

Plastic-free behavior of Millennials: An application of the theory of planned behavior on drinking choices

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Abstract

This study explores the factors that influence millennials' intentions and behavior regarding reduced plastic consumption. An extended theory of planned behavior was established as a conceptual model that explicitly analyzed both the role of past and stated behaviors. The stated behavior was measured using a projective technique. The data obtained from a survey of 741 Italian respondents were analyzed through multiple correspondence analysis and partial least squares structural equation modeling. The results of the projective technique characterized "plastic-free" behavior as a unidimensional construct, while structural equation modeling showed that attitudes, subjective norms, and perceived behavioral control influence with a different impact the intention of millennial consumers to reduce the use of plastic drinking bottles. Finally, "plastic-free" behavior is mostly affected by intention. Based on the results, actions and incentives for reducing plastic consumption were provided.

Keywords: Plastic free, TPB, PLS-SEM, Millennials, consumer behavior.

1 **1.Introduction**

2 Plastics are extensively used in daily life as food and drink containers and grocery bags
3 (Hopewell et al., 2009); given its various properties, such as affordability, lightness, versatility,
4 and durability, plastic use and production have increased over the last 60 years (Alam et al.,
5 2018; Sang et al., 2021). For instance, global plastic production reached 368 million tons in
6 2019, with Europe and Asia contributing 16% and 51%, respectively, while approximately 480
7 billion plastic drinking bottles were sold worldwide (PEMRG, 2020). On the demand side, 40%
8 of plastics in Europe are used for packaging and 8% as plastic bottles for water, soft drinks, and
9 juices (PEMRG, 2020). According to recent forecasts, the amount of plastic drinking bottles is
10 expected to increase by approximately 15% per year (Laville and Taylor, 2017), reaching 12
11 billion tons of plastic in 2025. When plastic is not treated using an appropriate waste disposal
12 stream, it may negatively influence natural ecosystems, causing problems for humans, plants,
13 and animals (Caracciolo and Lombardi, 2012). If plastic is burned or buried, chemical
14 compounds are toxic to air and soil (Ilyas et al., 2018). Most plastic chemical compounds are
15 also persistent in the environment and are potentially hazardous to the human food chain, posing
16 great concerns for ocean pollution (Laville and Taylor, 2017; Halden, 2010). Therefore, plastic
17 pollution is considered among the main environmental threats by the United Nations, and plastic
18 problems are a major concern for governments and other stakeholders (Paletta et al., 2019;
19 Seltenrich, 2015).

20 Society acknowledges the negative impact of plastic waste on the environment, and it has been
21 proven that consumers consider contamination of water, air, and food due to plastic pollution
22 as harmful to human health (Tudor and Williams, 2003; Kiessling et al., 2017; Joseph et al.,
23 2016). In consumers' perception of food products, plastic packaging leads to a reduction in
24 perceived product quality and an increase in perceived safety risk (Fernqvist et al., 2015; Omari
25 et al., 2018). This would result in an increased likelihood of consumers choosing more

26 sustainable choices (Gifford and Nilsson, 2014; Bamberg and Möser, 2007) and asking for more
27 eco-friendly packaging solutions aimed at reducing the environmental pressure linked to plastic
28 consumption.

29 Following this increased interest, scientific literature has focused on consumer perception and
30 behavior related to plastic use and disposal (Zwicker et al., 2020; Rhein and Schmid, 2020).
31 More specifically, several studies have investigated consumers' behavioral intention to recycle
32 (Khan et al., 2019; Roy et al., 2020) or reuse plastics (Martinho et al., 2017; Madria and
33 Tangsoc, 2019; Liu et al., 2021). For example, Khan and colleagues (2019) found that different
34 consumer attitudes lead to different behaviors toward plastic recycling. The latter has been
35 largely investigated in the United Kingdom, where Roy and colleagues (2020) discussed
36 psychological, pragmatic, and social drivers for plastic recycling. Apart from individual-level
37 determinants, personal attitudes and other challenges for promoting the reuse of plastics have
38 also been investigated; for instance, Madria and Tangsoc (2019) investigated features of
39 packaging design that allow reusing plastic to be as simple as throwing the item away, while
40 Martinho et al. (2017) and Liu et al. (2021) illustrated that a plastic bag tax helps reduce the
41 single-use of plastic bags.

42 Although both recycling and reuse practices should be promoted to decrease plastic waste, they
43 do not guarantee a reduction in plastic production or use in general (Heidbreder et al., 2019).
44 Unexpectedly, according to Heidbreder et al. (2019), recycling might push people to use more
45 plastic than they usually would since recycling may allow consumers to feel exonerated from
46 being responsible for plastic pollution. Therefore, more recently, researchers have focused on
47 how plastic use can be reduced (Sun et al., 2017; Heidbreder et al., 2020; Nabila and Nurcahyo,
48 2020). Some have investigated demographic characteristics—such as gender, age, and
49 education (Madigele et al., 2017; Sharp et al., 2010)—and psychological factors (Sun et al.,
50 2017; Nabila and Nurcahyo, 2020) associated with the use or non-use of plastic items like

51 plastic bags or bottles. Others have analyzed the efficacy of plastic taxes, legislative initiatives,
52 or “plastic-free” promotional campaigns as possible strategies aimed at reducing plastic use
53 (Walker et al., 2020; Heidbreder et al., 2020). However, little attention has been focused on
54 reducing plastic use; quantitative studies are quite scarce (Heidbreder et al., 2019) and do not
55 approach the issue with a well-documented and formalized behavioral model.

56 Therefore, the current study attempts to fill this gap in the literature, aiming to understand how
57 to stimulate the reduction of plastic drinking bottles of future generations (i.e., millennial
58 consumers¹) by investigating psychological and behavioral factors through an extended model
59 of the theory of planned behavior (TPB; Ajzen, 1991). This was accomplished through a
60 structured survey involving 741 Italian millennials; afterward, behavioral constructs were
61 analyzed through multivariate statistical tools such as multiple correspondence analysis (MCA)
62 and partial least squares structural equation modeling (PLS-SEM). TPB has been widely used
63 to study behavioral intentions regarding environmental protection, education, and health and
64 has also been applied to a wide range of behaviors, including food refusal (Graham-Rowe et
65 al., 2015; Visschers et al., 2016), healthy eating (McEachan et al., 2011), and recycling behavior
66 (Greaves et al., 2013; Rhodes et al., 2015; Stancu et al., 2016; White and Hyde, 2012). Many
67 scholars have also extended the TPB framework by incorporating other constructs (Alhassan et
68 al., 2018; Ding et al., 2018; Wan et al., 2012; Sun et al., 2017). In the current study, an extended
69 theory of planned behavior was applied since the model hypothesized considers an additional
70 predictor: what is called “past behavior.” Previous scientific researchers have included past
71 behavior predictors within the TPB (Canova et al., 2020; Hagger et al., 2018), especially if the
72 behavior could be influenced by habits (Canova et al., 2020; Conner and Armitage, 1998).
73 Indeed, according to Conner and McMillan (1999), repeated behavior may convert the behavior
74 from a reasoned to an automatic process. Given that past behavior does not capture overall

1 There are several definitions of millennials (Formánková et al., 2019). Individuals born in or after 1982 show high sensitivity toward sustainability (Connell et al., 2012), thus in the current study, Millennials refers to people born in or after 1982.

75 habits (Knussen and Yule, 2008; Verplanken, 2006), this study has also adopted a projective
76 technique—what are called “completion tasks” (Steinman, 2009)—to capture automatic or non-
77 conscious processes that affect consumer behavior (Steinman, 2009; Bargh, 2002). Projective
78 techniques encourage respondents to reveal unconscious feelings and attitudes by providing
79 responses to verbal or visual stimuli (Will et al., 1996). “Completion tasks” are a kind of
80 projective technique where respondents complete a partial sentence, story, argument, or
81 conversation (Steinman, 2009; Gordon and Langmaid, 1988). This type of projective technique
82 has been widely applied by consumer researchers to reveal consumers’ feelings toward a
83 specific product or brand (Sass et al., 2018; Sales et al., 2020). Therefore, in the current study,
84 the “completion task” was used to capture the respondents’ stated behavior toward use or non-
85 use of plastic drinking bottles.

86 Once analyzed millennials’ stated behaviors about the use of beverage containers, the current
87 study aims at pointing out psychological and behavioral drivers and barriers to the reduction of
88 plastic drinking bottle use.

89 The remainder of this paper is organized as follows. In the methodology, the survey and data
90 collection process are described, and the measured behavioral constructs and empirical models
91 are presented. The results present the outcomes provided by the projective techniques on plastic
92 drinking bottle use and the estimated relationships between the TPB constructs and “plastic-
93 free” behavior. The discussion elucidates the results of this study vis à vis current literature, as
94 well as study limitations, while the last section provides concluding remarks and suggests
95 potential future research directions.

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103 **2.Methodology**

104 **2.1 Data collection and survey**

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106 The convenience sample used in this study was drawn from a population of Italian millennials,
107 from 18 to 39 years old. Data collection took four months (was from January to May 2020) and
108 involved administering a web-based structured questionnaire. To reach a wider number of
109 participants in the population target, the questionnaire was sent through different messaging
110 and communication platforms (e.g., Facebook, Twitter, WhatsApp, email). The sample size
111 was set at 700 to satisfy a level of effect size (correlation between variables) $|\rho|$ equal to 0.15,
112 and a power of 99, according to the a priori power analysis (Faul et al., 2009). Moreover, to
113 account for any potential attrition, allowing for respondent drop-out, the sample size was
114 inflated by 10%, resulting in a sample size of 770 responses. The questionnaire was anonymous
115 to avoid social desirability biases. Furthermore, the suitability of the questionnaire language
116 was tested by performing a pilot test with 30 participants belonging to the target population of
117 the study. The pilot test did not detect any misinterpretation of the questions or critical issues,
118 supporting the choice of language used.

119 The survey had three sections. The first attempted to capture the behavioral constructs of
120 millennial consumers to reduce the use of plastic drinking bottles and follow the standard
121 structure of the TPB. The latter was developed by Ajzen (1991) who considers human behavior
122 as a consequence of intention (Armitage and Conner, 1999), which in turn is influenced by three
123 constructs: attitudes (Armitage and Conner, 1999), social norms (Armitage and Conner, 1999),
124 and perceived behavioral control (PBC; Armitage and Conner, 1999). Owing to its flexibility
125 and high predictive value, the TPB is a theoretical approach largely adopted to examine any
126 form of human behavior (Despotović et al., 2019; Raimondo et al., 2021), particularly
127 sustainable and healthy food purchases (Dorce et al., 2021; Li et al., 2021; Choi and Johnson,

2019). While intention captures people's motivation to adopt a behavior, indicating the probability of executing it (Honkanen and Young, 2015; Dorce et al., 2021), attitudes are based on personal evaluations and opinions about the consequences of the decision. Social norms include what others may think about one's behavior, and finally, PBC represents a subjective evaluation of one's internal and external capabilities and/or limitations that may influence the actual behavior. Moreover, in addition to the classical constructs of the TPB, the "past behavior" and the "stated behavior" constructs have been included in the model to improve the overall explanatory capacity of the model (Conner and Armitage, 1998; De Bruijn, 2010) in understanding factors influencing millennial behavior to reduce the use of plastic drinking bottles.

Overall, 13 items were used to measure the TPB dimensions: three items for each classical construct (intention, attitudes, social norms, and PBC) and one item for the "past behavior" construct. A 7-point Likert scale was used to rank each item from 1 ("strongly agree") to 7 ("strongly disagree"), except for the attitude items where the anchors were 1 ("not at all") and 7 ("very much;" Table 1).

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Table 1. Description of the items included in the TPB constructs.

Constructs and Items	End-point anchors
<i>Attitudes</i>	
A.1 Reducing the consumption/waste of plastic drinking bottles in the next month would be satisfying	not at all (1) – very much (7)
A.2 Reducing the consumption/waste of plastic drinking bottles in the next month would be convenient	not at all (1) – very much (7)
A.3 Reducing the consumption/waste of plastic drinking bottles in the next month would be positive	not at all (1) – very much (7)

Social Norms

SN.1 Most people important to me would like for me to reduce the consumption/waste of plastic drinking bottles	strongly disagree (1) – strongly agree (7)
SN.2 Most people I know and appreciate would approve of my choice to reduce the consumption/waste of plastic drinking bottles	strongly disagree (1) – strongly agree (7)
SN.3 Most people important to me have reduced the consumption/waste of plastic drinking bottles	strongly disagree (1) – strongly agree (7)

Perceived Behavioral Control (PBC)

PBC. 1 If I wanted to, I could reduce the consumption/waste of plastic drinking bottles	strongly disagree (1) – strongly agree (7)
PBC. 2 I have no difficulty reducing the consumption/waste of plastic drinking bottles	strongly disagree (1) – strongly agree (7)
PBC. 3 Reducing the consumption/waste of plastic drinking bottles or not is up to me	strongly disagree (1) – strongly agree (7)

Intention

I.1 I want to reduce the consumption/waste of plastic drinking bottles in the next month	strongly disagree (1) – strongly agree (7)
I.2 I plan to reduce the consumption/waste of plastic drinking bottles in the next month	strongly disagree (1) – strongly agree (7)
I.3 I will try to reduce the consumption/waste of plastic drinking bottles in the next month	strongly disagree (1) – strongly agree (7)

Past Behavior

During the last year, I have reduced the consumption/waste of plastic drinking bottles	strongly disagree (1) – strongly agree (7)
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151 The second section of the questionnaire aimed to measure millennials' stated behaviors
 152 regarding the use of beverage containers and was developed following the procedure suggested
 153 by Steinman (2009) for implementing the projective technique. Three real-life scenarios
 154 regarding drinking were proposed to respondents (Table 2): i) out with friends, ii) at home, and
 155 iii) at university/work. For each scenario, the “completion task” technique was adopted. Three
 156 alternative images of beverage containers (one plastic bottle and two plastic-free beverage
 157 containers) were shown as stimuli to each respondent, who was then asked to finalize the
 158 scenario that better represented their everyday life. For instance, in the scenario “drinking out
 159 with friends,” the respondent had to imagine being out with friends in a restaurant/pub and
 160 asking for something to drink. Pictures showing a well-known soft drink in three alternative
 161 containers were offered to the respondents (Table 2).

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163 **Table 2.** Consumers' stated behavior

<i>Scenario description</i>	<i>Beverage container alternatives</i>
Scenario 1 “out with friends.” Imagine you are out with some friends in a restaurant/pub and are going to ask for something to drink. What type of beverage container do you order?	1- Plastic bottle 2- Aluminum can 3- Glass bottle
Scenario 2 “at home.” Imagine you are having a daily meal with your family. What beverage container do you find on the table?	1- Reusable jug 2- Glass bottle 3- Plastic bottle
Scenario 3 “at university/work.” Imagine you are at university or your working environment and you are going to drink water. What will you use?	1- Plastic bottle 2- Reusable jug 3- Dispenser of water

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165 Finally, the third section of the survey collected traditional socio-demographic information on
166 the respondent (i.e., gender, age, level of education [high school/ university degree], and the
167 city of origin).

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169 **2.2 Empirical analysis**

170 Once the data were collected, two statistical analyses were performed. First, MCA was
171 conducted to analyze millennials' stated behaviors through the projective technique regarding
172 the use of beverage containers. MCA is a quantitative multidimensional statistical technique
173 that processes qualitative data. Furthermore, it is an extension of the correspondence analysis
174 method, allowing for the analysis of relationships between categorical variables (Abdi and
175 Valentin, 2007). MCA can also be seen as principal component or factorial analyses when the
176 variables to be analyzed are categorical (Hoffman and Leeuw, 1992). This statistical method
177 allows the determination of the internal structure of dependence between frequencies through
178 a graphical representation of a data matrix of qualitative variables and is largely used in the
179 field of marketing, and, in particular, multidimensional mapping (Greenacre and Blasius, 2006).
180 In the current study, the model will be used to analyze millennials' stated behaviors regarding

181 the use of beverage containers in three different scenarios: dining out with friends, at home, and
182 at university/work. Accordingly, the “stated behavior” construct is the output of the MCA.

183 In the second analysis, PLS-SEM was used to investigate the intention of millennial consumers
184 to reduce the use of plastic drinking bottles. PLS-SEM is a multivariate technique widely used
185 for analyzing consumer preferences and buying behavior in both observational and
186 experimental settings (Caracciolo et al., 2020; Pinto et al., 2019; Hair et al., 2019). It consists
187 of two parts: the measurement (or outer) and structural (or inner) models. The former provides
188 relationships between latent constructs (or latent variables) and the items they are defined by,
189 while the structural model shows the relationships between latent constructs themselves
190 (Venturini and Mehmetoglu, 2019). In other words, the structural part is similar to regression
191 analysis, while the measurement part is a type of confirmatory factor analysis. The algorithm
192 used to estimate the PLS-SEM model comprises two steps. First, latent construct scores are
193 estimated by providing the measurement model parameters (weights/loadings). Subsequently,
194 the structural model parameters (path coefficients) were estimated. Once the measurement
195 model was specified, it was confirmed by checking factor loadings > 0.5 , Cronbach’s alpha $>$
196 0.7 , and rho A > 0.7 (indicator reliability). Moreover, the convergent and discriminant validity
197 of the constructs were assessed. Convergent validity is achieved when the average variance
198 extracted (AVE) of the construct is equal to or higher than 0.5 , while discriminant validity is
199 achieved if the factor loading on the assigned construct is higher than all loadings of other
200 constructs (Dorce et al., 2021; Venturini and Mehmetoglu, 2019). The structural model
201 assessment was based on path coefficient values (Venturini and Mehmetoglu, 2019; Hair et al.,
202 2014). All statistical analyses were performed using Stata 16 (Stata Corp LP, College Station,
203 TX, USA).

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205 **3.Results**

206 *3.1 Descriptive statistics*

207 Of the 770 respondents, 31 failed to complete the survey or reported missing information on
208 key statements, giving a final sample of 741 millennials. Socio-demographic information shows
209 that participants (251 male and 490 female) were aged 18–39 years (24.8 ± 4.4 years), living in
210 Southern Italy (89.7%) and in Sicily (46.5%) and in Campania (41.4%) in particular. Half of
211 the sample (50%) had a university degree, while the remainder had a lower level of education.
212 Table 3 presents the descriptive statistics (mean, standard deviation, minimum, and maximum)
213 of each item. All the mean scores of items were moderately high, ranging from 4.06 (SN.1) to
214 6.30 (A.2). In particular, the highest mean values can be seen for items related to millennials'
215 attitudes toward reducing plastic beverage consumption.

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218 **Table 3.** Descriptive statistics of items.

Items	Mean	Std. dev	Min	Max
A.1	6.04	1.23	1	7
A.2	6.30	1.08	1	7
A.3	6.24	1.05	1	7
SN.1	4.06	1.91	1	7
SN.2	5.59	1.55	1	7
SN.3	4.32	1.63	1	7
PBC.1	5.60	1.57	1	7
PBC.2	4.74	1.62	1	7
PBC.3	4.97	1.74	1	7
I.1	5.74	1.56	1	7
I.2	5.40	1.54	1	7
I.3	5.64	1.49	1	7
Past Behav	5.00	1.58	1	7

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220 The output of millennials' stated behavior regarding the use of beverage containers is shown in
 221 Table 4. In the first column, there are absolute and percentage frequencies of the total responses;
 222 the last two columns distinguish between male and female responses. For *scenario 1* (drinking
 223 out with friends), 74% of interviewees preferred the glass bottle option, while 10% chose the
 224 plastic bottle. Conversely, the plastic bottle option was the most preferred (51%) in *scenario 2*
 225 (drinking at home). Finally, for *scenario 3* (drinking at university/work), 61% of the sample
 226 preferred the reusable jug, while 32% preferred the plastic bottle. Meanwhile, Pearson's chi-
 227 square test confirmed that differences between females and males were statistically significant
 228 in each considered scenario, particularly when respondents were at university or in their
 229 working environment (Scenario 3). Therefore, it is possible that females may prefer the plastic
 230 bottle option less than males in each scenario. In *scenario 1*, 8% of females chose the plastic
 231 bottle versus 14% of males. In *scenario 2*, 49% of females and 56% of males preferred plastic
 232 bottles, and 29% and 38% of females and males, respectively, preferred plastic bottles in
 233 *scenario 3*.

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238 **Table 4.** Beverage container alternatives (scenarios 1, 2 and 3).

<i>Beverage container alternatives</i>	<i>Total</i>		<i>Female</i>		<i>Male</i>		<i>Pearson chi-square</i>
	<i>Abs. frequency</i>	<i>Perc. frequency</i>	<i>Abs. frequency</i>	<i>Perc. frequency</i>	<i>Abs. frequency</i>	<i>Perc. frequency</i>	
<i>Scenario 1</i> 1- Plastic bottle	74	10%	39	8%	35	14%	
2- Aluminum can	119	16%	70	14%	49	19%	
3- Glass bottle	548	74%	381	78%	167	67%	

	Total	741	100%	490	100%	251	100%	11.61**
<i>Scenario</i> 2	1- Reusable jug	265	36%	194	40%	71	28%	
	2-Glass bottle	95	13%	56	11%	39	16%	
	3- Plastic bottle	381	51%	240	49%	141	56%	
	Total	741	100%	490	100%	251	100%	9.79*
<i>Scenario</i> 3	1-Plastic bottle	236	32%	140	29%	96	38%	
	2-Reusable jug	451	61%	326	66%	125	50%	
	3- Dispenser of water	54	7%	24	5%	30	12%	
	Total	741	100%	490	100%	251	100%	23.84***

239 Note: (* $p < 0.05$; ** $p < 0.01$; *** $p < 0.001$) Abs=Absolute; Perc= Percentage

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242 3.2 MCA results

243 The output of the multiple correspondence analysis is shown in Table 5 and graphically
 244 represented in Figure 1 as a data matrix with three qualitative variables (drinking out with
 245 friends, at home, and at university/work) and nine categories in relation to the x-axis and y-
 246 axis, with the x and y axes representing latent dimensions orthogonal to each other. The sum of
 247 the inertias of the two dimensions is the total inertia, which represents the total variability. The
 248 first dimension (x-axis) accounts for most of the inertia (92.2%), while the second dimension
 249 (y-axis) accounts for only 3% (Table 6). This indicates that the projective technique reveals
 250 “plastic-free” behavior as a unidimensional construct. By examining the closeness among the
 251 categories, the figure makes it possible to identify the associations and disassociations between
 252 categories, wherein categories clustered together represented associations (Figure 1). For
 253 example, the plastic bottle option of the first scenario is close to the plastic bottle options of the
 254 second and third scenarios. Conversely, the alternatives to plastic bottle options are far from

255 the three plastic bottle options but are associated with each other in two different clusters.
 256 Therefore, one (stated) dimension is pointed out. A positive value for this dimension indicates
 257 the “non plastic-free” behavior, referring to respondents who prefer the plastic drinking bottle
 258 option, while a negative value shows the “plastic-free” behavior that selects respondents who
 259 prefer alternatives to plastic drinking bottles. Given that the x-axis of the plot catches almost
 260 the total variability, the predicted scores of the first dimension were used as a construct (stated
 261 behavior) of the TPB model.

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264 **Table 5.** Multiple correspondence analysis output.

	Dimension 1 coordinate (x)	Dimension 2 coordinate (y)	% Inertia
Scenario 1 “out with friends”			
1-Plastic bottle	0.452	0.008	0.200
2-Aluminum can	0.039	-0.068	0.014
3-Glass bottle	-0.069	0.014	0.037
Scenario 2 “at home”			
1-Reusable jug	-0.230	0.008	0.206
2-Glass bottle	0.069	-0.090	0.020
3-Plastic bottle	0.143	0.017	0.118
Scenario 3 “at university/work”			
1-Plastic bottle	0.268	0.014	0.266
2-Reusable jug	-0.137	0.005	0.131
3-Dispenser of water	-0.025	-0.100	0.008

265 Note: Dimension 1, principal inertia: 0.0295 (92.21%); Dimension 2, principal inertia 0.0009 (2.98%).

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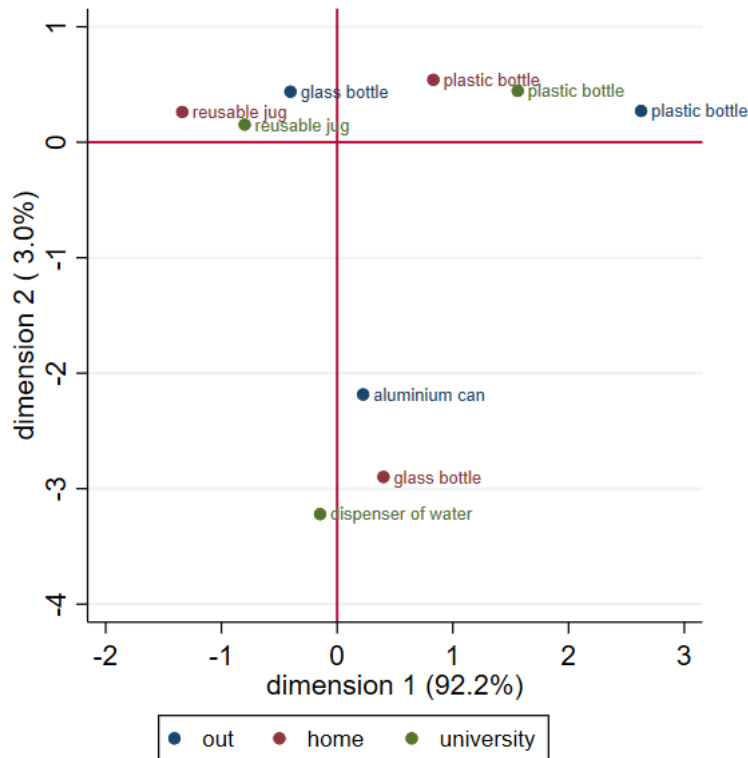
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272 **Figure 1.** MCA Plot



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276 *3.3 PLS-SEM output*

277 *3.3.1 The measurement model*

278 Table 6 illustrates the results of the measurement model, showing strong relationships between
279 the latent constructs and items with factor loadings >0.5, ranging from 0.6 to 0.9. The results
280 of the final assessment of the model for internal consistency (Cronbach's alpha), indicator
281 reliability (rho A), and convergent validity (AVE) are presented at the bottom of the table. The
282 Cronbach's alpha for Social Normsis below the threshold value of 0.7, but Kline (2015) argues
283 that values between 0.6 and 0.7 may be considered adequate. Moreover, the results could be

284 considered suitable for validating the measurement model because all constructs show indicator
 285 reliability (rho A) and convergent validity above 0.7 and 0.5, respectively.

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289 **Table 6.** Measurement model output.

Items	ATT	INT	SN	PBC	PB	ST-BEH
A.1	0.845					
A.2	0.893					
A.3	0.893					
I.1		0.916				
I.2		0.921				
I.3		0.921				
SN.1			0.683			
SN.2			0.858			
SN.3			0.64			
PBC.1				0.878		
PBC.2				0.807		
PBC.3				0.81		
PB					1	
ST-BEH						1
Cronbach's α	0.85	0.908	0.63	0.784	1	1
Rho A	0.909	0.942	0.774	0.871	1	1
AVE	0.853	0.909	0.738	0.835	1	1

290 **Note: ATT =attitude; INT=intention; SN= social norms; PBC =perceived behavioral control; PB =past*
 291 *behavior; ST-BEH= stated behavior.*

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294 **3.3.2 The structural model**

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296 Once a suitable measurement model was obtained, a hypothesized structural model was
 297 estimated. Figure 2 presents the direct effects among the considered constructs, showing that
 298 all path coefficients are significant and have the expected sign/direction, except for the
 299 relationship between the PBC and the stated behavior characterized by a non-statistically
 300 significant coefficient ($p>0.05$). Our findings confirmed that all classical TPB predictors

301 (attitudes, social norms, and PBC) influence the intention of millennial consumers to reduce the
 302 use of plastic drinking bottles, with PBC being the strongest predictor of intention ($\beta=0.304$),
 303 followed by social norms ($\beta=0.271$) and attitudes ($\beta= 0.130$). Moreover, the past behavior
 304 construct positively and significantly affects attitude ($\beta=0.165$), intention ($\beta=0.231$), and stated
 305 behavior ($\beta=0.073$) constructs. The latter is also positively predicted by intention ($\beta=0.151$).

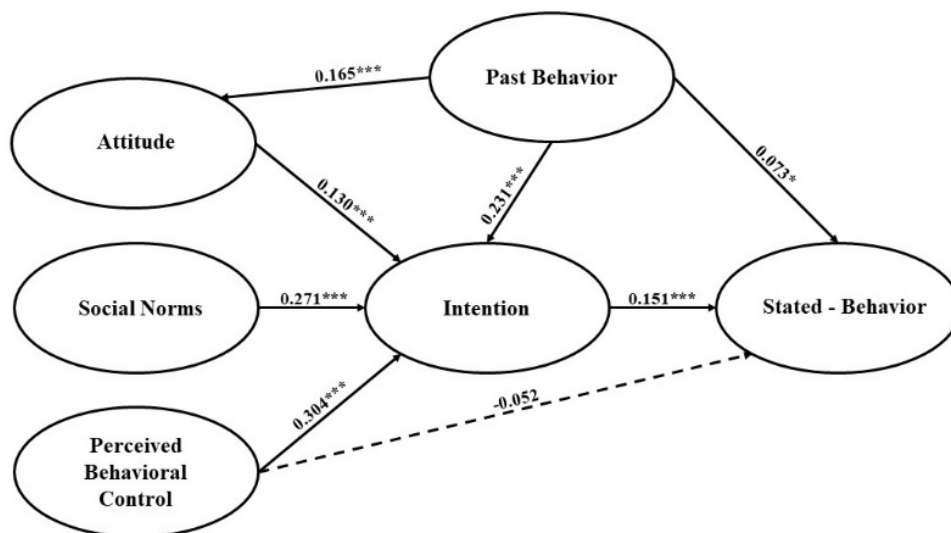
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310 **Figure 2.** Structural model output.



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312 **Notes: Significant relationships are marked by bold arrows, and non-significant relationships by dotted line*
 313 *arrows (* $p < 0.05$; ** $p < 0.01$; *** $p < 0.001$).*

314

315 Furthermore, the second column of Table 7 illustrates indirect effects among the constructs.
 316 Indirect effects can be observed between attitudes and stated behavior ($\beta=0.020$), as well as
 317 social norms and stated behavior ($\beta=0.041$). Moreover, past behavior influences both intention
 318 ($\beta=0.022$) through attitude and stated behavior ($\beta=0.038$) through intention.

319

320 **Table 7.** Direct, indirect, and total effects

	<i>Direct effect</i>	<i>Indirect effect</i>	<i>Total</i>
ATT -> INT	0.13		0.13
ATT->ST-BEH		0.02	0.02
INT->ST-BEH	0.151		0.151
SN -> INT	0.271		0.271
SN -> ST-BEH		0.041	0.041
PBC -> INT	0.304		0.304
PBC -> ST-BEH	-0.052	0.046	-0.006
PB -> ATT	0.165		0.165
PB -> INT	0.231	0.022	0.253
PB -> ST-BEH	0.073	0.038	0.112

321

322 **4. Discussion**

323 The results regarding stated behavior provided by the projective technique illustrate that
 324 respondents prefer plastic beverage containers when they consume their daily meals at home.
 325 Otherwise, in the first and third scenarios, they prefer alternatives to plastic bottles. Indeed, in
 326 the first scenario, when with friends, millennials prefer to consume soft drinks (i.e., Coca-Cola)
 327 in glass bottles and prefer reusable jugs instead of plastic bottles if they are with colleagues at
 328 work or at university. This finding is in line with previous studies, which showed that plastic
 329 consumption is highly influenced by social desirability, contextual factors, and habits (Lam and
 330 Chen, 2006; Nørgaard Olesen and Giacalone, 2018; Romero et al., 2018). For instance, in an
 331 extensive literature review on plastic use, Heidbreder et al. (2019) identified several factors
 332 affecting plastic consumption behavior, including socio-demographic aspects, environmental
 333 attitude, convenience, context factors, habits, and social factors. Moreover, our study also
 334 shows that in each considered scenario, male choices are more than female, the plastic bottle is
 335 a beverage container. This result is in line with other studies showing gender-based differences
 336 in plastic use behavior. For instance, women are more willing to use alternatives to plastic bags
 337 than men (Madigele et al., 2017; Sharp et al., 2010).

338 The output of the MCA explains the differences among respondents revealing “plastic-free”
339 behavior as a unidimensional construct. The “plastic-free” (stated) behavior refers to
340 millennials who prefer non-plastic drinking containers in each scenario proposed (out with
341 friends, at home and at university/work); conversely, “non-plastic free” includes respondents
342 who prefer plastic drinking bottles.

343 As for the PLS-SEM output, the results confirmed all direct and indirect relationships proposed
344 in the extended TPB model, except for the direct effect between the PBC and the stated
345 behavior. Therefore, four key findings regarding the use of TPB are discussed here. First, the
346 results confirmed that the three classical TPB predictors (attitudes, social norms, and PBC)
347 influence the intention of millennial consumers to reduce the use of plastic drinking bottles.
348 Furthermore, the strongest predictor of intention was PBC, followed by social norms and
349 attitudes. Although this outcome does not fully reflect Ajzen’s hypotheses (1991), which
350 indicates that attitudes are the best predictor of intention, our findings are in line with scientific
351 studies where the TPB has been used to analyze plastic consumption (Hasan et al., 2015; Sun
352 et al., 2017). For example, Hasan and colleagues (2015) applied the TPB to measure students’
353 behavior to reduce plastic consumption and found that PBC was the strongest predictor of
354 students’ intention to reduce plastic consumption, followed by social norms and attitudes. As
355 in the current study, Hasan et al. (2015) judged attitude as the construct with the weakest
356 relationship with intention. Similarly, Su et al. (2017) analyzed consumers’ intention to use
357 plastic bags and found that PBC had the highest impact on intention, followed by subjective
358 norms and attitudes. However, the relative impact of the main TPB predictors on intention
359 varies among studies (Dorce et al., 2021). While some studies confirmed this study’s findings,
360 showing the highest impact of PBC on intention (Hasan et al., 2015; Sun et al., 2017), others
361 found the strongest impact of social norms on intention (Hassan et al., 2020) or no impact of
362 attitudes on intention (Nabila and Nurcahyo, 2020).

363 The varying results regarding the influence of the three main TPB predictors on intention are
364 unsurprising. For example, several studies have highlighted the importance of social pressure
365 in influencing the use of plastic (Arı and Yılmaz, 2017; Carrigan et al., 2011; Musa et al., 2013),
366 and social desirability has been considered critical for reducing plastic consumption (Sharp et
367 al., 2010; Yeow et al., 2014). Moreover, the impact of constructs on intention may also vary
368 across populations and time or may depend on the usage of different items to measure TPB
369 constructs, thus influencing the correlations among them (Scalco et al., 2017; Ajzen, 1991).

370 The second key finding is that past behavior positively influences attitude, intention, and state
371 behavior. According to some authors, the use of past behavior as a predictor of TPB is of
372 particular interest because it increases the explained variance of intention and behavior as well
373 (McEachan et al., 2011). Conversely, other researchers have shown that past behavior
374 predictors may cloud the effect of intention on behavior and other TPB predictors (Hagger et
375 al., 2018). In this case, our findings are consistent with those of researchers who included these
376 constructs in the TPB (Smith et al., 2008; Knussen and Yule, 2008; Hamid and Cheng, 1995).
377 More specifically, Hamid and Cheng (1995) found a direct effect of past behavior in predicting
378 the intention of Chinese students to reduce the use of plastic bags. Furthermore, the direct effect
379 of past behavior on intention and behavior is well known, especially in predicting food
380 consumption (Canova et al., 2020) or when the type of behavior is performed repeatedly (Smith
381 et al., 2008; Bamberg et al., 2003). The current study also pinpoints the positive and significant
382 impact of intention on stated behavior (the third finding). Although this study measured stated
383 behavior and not actual observed behavior (Ajzen, 1991), the results confirm the importance of
384 intention in predicting behavior, as has been shown by several studies (Ajzen, 1991; Canova et
385 al., 2020; Dorce et al., 2021). Finally, for the fourth finding, our results showed a non-
386 significant relationship between the PBC constructs and state behavior. This finding is not new
387 in scientific literature. For example, Canova et al. (2020) revealed the inconsistency of PBC

388 constructs in predicting behavior. Previous studies on healthy eating have also yielded
389 comparable results (Carfora et al., 2016).

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392

393 **5. Conclusions**

394 This study explored the intention of millennial consumers to reduce the use of plastic drinking
395 bottles. An MCA was performed to analyze millennials' stated behaviors regarding the use of
396 beverage containers, and then a PLS-SEM was applied to an extended model of the TPB,
397 including past behavior and the stated behavior constructs. To the researchers' knowledge, this
398 is the first study wherein an extended TPB model was tested for predicting millennials'
399 intention to reduce the consumption of plastic drinking bottles; thus far, few studies have
400 implemented a projective technique to capture consumers' stated behavior. The findings of the
401 study revealed "plastic-free" behavior as a unidimensional construct. Moreover, it also
402 highlighted the importance of socio-demographic (i.e., gender) and psychological factors (i.e.,
403 TPB constructs), as well as habits, in predicting the intention of millennials to reduce the use
404 of plastic drinking containers. Finally, the study showed that the application of projective
405 techniques to the TPB constructs could help reduce the social desirability bias of such
406 constructs. Accordingly, future studies may combine TPB with projective techniques.
407 However, the convenience nature of the sample, as well as the non-observed behavior, could
408 be considered the main limitations of the current study that require further investigation.

409 Based on the study findings, several implications for both research and practice should be
410 highlighted. First, PBC is the strongest predictor of intention to reduce the consumption of
411 plastic drinking bottles. Accordingly, millennials (or individuals in general) must be supported

412 to facilitate the perception of control over obstacles and barriers (e.g., the high cost of non-
413 plastic beverage containers). Further, to promote the development of intention to reduce the use
414 of plastic drinking bottles, facilitating conditions should be introduced (e.g., providing water
415 dispensers at work or at university), and social pressure may help reduce the use of plastic
416 drinking beverage containers, especially outside the home. The current study also pointed out
417 the importance of past and stated behavior for analyzing the millennial consumption of plastic
418 drinking bottles thus indicating that the use of plastic drinking bottles is almost habitual.
419 Therefore, educational programs aimed at reducing the consumption of plastic drinking bottles
420 may help change the habits of millennials. Future researchers may focus on the determinants of
421 “plastic-free” behaviors for both millennials and other generations. Moreover, future studies
422 could investigate actual behavior instead of the “stated” behavior regarding the consumption of
423 plastics jointly within the TPB and with other projective techniques. Indeed, the projective
424 technique used in this study may also be used to evaluate other lifestyle habits and practices.
425

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