development of new relationships	Opt-In or Opt-Out	Reasons for reading privacy notices	User recommendation	Notifying ISP about unsolicited emails	Requesting removal from mailing list	Flaming (sending highly negative emails)	Regret	Attitude towards disclosure and institutional privacy		
Brakemeier et al. 2016b	x		x																												
Brecht et al. 2011			x																												
Brecht et al. 2012			x																												
Brown and Muchira 2004					x																										
Buck et al. 2014			x																												
Buckel and Thiesse 2013		x																													
Cabinakova et al. 2016			x																												
Castañeda and Montoro 2007	x																														
Cavusoglu et al. 2016		x																													
Chai et al. 2009				x																											
Chakraborty et al. 2013				x																											
Chellappa and Sin 2005	x																														
Chen et al. 2009				x																											
Choi et al. 2015a			x																												
Choi et al. 2015b										x	x	x	x																		
Cichy et al. 2014	x																														
Cranor et al. 2007					x																										
Cullen 2009	x																														
Culnan 1993								x																							
Danezis et al. 2005							x																								

Author(s)	Behavior-related dependent variables				Psychological-related dependent variables			Other																						
	Intention to disclose	Actual disclosure behavior	Usage of technology	Protection of privacy	Purchasing / commerce	Privacy concerns	WTP/WTS	Trust	Attitude	Benefits of disclosure	Inaction	Transactional avoidance	Interpersonal avoidance	Approach	Perceived privacy	Consequences of privacy invasive practices	Misrepresentation	Expected / Successful privacy control utility	Users process gratification	Users content gratification	Development of new relationships	Opt-In or Opt-Out	Reasons for reading privacy notices	User recommendation	Notifying ISP about unsolicited emails	Requesting removal from mailing list	Flaming (sending highly negative emails)	Regret	Attitude towards disclosure and institutional privacy	
Debatin et al. 2009				x																										
Degirmenci et al. 2013						x																								
Deuker et al. 2012				x																										
Dinev and Hart 2005	x																													
Dinev and Hart 2006	x																													
Dinev et al. 2006					x																									
Dinev et al. 2008	x																													
Dinev et al. 2013															x															
Dwyer et al. 2007	x																				x									
Ermakova et al. 2014			x																											
Ermakova et al. 2016							x																							
Gerlach et al. 2015	x																													
Hauff et al. 2015																x														
Hui et al. 2007		x																												
Jensen et al. 2005		x																												
Ji and Lieber 2010	x																													
Jiang et al. 2013		x														x														
Joinson et al. 2010		x		x																										
Junglas et al. 2008						x																								
Kehr et al. 2015a	x																													

Author(s)	Behavior-related dependent variables				Psychological-related dependent variables			Other																					
	Intention to disclose	Actual disclosure behavior	Usage of technology	Protection of privacy	Purchasing / commerce	Privacy concerns	WTP/WTS	Trust	Attitude	Benefits of disclosure	Inaction	Transactional avoidance	Interpersonal avoidance	Approach	Perceived privacy	Consequences of privacy invasive practices	Misrepresentation	Expected / Successful privacy control utility	Users process gratification	Users content gratification	Development of new relationships	Opt-In or Opt-Out	Reasons for reading privacy notices	User recommendation	Notifying ISP about unsolicited emails	Requesting removal from mailing list	Flaming (sending highly negative emails)	Regret	Attitude towards disclosure and institutional privacy
Kehr et al. 2015b	x																												
Kehr et al. 2015c	x																												
Keith et al. 2010			x			x																							
Keith et al. 2012		x																											
Keith et al. 2013		x																											
Keith et al. 2014																	x												
Keith et al. 2015			x				x																						
King et al. 2011						x																							
Knijnenburg and Kobsa 2013		x																											
Knijnenburg and Kobsa 2014	x																												
Knijnenburg et al. 2013		x																											
Kordzadeh and Warren 2017	x																												
Korff and Böhme 2014								x																					
Krasnova and Veltri 2010		x																											
Krasnova and Veltri 2011	x																												
Krasnova et al. 2009a		x																											
Krasnova et al. 2009b						x																							
Krasnova et al. 2010					x		x																						
Krasnova et al. 2011					x		x																						
Krasnova et al. 2012		x																											

Author(s)	Behavior-related dependent variables				Psychological-related dependent variables			Other																						
	Intention to disclose	Actual disclosure behavior	Usage of technology	Protection of privacy	Purchasing / commerce	Privacy concerns	WTP/WTS	Trust	Attitude	Benefits of disclosure	Inaction	Transactional avoidance	Interpersonal avoidance	Approach	Perceived privacy	Consequences of privacy invasive practices	Misrepresentation	Expected / Successful privacy control utility	Users process gratification	Users content gratification	Development of new relationships	Opt-In or Opt-Out	Reasons for reading privacy notices	User recommendation	Notifying ISP about unsolicited emails	Requesting removal from mailing list	Flaming (sending highly negative emails)	Regret	Attitude towards disclosure and institutional privacy	
Krasnova et al. 2013			x																											
Krasnova et al. 2014			x				x																							
Lai and Hui 2004		x																												
Lai and Hui 2006																						x								
Lankton and Tripp 2013			x	x																										
Li and Unger 2012	x						x																							
Li et al. 2010	x																													
Li et al. 2013		x																												
Li et al. 2015							x																							
Lo 2010																														
Lowry et al. 2011			x																											
Malhotra et al. 2004	x																													
Meinert et al. 2006	x																													
Metzger 2004	x																													
Milne and Culnan 2004								x															x							
Miltgen and Peyrat-Guillard 2014		x		x																										
Miyazaki 2008	x							x																x						
Mohamed and Ahmad 2012				x																										
Moscardelli and Divine 2007	x			x																										
Mousavizadeh and Kim 2015		x		x																										

Author(s)	Behavior-related dependent variables				Psychological-related dependent variables			Other																						
	Intention to disclose	Actual disclosure behavior	Usage of technology	Protection of privacy	Purchasing / commerce	Privacy concerns	WTP/WTS	Trust	Attitude	Benefits of disclosure	Inaction	Transactional avoidance	Interpersonal avoidance	Approach	Perceived privacy	Consequences of privacy invasive practices	Misrepresentation	Expected / Successful privacy control utility	Users process gratification	Users content gratification	Development of new relationships	Opt-In or Opt-Out	Reasons for reading privacy notices	User recommendation	Notifying ISP about unsolicited emails	Requesting removal from mailing list	Flaming (sending highly negative emails)	Regret	Attitude towards disclosure and institutional privacy	
Teo et al. 2004	x																													
Tsai et al. 2011					x																									
Tschersich and Botha 2014						x			x																					
tzur et al. 2016		x				x		x																						
Utz and Krämer 2009				x																										
Van Slyke et al. 2006	x																													
Wakefield 2013	x																													
Wang et al. 2011																													x	
Ward et al. 2005	x					x																								
Wilson et al. 2014			x																											
Wilson et al. 2015									x																					
Wu et al. 2012	x																													
Xu 2007						x																								
Xu and Teo 2004			x																											
Xu et al. 2003	x																													
Xu et al. 2005			x																											
Xu et al. 2008						x																								
Xu et al. 2009	x																													
Xu et al. 2011a						x																								
Xu et al. 2011b					x																									

Appendix D:

Detailed analysis of actual disclosure behaviour (Table 2)

Author(s)	No causal effects	Main antecedents		Other																																	
		Privacy concerns	Benefits	Trust	Risk	Privacy seal /privacy policy	Intention to disclose	Amount of information requested	Word-of-mouth information	Expression	Social acceptance	Reciprocity	General willingness	Social relevance	Number of applications	Satisfaction	Protection Motivation	Willingness to accept	Willingness to sell	Privacy statements	Self-presentation	Convenience	Privacy preferences	Information sensitivity	Honesty	Gender	Age	Self-efficacy	Time spent on SNS	Years at university	Number of SNS friends	Social rejection	Affect	Call to action	Policy change		
Acquisti and Grossklags 2005a	x																																				
Acquisti et al. 2009																		-	+																		
Berendt et al. 2005																			ns																		
Buckel and Thiesse 2013			+		ns															+		ns	-														
Cavusoglu et al. 2016																																					+
Hui et al. 2007			+		ns		+													+				-													
Jensen et al. 2005					+																																
Jiang et al. 2013		-	+																																		
Joinson et al. 2010		-		ns																																	
Keith et al. 2012						+																															
Keith et al. 2013		ns	ns		-																			+													
Knijnenburg and Kobsa 2013															+																						
Knijnenburg et al. 2013	x																																				
Krasnova and Veltri 2010	x																																				

Author(s)	No causal effects	Main antecedents	Other																																		
			Privacy concerns	Benefits	Trust	Risk	Privacy seal /privacy policy	Intention to disclose	Amount of information requested	Word-of-mouth information	Expression	Social acceptance	Reciprocity	General willingness	Social relevance	Number of applications	Satisfaction	Protection Motivation	Willingness to accept	Willingness to sell	Privacy statements	Self-presentation	Convenience	Privacy preferences	Information sensitivity	Honesty	Gender	Age	Self-efficacy	Time spent on SNS	Years at university	Number of SNS friends	Social rejection	Affect	Call to action	Policy change	
Krasnova et al. 2009a		-																																			
Krasnova et al. 2012		-	+	+																					ns												
Li et al. 2013						+		+																													
Miltgen and Peyrat-Guillard 2014	x																																				
Mousavizadeh and Kim 2015		ns																																			
Norberg et al. 2007				ns																																	
Taddicken 2014		ns										+	+	-																							
tzur et al. 2016																																				+	
Yu et al. 2015									ns	+	+											ns	+		ns	ns	+	ns	ns	ns	ns	ns	ns	ns	ns		

+ corresponds to positive, ns corresponds to non-significant and - corresponds to negative relationship

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