

FACULTEIT ECONOMIE EN BEDRIJFSKUNDE

HOVENIERSBERG 24 B-9000 GENT

Tel. : 32 - (0)9 - 264.34.61 Fax. : 32 - (0)9 - 264.35.92

WORKING PAPER

Are fair trade labels good business?
Ethics and coffee buying intentions

Patrick De Pelsmacker ¹
Liesbeth Driesen ²
Glenn Rayp ³

January 2003

2003/165

_

Corresponding author: Glenn Rayp, Ghent University, Faculty of Economics and Business Administration, Hoveniersberg 24, 9000 Gent, e-mail: glenn.rayp@rug.ac.be

The authors would like to thank an anonymous referee for useful comments and remarks. All remaining errors are evidently ours. Financial support of the Universitary Development Cooperation program of the Flemish Interuniversitary Council is gratefully acknowledged.

¹ Universiteit Antwerpen Management School and Ghent University

² Ghent University, Faculty of Economics and Business Administration and SHERPPA.

³ Ghent University, Faculty of Economics and Business Administration and SHERPPA.