

## NOTES

In writing *Getting to Yum*, I researched thousands of peer-reviewed scientific articles across many disciplines, including medicine, nutrition and dietetics, neurobiology, psychology, sociology, comparative anthropology, food studies, environmental studies, and health education. Below is a complete list of the scientific studies referenced in *Getting to Yum*.

### Introduction

- 4 *Kids who have gone through:* Dazeley, P. (2012). Should healthy eating programmes incorporate interaction with foods in different sensory modalities? A review of the evidence. *British Journal of Nutrition* 108(5): 769–77; Dovey, T.M., Aldridge, V.K., Dignan, W., Staples, P.A., Gibson, E.L., and Halford, J.C.G. (2012). Developmental differences in sensory decision making involved in deciding to try a novel fruit. *British Journal of Health Psychology*, 17: 258–72; Kannan, S., et al. (2011). “FruitZotic”: A sensory approach to introducing preschoolers to fresh exotic fruits at head start locations in western Massachusetts. *Journal of Nutrition Education and Behavior* 43(3): 205–06; Mustonen, S., et al. (2009). Effect of sensory education on school children’s food perception: A 2-year follow-up study. *Food Quality and Preference* 20(3): 230–240; Mustonen, S., and Tuorila, H. (2010). Sensory education decreases food neophobia score and encourages trying unfamiliar foods in 8- to 12-year-old children. *Food Quality and Preference* 21(4): 353–60; Reverdy, C., et al. (2008). Effect of sensory education on willingness to taste novel food in children. *Appetite* 51(1): 156–65; Reverdy, C., et al. Effect of sensory education on food preferences in children. *Food Quality and Preference* 21(7): 794–804; Woo, T., and K. Lee. (2011). Development of a sensory education textbook and teaching guidebook for preference improvement toward traditional Korean foods in schoolchildren. *Korean Journal of Nutrition* 44(4): 303–11.
- 4 *In fact, scientific studies show:* The French Ministry of Education guide is available at: [http://alimentation.gouv.fr/IMG/pdf/Classesdugout-formationdesenseignants\\_cle09fcdb.pdf](http://alimentation.gouv.fr/IMG/pdf/Classesdugout-formationdesenseignants_cle09fcdb.pdf). For more information on the history of “sensory education” in France, see: <http://alimentation.gouv.fr/reseau-education-gout>.
- 6 *kids need to experience what they are learning:* Many of these techniques have also been applied in environmental education (learning about nature, often in outdoor settings). See, for example, Classen, C. (ed.). (2005). *The Book of Touch: Sensory Formations*. Oxford: Berg Publishers; Riener, M. (2009). Sensory cues, visualization and physics learning. *International Journal of Science Education* 31(3): 343–64.
- 6 *As children become more comfortable:* Dazeley, P., et al. (2012). Should healthy eating programmes incorporate interaction with foods in different sensory modalities? A review of the evidence. *British Journal of Nutrition* 108(5): 769–77; Dovey, T.M., et al. (2012).

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Developmental differences in sensory decision making involved in deciding to try a novel fruit. *British Journal of Health Psychology* 17: 258–72; Kannan, S., et al. (2011). “FruitZotic”: A sensory approach to introducing preschoolers to fresh exotic fruits at head start locations in Western Massachusetts. *Journal of Nutrition Education and Behavior* 43(3): 205–06; Mustonen, S., et al. (2009). Effect of sensory education on school children’s food perception: A 2-year follow-up study. *Food Quality and Preference* 20(3): 230–40; Mustonen, S., and Tuorila, H. (2010). Sensory education decreases food neophobia score and encourages trying unfamiliar foods in 8- to 12-year-old children. *Food Quality and Preference* 21(4): 353–60; Reverdy, C., et al. (2008). Effect of sensory education on willingness to taste novel food in children. *Appetite* 51(1): 156–65; Reverdy, C., et al. Effect of sensory education on food preferences in children. *Food Quality and Preference* 21(7): 794–804; Woo, T., and K. Lee. (2011). Development of a sensory education textbook and teaching guidebook for preference improvement toward traditional Korean foods in schoolchildren. *Korean Journal of Nutrition* 44(4): 303–11; Rinck, F., et al. (2011). Ontogeny of odor liking during childhood and its relation to language development. *Chemical Senses* 3(1): 83–91.

10 *Some research suggests:* Rigal, N. (2006). *Winning the Food Fight*. Rochester, VT: Healing Arts Press.

11 *In summary, doctors recommend:* See, for example, the joint statement by the Canadian Pediatric Society and the Canadian Society of Allergy and Clinical Immunology: Chan, E., and Cummings, C. (2013). Dietary exposures and allergy prevention in high-risk infants. *Paediatrics and Child Health* 18(10): 545–49. The American Association of Pediatrics made a similar statement in 2008: Greer, F., et al. (2008). Effects of early nutritional interventions on the development of atopic disease in infants and children: The role of maternal dietary restriction, breastfeeding, timing of introduction of complementary foods, and hydrolyzed formulas. *Pediatrics* 121(1): 183–91. This brings the Canadian and American approaches in line with those in much of Europe.

**Secret 1: Kids Can Learn to Love Healthy Foods**

19 *And the students identified:* Rosenthal, R., and Jacobson, L. (1969). *Pygmalion in the Classroom: Teacher Expectation and Pupil’s Intellectual Development*. New York: Irvington Publishers. See also Rosenthal, R., and Jacobson, L. (1968). Pygmalion in the classroom. *The Urban Review* 3(1): 16–20; and Rosenthal, R. (1994). Interpersonal expectancy effects: A 30-year perspective. *Current Directions in Psychological Science* 3(6): 176–79; Rosenthal, R., and Rubin, D.B. (1978). Interpersonal expectancy effects: The first 345 studies. *Behavioral and Brain Sciences* 1(03): 377–86.

21 *Another experiment asked children:* Rozin, P., Fallon, A., and Augustoni-Ziskind, M. (1985). The child’s conception of food: The development of contamination sensitivity to “disgusting” substances. *Developmental Psychology* 21(6): 1075–79.

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- 21 *And as every parent knows:* Birch, L.L. (1980). The relationship between children's food preferences and those of their parents. *Journal of Nutrition Education* 12: 14–8; Birch, L.L. (1999). Development of food preferences. *Annual Review of Nutrition* 19: 41–62; Skinner, J.D., et al. (2002). Children's food preferences: A longitudinal analysis. *Journal of American Dietetic Association* 102(11): 1638–47.
- 21 *University of Florida researcher:* Bartoshuk, L.M. (1991). Sweetness: History, preference, and genetic variability. *Food Technology* 45(11): 108, 110, 112–13; Hayes, J.A., and Keast, R.S.J. (2011). Two decades of supertasting: Where do we stand? *Physiology and Behavior* (104)5: 1072–74; Berridge, K.C. Taste reactivity: Measuring hedonic impact in infants and animals. *Neuroscience and Biobehavioral Reviews*, 24: 173–98.
- 21 *For supertasters, about 25 percent:* Bartoshuk, L.M. (2000). Comparing sensory experiences across individuals: Recent psychophysical advances illuminate genetic variation in taste perception. *Chemical Senses* 25: 447–60; Tepper, B.J. (1999). Does genetic taste sensitivity to PROP influence food preferences and body weight? *Appetite* 32(3): 422.
- 21 *As Bartoshuk explains:* West, C. (2009, July/August). Measuring magnitude. *Observer of the American Association for Psychological Science* 22(6).
- 22 *More taste buds means:* Duffy, V.B., and Bartoshuk, L.M. (2000). Food acceptance and genetic variation in taste. *Journal of the American Dietetic Association* 100: 647–55; Miller, I.J., and Reedy, F.E. (1990). Variations in human taste bud density and taste intensity perception. *Physiology and Behavior* 47: 1213–19.
- 22 *Interestingly, women are more:* Bartoshuk, L.M., Duffy, V.B., and Miller, I.J. (1994). PTC/PROP tasting: Anatomy, psychophysics, and sex effects. *Physiology and Behavior* 56: 1165–71.
- 22 *Scientists have found:* Zeinstra, G., et al. (2009). Facial expressions in school-aged children are a good indicator of “dislikes,” but not of “likes.” *Food Quality and Preference* 20(8): 620–24.
- 23 *The good news is that kids:* Pliner, P., Pelchat, M., and Grabski, M. (1993). Reduction of neophobia in humans by exposure to novel foods. *Appetite* 20(2): 111–23; Cooke, L. (2007). The importance of exposure for healthy eating in childhood: A review. *Journal of Human Nutrition and Dietetics* 20(4): 294–01.
- 23 *It's about finding a balance:* Loewen, R., and Pliner, P. (1999). Effects of prior exposure to palatable and unpalatable novel foods on children's willingness to taste other novel foods. *Appetite* (32)3: 351–66.
- 23 *This is important because:* Birch, L.L., and Marlin, D.F. (1982). I don't like it; I never tried it: Effects of exposure on two-year-old children's food preferences. *Appetite* (3)4: 353–60; Aldridge, V., Dovey, T.M., and Halford, J. (2009). The role of familiarity in dietary

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- development. *Developmental Review* (29)1: 32–44; Cooke, L. (2007). The importance of exposure for healthy eating in childhood: A review. *Journal of Human Nutrition and Dietetics* (20)4: 294–01; Pelchat, M., and Pliner, P. (1995). “Try it. You'll like it”: Effects of information on willingness to try novel foods. *Appetite* (24)2: 153–65.
- 24 *The more familiar something is:* Loewen, R., and Pliner, P. (1999). Effects of prior exposure to palatable and unpalatable novel foods on children’s willingness to taste other novel foods. *Appetite* (32)3: 351–66.
- 24 *Cautious kids will benefit:* Birch, L.L., et al. (1987). What kind of exposure reduces children’s food neophobia? Looking vs. tasting. *Appetite* 9(3): 171–78; Williams, K.E., et al. (2008). Practice does make perfect: A longitudinal look at repeated taste exposure. *Appetite* 51(3): 739–42; Heath, P., Houston-Price, C., and Kennedy, O.B. (2011). Increasing food familiarity without the tears: A role for visual exposure? *Appetite* 57(3): 832–38; Houston-Price, C., Butler, L., and Shiba, P. (2009). Visual exposure impacts on toddlers’ willingness to taste fruits and vegetables. *Appetite* 53(3): 450–53.
- 25 *Dr. Jatinder Bhatia:* Kessler, D. (2010). *The End of Over-eating: Taking Control of the Insatiable American Appetite*. Emmaus, PA: Rodale Books.
- 26 *In fact, as the processed food:* Ventura, A., and Mennella, J. (2011). Innate and learned preference for sweet taste during childhood. *Current Opinion in Clinical Nutrition and Metabolic Care* 14(4): 379–84.
- 26 *The power of innate:* Harrison, D., et al. (2010). Analgesic effects of sweet-tasting solutions for infants: Current state of equipoise. *Pediatrics* 126(5): 894–902.
- 26 *A drop of a sweet taste:* Baeyens, F., et al. (1990). Flavor-flavor and color-flavor conditioning in humans. *Learning and Motivation* 21(4): 434–55.
- 26 *Simply put: if you use flavors:* Eertmans, A., Baeyens, F., and Van den Bergh, O. (2001). Food likes and their relative importance in human eating behavior: Review and preliminary suggestions for health promotion. *Health Education Research: Theory and Practice* (16)4: 443–56.
- 26 *Scientists call this effect:* Eertmans, A., Baeyens, F., and Van den Bergh, O. (2001). Food likes and their relative importance in human eating behavior: Review and preliminary suggestions for health promotion. *Health Education Research: Theory and Practice* (16)4: 443–56.
- 26 *In one experiment:* Capaldi, E.D., and Privitera, G.J. (2008). Decreasing dislike for sour and bitter in children and adults. *Appetite* 50(1): 139–45.
- 26 *Interestingly, serving flavorful:* Havermans, R.C., and Jansen, A. (2007). Increasing children’s liking of vegetables through flavour-flavour learning. *Appetite* 48(2): 259–62.

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- 27 *Resist the temptation:* Pliner, P., and Stallberg-White, C. (2000). “Pass the ketchup, please”: Familiar flavors increase children’s willingness to taste novel foods. *Appetite* 34(1): 95–103.
- 28 *Psychologists have found:* Rozin, P. (1976). “The selection of foods by rats, humans, and other animals,” in Rosenblatt, J., et al. (eds.), *Advances in the Study of Behavior* (Vol. 6). New York: Academic Press, 21–76.
- 29 *Kids judge food:* Fallon, A.E., Rozin, P., and Pliner, P. (1984). The child’s conception of food: The development of food rejections with special reference to disgust and contamination sensitivity. *Child Development*: 566–75.
- 36 *Young children:* Miller, G. (2011). Sweet here, salty there: Evidence for a taste map in the mammalian brain. *Science* 333(6047): 1213; Chen, X., et al. (2011). A gustotopic map of taste qualities in the mammalian brain *science* 333(6047): 1262–66.
- 38 *Chances are that:* Schiffman, S.S. (1997). Taste and smell losses in normal aging and disease. *Journal of the American Medical Association* 278(16): 1357–62.
- 39 *Beyond making it an easier:* Anzman, S.L., Rollins, B.Y., and Birch, L.L. (2010). Parental influence on children’s early eating environments and obesity risk: Implications for prevention. *International Journal of Obesity* 34(7): 1116–24.

**Secret 2: Marketing Healthy Food to Your Kids Really Works!**

- 41 *Fewer than 2 in 3:* Accessed at: [http://news.bbc.co.uk/2/hi/uk\\_news/england/8492477.stm](http://news.bbc.co.uk/2/hi/uk_news/england/8492477.stm).
- 41 *But even older children were found:* Accessed at: <http://www.primaryindustrieseducation.com.au/resources/reports/foodfibrefuture.pdf>.
- 41 *When shown a drawing:* Howden, N. (2012, March 5). Cultural cringe: Schoolchildren can’t see the yoghurt for the trees. *Sydney Morning Herald*. See also Hillman, K., and Buckley, S. (2011). Food, fibre, and the future: [Report on surveys of students’ and teachers’ knowledge and understanding of Primary Industries](#). *Report to the Australian Council for Educational Research*. Sydney: ACER. Accessed at: <http://www.primaryindustrieseducation.com.au/resources/reports/foodfibrefuture.pdf>.
- 43 *Our ability to teach:* Schor, J.B., and Ford, M. (2007). From tastes great to cool: Children’s food marketing and the rise of the symbolic. *The Journal of Law, Medicine and Ethics* 35(1): 10–21; Desrochers, D.M., and Holt, D.J. (2007). Children’s exposure to television advertising: Implications for childhood obesity. *Journal of Public Policy and Marketing* 26(2):20p; Dorfman, L.E., and Wootan, M.G. (2012). The nation needs to do more to address food marketing to children. *American Journal of Preventive Medicine* 42(3): 334; Cairns, G., et al. (2013). Systematic reviews of the evidence on the nature, extent and effects of food marketing to

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- children: A retrospective summary. *Appetite* 62: 209–15; Nestle, M. (2002). *Food Politics: How the Food Industry Influences Nutrition, and Health*. Berkeley: University of California Press.
- 43 *American kids are exposed*: Mello, M.M., Studdert, D.M., and Brennan, T.A. (2006). Obesity: The new frontier of public health law. *New England Journal of Medicine* 354(24): 2601–10; Batada, A., et al. (2008). Nine out of 10 food advertisements shown during Saturday morning children’s television programming are for foods high in fat, sodium, or added sugars, or low in nutrients. *Journal of the American Dietetic Association* 108(4): 673–78.
- 43 *And these ads work*: Harris, J.L., Bargh, J.A., and Brownell, K.D. (2009). Priming effects of television food advertising on eating behavior. *Health Psychology* 28(4): 404–13; Harris, J.L., et al. (2009). A crisis in the marketplace: How food marketing contributes to childhood obesity and what can be done. *Annual Review of Public Health* 30(1): 211–25.
- 43 *The majority of top websites*: Alvy, L., and Calvert, S. (2008). Food marketing on popular children’s websites: A content analysis. *Journal of the American Dietetic Association* 108(4): 710–13.
- 43 *A step up in complexity*: Troianovski, A. (2012, March). Child’s play: Food makers hook kids on mobile games. *Wall Street Journal*. Accessed at: <http://online.wsj.com/news/articles/SB10000872396390444812704577605263654758948>.
- 43 *Full-blown websites*: BBC News Online. (2011, December 17). Food firms market to children online. Accessed at: <http://www.bbc.co.uk/news/health-16217306>.
- 43 *Happymeals.com had*: Richtel, M. (2011, April 20). In online games: A path to young consumers. *The New York Times*. Accessed at: [http://www.nytimes.com/2011/04/21/business/21marketing.html?pagewanted=all&\\_r=0](http://www.nytimes.com/2011/04/21/business/21marketing.html?pagewanted=all&_r=0).
- 44 *Many of these approaches*: von Normann, K. (2009). The impact of lifestyles and food knowledge on the food patterns of German children. *International Journal of Consumer Studies* 33(4): 382–91; Harris, J.L., Brownell, K.D., and Bargh, J.A. (2009). The food marketing defense model: Integrating psychological research to protect youth and inform public policy. *Social Issues and Policy Review* 3(1): 211–71; Chaplin, L.N., and John, D.R. (2005). The development of self-brand connections in children and adolescents. *Journal of Consumer Research* 32: 119–29.
- 44 *If it encourages children*: Forman, N., et al. (2009). Food branding influences ad libitum intake differently in children depending on weight status: Results of a pilot study. *Appetite* 53(1): 76–83; Nestle, M. (2006). Food marketing and childhood obesity: A matter of policy. *New England Journal of Medicine* 354(24): 2527–29; Nestle, M. (2002). *Food Politics: How the Food Industry Influences Nutrition and Health*. Berkeley: University of California Press.

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- 44 *The resulting Institute of Medicine study:* McGinnis J.M., Gootman, J.A., Kraak, V.I. (eds.). *Food Marketing to Children and Youth: Threat or Opportunity?* Washington, D.C.: National Academies Press, 2006.
- 44 *Researchers now believe:* Deliza, R., and MacFie, H.J.H. (1996). The generation of sensory expectation by external cues and its effect on sensory perception and hedonic ratings: A review. *Journal of Sensory Studies* 11: 103–28; Fazio, R.H. (2001). On the automatic activation of associated evaluations: An overview. *Cognition and Emotion* 15: 115–41; Chartrand, T.L., et al. (2008). Nonconscious goals and consumer choice. *Journal of Consumer Research* 35: 189–201.
- 44 *By watching these ads:* Bargh, J.A., and Ferguson, M.J. (2000). Beyond behaviorism: The automaticity of higher mental processes. *Psychological Bulletin*, 126: 925–45; Strack, F., and Deutsch, R. (2004). Reflective and impulsive determinants of social behavior. *Personality and Social Psychology Review* 8: 220–47; Wilson, T.D., and Bar-Anan, Y. (2008). The unseen mind. *Science* 321: 1046–47; Dijksterhuis, A., Chartrand, T.L., and Aarts, H. (2007). Automatic behavior. In J. A. Bargh (ed.), *Social Psychology and the Unconscious: The Automaticity of Higher Mental Processes*. Philadelphia: Psychology Press. Similar findings hold true for young children’s perceptions of alcohol consumption, see: Austin, E.W., and Knaus, C. (2000). Predicting the potential for risky behavior among those “too young” to drink as the result of appealing advertising. *Journal of Health Communication* 5: 13–27. This is also why traditional “exercise more” or “eat healthy” messages from public health providers have been shown to be relatively ineffective in changing long-term behaviors. See, for example, Wardle, J., and Huon, G. (2000). An experimental investigation of the influence of health information on children’s taste preferences. *Health Education Research* 15: 39–44.
- 44 *Marketing strategies have proliferated:* Schor, J.B., and Ford, M. (2007). From tastes great to cool: Children’s food marketing and the rise of the symbolic. *Journal of Law, Medicine and Ethics* 35: 10–21.
- 44 *Those same arguments:* Nestle, M. (2002). *Food Politics: How the Food Industry Influences Nutrition, and Health*. Berkeley: University of California Press.
- 44 *Even simply setting limits:* Christakis, D.A. (2008). The effects of infant media usage: What do we know and what should we learn? *Acta Paediatrica* 98(1): 8–16; Lillard, A.S., and Peterson, J. (2011). The immediate impact of different types of television on young children’s executive function. *Pediatrics* 128(4): 644–49; Zimmerman, F.J., Christakis, D.A., and Meltzoff, A.N. (2007). Associations between media viewing and language development in children under age 2 years. *Journal of Pediatrics* 151(4): 364–68; Page, A., et al. (2010). Children’s screen viewing is related to psychological difficulties irrespective of physical activity. *Pediatrics*. doi: 10.1542/peds.2010-1154; Strasburger, V.C., et al. (2011). Policy statement: Children, adolescents, obesity, and the media. *Pediatrics* 128: 201–08. Boyland, E.J., et al. (2011). Food

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commercials increase preference for energy-dense foods, particularly in children who watch more television. *Pediatrics* 128: e93–e100.

- 45 *This is, in part:* Halford, J.C.G., et al. (2004). Effect of television advertisements for foods on food consumption in children. *Appetite* 42: 221–25; Halford, J.C.G., et al. (2007). Beyond-brand effect of television (TV) food advertisement/commercials on caloric intake and food choice of 5- to 7-year-old children. *Appetite* 49: 263–67; Harris, J.L., Bargh, J. A., and Brownell, K. (2009a). The direct effects of television food advertising on eating behavior. *Health Psychology* 28: 404–13.
- 45 *They tested this out:* Wansink, B., et al. (2012). Attractive names sustain increased vegetable intake in schools. *Preventive Medicine* 55(4): 330–32; Wansink, B., et al. (2011). What is in a name? Giving descriptive names to vegetables increases lunchroom sales. *Journal of Nutrition Education and Behavior* 43(4): S1.
- 45 *Another experiment:* Wansink, B., et al. (2012). Can branding improve school lunches? *Preventive Medicine* 166(10): 967–68.
- 45 *His research team:* Wansink, B., Shimizu, M., Camps, G. (2011). What would Batman eat?: Priming children to make healthier fast food choices. *Pediatric Obesity* 7: 121–23.
23. Morizet, D., et al. (2012). Effect of labeling on new vegetable dish acceptance in preadolescent children. *Appetite* 59(2): 399–402.
24. Harper, L., and Sanders, K. (1975). The effect of adults' eating on young childrens' acceptance of unfamiliar foods. *Journal of Experimental Child Psychology* 20: 200–14; Hendy, H., and Raudenbush, B. (2000). Effectiveness of teacher modeling to encourage food acceptance in preschool children. *Appetite* 34(1): 61–76; Jansen, A., and Tenney, N. (2001). Seeing mum drinking a “light” product: Is social learning a stronger determinant of taste preference acquisition than caloric conditioning? *European Journal of Clinical Nutrition* 55(6): 418–22.
25. L.L. Birch. (1980). Effects of peer models' food choices and eating behaviours on preschoolers' food preferences. *Child Development* 51: 489–96.
26. French, S.A., et al. (1999). Cognitive and demographic correlates of low-fat vending snack choices among adolescents and adults. *Journal of the American Dietetic Association* 99(4): 471–75; Zandstra, E.H., De Graaf, C., and Van Staveren, W. (2001). Influence of health and taste attitudes on consumption of low- and high-fat foods. *Food Quality and Preference* 12: 75–82; Glanz, K., et al. (1998). Why Americans eat what they do: Taste, nutrition, cost, convenience and weight control concerns as influences on food consumption. *Journal of American Dietetic Association* 98: 1118–26; Neumark-Sztainer, D., et al. (2003). Correlates of fruit and vegetable intake among adolescents: Findings from Project EAT. *Preventive Medicine* 37: 198–208.



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27. Kitts, D. (1994). Bioactive substances in food: Identification and potential uses. *Canadian Journal of Physiology and Pharmacology* 72: 423–34.
28. Cooke, L.J. et al. (2011). Eating for pleasure or profit. *Psychological Science* 22(2): 190–96.
29. Sekar, R., Rajagopal, P., Gilbride, T.J. (2010). Marketing healthful eating to children: The effectiveness of incentives, pledges, and competitions. *Journal of Marketing* 74(3): 93–106.
30. These were tried in a *Consumer Reports* blind taste test of 19 different product pairs, which found little significant taste differences in these instances. In each of these cases, the *Consumer Reports* testers found little or no difference in the taste quality of the name brand versus store-bought foods. *Consumer Reports*. (2012, October). Store-brand vs. name-brand taste-off: Our tests pit private-label products against big-name rivals. Accessed at: <http://consumerreports.org/cro/magazine/2012/10/store-brand-vs-name-brand-taste-off/index.htm>.
31. Robinson, T.N., et al. (2007). Effects of fast food branding on young children’s taste preferences. *Archives of Pediatric and Adolescent Medicine* 161: 792–97.
32. Moore, E.S., and Lutz, R.L. (2000). Children, advertising, and product experiences: A multimethod inquiry. *Journal of Consumer Research* 27: 31–48.
33. Raju, S., et al. (2010). Marketing healthful eating to children: The effectiveness of incentives, pledges, and competitions. *Journal of Marketing* (74)3: 93–106.
34. Cooke, L.J. et al. (2011). Eating for pleasure or profit. *Psychological Science* 22(2): 190–96.

**Secret 3: Schedule One Snack a Day**

1. Waller, C.E., Du, S., and Popkin, B.M. (2012). Patterns of overweight, inactivity, and snacking in Chinese children. *Obesity Research* 11(8): 957–61.
2. Piernas, C., and Popkin, B.M. (2010). Trends in snacking among US children. *Health Affairs*, 29(3): 398–04.
3. See <http://www.letsmove.gov>.
4. Piernas, C., and Popkin, B.M. (2010). Snacking increased among US adults between 1977 and 2006. *Journal of Nutrition* 140(2): 325–32.
5. Kerr, M.A., et al. (2009). Snacking patterns among adolescents: A comparison of type, frequency and portion size between Britain in 1997 and Northern Ireland in 2005. *British Journal of Nutrition* 101(1): 122.

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6. Jahns, L., Siega-Riz, A.M., and Popkin, B.M. (2001). The increasing prevalence of snacking among US children from 1977 to 1996. *The Journal of Pediatrics* 138(4): 493–98; Zizza, C., Siega-Riz, A.M., and Popkin, B.M. (2001). Significant increase in young adults' snacking between 1977–1978 and 1994–1996 represents a cause for concern! *Preventive Medicine* 32(4): 303–10.
7. Kessler, D. (2009). *The End of Over-eating: Taking Control of the Insatiable American Appetite*. Emmanus, PA: Rodale Press.
8. Fisher, J.O., and Birch, L.L. (2002). Eating in the absence of hunger and overweight in girls from 5 to 7 years of age. *American Journal of Clinical Nutrition* 76(1): 226–31.
9. Kagamimori, S., et al. (2008). The relationship between lifestyle, social characteristics, and obesity in 3-year-old Japanese children. *Child: Care, Health and Development* 25(3): 235–48.
10. Abramson, E. (2011). *It's Not Just Baby Fat*. n.p.: Bodega Books.
11. Birch, L.L., and Deysher, M. (1985). Conditioned and unconditioned caloric compensation: Evidence for self-regulation of food intake by young children. *Learning and Motivation* 16: 341–55; Deysher, M. (1986). Caloric compensation and sensory specific satiety: Evidence for self-regulation of food intake by young children. *Appetite* 7(4): 323–31.
12. Young, L.R., and Nestle, M. (2003). Expanding portion sizes in the U.S. marketplace: Implications for nutrition counseling. *Journal of the American Dietetic Association* 103(2): 231–34.
13. Mischel, W., et al. (1972). Cognitive and attentional mechanisms in delay of gratification. *Journal of Personality and Social Psychology* 21(2): 204–18. See also: Eigste, I., et al. (2006). Predicting cognitive control from preschool to late adolescence and young adulthood. *Psychological Science* 17(6): 478–84; Casey, B. J., et al. (2011, August 29). Behavioral and neural correlates of delay of gratification 40 years later. *Proceedings of the National Academy of Sciences* u108(36): 14998–15003.
14. Honkanen, P., et al. (2012). Reflective and impulsive influences on unhealthy snacking: The moderating effects of food-related self-control. *Appetite* (58)2: 616–22.
15. Flood-Obbagy, J.E., and Rolls, B. J. (2009). The effect of fruit in different forms on energy intake and satiety at a meal. *Appetite* 52(2): 416–22.
16. Cornwell, T.B., and McAlister, A.R. (2012). Contingent choice: Exploring the relationship between sweetened beverages and vegetable consumption. *Appetite* 62: 203–08. doi: <http://dx.doi.org/10.1016/j.appet.2012.05.001>.

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