## How do Mavericks Survive?

Connie Pechmann Editor, Journal of Consumer Psychology Professor, University of California Irvine

## What is a maverick?

## **Definition of Maverick**

an unorthodox or independent-minded person. "a maverick among Connecticut Republicans" synonyms: individualist, nonconformist, free spirit, unorthodox person, original, eccentric; More antonyms: conformist

Origin

Maverick — maverick

mid 19th century

mid 19th century: from the name of Samuel A. Maverick (1803-70), a Texas engineer and rancher who did not brand his cattle.

## What do academic reviewers value?

#### Conventional

Maverick

## What do you value?

#### Conventional

Maverick

#### How do mavericks survive in academia?

#### Conventional

#### Maverick

### Methodological Mavericks

# Conventional methods in other disciplines

Conventional Methods in Marketing

Maverick Methods in Marketing

### **Topical Mavericks**

# Conventional topics in other disciplines

Conventional Topics in Marketing

Maverick Topics in Marketing

#### **Theoretical Mavericks**

# Conventional theories in other disciplines

Conventional Theories in Marketing

Maverick Theories in Marketing

#### 3 Maverick Tendencies to Avoid

1. Overly broad questions

2. Overly inclusive or narrow contributions

3. Superiority complexes

#### **3 Maverick Tendencies to Embrace**

A "change the world" mentality
Open-mindedness
Multidisciplinarity

## Good Luck

cpechman@uci.edu