

## Body Image and Advertising: A Study on Instagram Influencers

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### Abstract

Instagram has become a central marketplace for influencer advertising, especially for beauty, fitness, fashion, and “wellness” products. Because influencer posts blend lifestyle content with marketing, they can intensify appearance-based social comparison and self-objectification—two well-established pathways to body dissatisfaction. This paper synthesizes recent research on (a) exposure to idealized influencer imagery, (b) sponsorship disclosure and ad recognition, and (c) photo editing/filters as “invisible” advertising infrastructure. It then proposes a mixed-method study combining content analysis of influencer posts with an experiment and survey measuring body image outcomes, ad recognition, and moderating factors such as comparison tendency and prior body dissatisfaction. Evidence from experimental and review studies suggests that appearance-focused Instagram content (e.g., fitspiration, beauty influencer imagery) is associated with worse mood and body satisfaction outcomes for many viewers, largely mediated by upward comparison. Disclosure research indicates that clear “#ad/sponsored” labeling can increase ad recognition, but does not eliminate psychological effects of idealized imagery—and may interact with influencer credibility and trust. The paper concludes with implications for platform policy, brand ethics, media literacy, and future research.

**Keywords:** Instagram, influencers, influencer marketing, body dissatisfaction, social comparison, self-objectification, sponsorship disclosure, photo editing, filters

### Introduction

Influencer marketing has moved from a niche tactic to a mainstream advertising channel, with industry reports estimating a multi-billion-dollar global market. At the same time, Instagram’s core design scrollable, visual, engagement-metric-driven makes appearance a high-salience social currency. A growing body of research links image-centric social media use with body dissatisfaction, often through social comparison processes and internalization of appearance ideals.

What makes influencer advertising distinct from traditional ads is *format*: it is native to the feed, framed as personal testimony, and frequently delivered by a person the audience admires. Adolescents and young adults—heavy Instagram users—are especially vulnerable because identity formation, peer comparison, and self-esteem development are still in flux. Studies of Instagram advertising show that influencer posts can outperform brand posts on outcomes like

brand liking, partly because influencers feel more relatable or aspirational. That same aspirational quality can amplify appearance comparison and body dissatisfaction, particularly in beauty and fitness niches where the “product” is often the influencer’s body or face.

This paper asks: **How does influencer advertising on Instagram shape body image, and what role do disclosure and editing practices play?**

## Conceptual Framework

### Social comparison and internalization

Social comparison theory is frequently used to explain why appearance-heavy social media can impact body image: people evaluate themselves by comparing to others, and upward comparisons (to perceived “better” bodies) often reduce body satisfaction. [PMC+1](#) Instagram intensifies this because influencer images are curated, staged, and often optimized for engagement. Experimental work on Instagram comparison shows measurable shifts in self-esteem/body-esteem after viewing upward-comparison content. [Springer Link](#)

### Self-objectification and attention economy

Influencer platforms reward “look at me” performance: likes, comments, shares, saves. This can train viewers (and creators) to monitor their appearance—self-objectification—making the body feel like an object to be evaluated. Research on photo editing and selfie culture links editing behavior and appearance comparison to self-esteem and body-related outcomes, with self-objectification frequently acting as a mediator. [PMC](#)

### Advertising embedded in identity

Influencers do not only *show* products; they model lifestyles and bodies that audiences associate with success, attractiveness, and social status. In beauty and fitness, product claims (“this serum made my skin glow,” “this protein helped me get lean”) often merge with appearance ideals making the ad psychologically “stickier” than a typical banner or TV spot.

## Literature Review

### 1) Influencer imagery, fitspiration, and body dissatisfaction

A large research stream suggests that exposure to fitspiration/appearance-ideal content is associated with worse mood and greater body dissatisfaction in many viewers.

Experimental and review evidence indicates that even content framed as “healthy motivation” can produce negative body image effects, especially among young women and frequent appearance-comparers.

Influencer-focused scholarship also points to poorer body image and mood outcomes when influencer imagery is sexualized or enhanced with makeup/filters—because it raises the comparison target while hiding the labor/alteration behind it.

## **2) Photo editing, filters, and “unreal” realism**

Beyond selecting flattering angles and lighting, many creators use retouching apps, beauty filters, reshaping tools, and AI editing. Reviews link greater photo-editing behavior with lower body image and higher body dissatisfaction/body modification interest. Empirical work also finds pathways from editing → self-objectification/appearance comparison → lower self-esteem.

The key issue is not “editing exists,” but that editing can be *invisible*, making altered bodies appear natural and achievable thereby strengthening internalization of unrealistic standards.

## **3) Sponsored posts and disclosure: does “#ad” help?**

Regulators emphasize clear disclosure of “material connections” (payment, gifts, affiliate links). The U.S. Federal Trade Commission provides guidance that disclosures should be clear and noticeable, not buried among hashtags or hidden behind “more.” In the UK, the Advertising Standards Authority has reported on compliance trends for influencer ad disclosures on platforms including Instagram.

In academic studies, disclosures tend to increase ad recognition, which can change persuasion processes (e.g., viewers become more skeptical or better able to label content as advertising). But disclosure is not a magic shield: recognizing something as an ad does not necessarily prevent viewers from comparing their appearance to the influencer’s body/face—especially if the influencer remains admired and the imagery remains idealized.

## **4) Algorithmic exposure and vulnerable users**

Concerns also exist at the platform level: what Instagram recommends, to whom, and how quickly. Reporting on internal Meta research (via Reuters) described higher exposure to eating-disorder-adjacent content among teens reporting frequent body dissatisfaction, though causality is not established. This matters because influencer content and “wellness” marketing often live near the same aesthetic ecosystem (thin/fit ideals, transformation narratives, restrictive dieting content).

## **Research Questions and Hypotheses**

**RQ1:** How does exposure to Instagram influencer advertisements (beauty/fitness) affect body dissatisfaction and mood compared to non-appearance content?

**H1:** Exposure to appearance-focused influencer ads will increase body dissatisfaction and negative mood relative to neutral content.

**RQ2:** Does sponsorship disclosure (“Paid partnership,” “#ad”) reduce negative body image effects?

**H2:** Disclosure will increase ad recognition, but will not fully eliminate body dissatisfaction effects driven by appearance comparison. T

**RQ3:** Do photo editing cues (obvious vs. subtle edits) change outcomes?

**H3:** Subtle editing (hard to detect) will produce stronger comparison/internalization effects than obvious editing—because it appears more “real.”

**RQ4:** Who is most vulnerable?

**H4:** Higher trait comparison, lower baseline body appreciation, and higher Instagram use will predict stronger negative effects.

## Methodology (proposed mixed-method study)

### Phase A: Content analysis (what influencers are actually doing)

**Sample:** 200 posts from 40 influencers (20 beauty, 20 fitness), stratified by follower tier (micro, mid, macro).

#### Coding variables:

- Presence/clarity of disclosure (e.g., “Paid partnership” tool, “#ad” early in caption).
- Appearance emphasis (body-focused framing, transformation narratives, “before/after,” skin perfection cues).
- Editing indicators (smoothing, reshaping artifacts, filter tags if available).
- Product category (supplements, skincare, activewear, cosmetic procedures, etc.).

**Output:** Descriptive statistics + qualitative themes (e.g., “discipline = worth,” “glow = virtue,” “clean eating = moral status”).

### Phase B: Experiment (causal test)

**Design:** Randomized between-subjects (4 groups, 5 minutes exposure):

1. Beauty influencer sponsored posts + clear disclosure
2. Beauty influencer sponsored posts + no disclosure
3. Fitness influencer sponsored posts + clear disclosure
4. Neutral content control (travel/interior design)

**Participants:** 200–300 (ages 16–24), balanced by gender where possible.

**Measures:**

- State body dissatisfaction (pre/post)
- Mood (pre/post)
- Social comparison and internalization measures
- Ad recognition (“Was this advertising?” “How confident are you?”)
- Covariates: baseline body appreciation, Instagram use intensity

**Analysis:** ANCOVA / mixed models; mediation analysis testing whether upward comparison mediates the effect on body dissatisfaction (as prior work suggests).

**Phase C: Survey + interviews (lived experience)**

**Survey:** How often users see influencer ads, how often they compare, whether they trust disclosures, whether they assume posts are edited.

**Interviews (n≈20):** Explore “what hits hardest”—skin, waist/shape, lifestyle, “clean girl” aesthetics, transformation arcs, comment sections.

**“Mini case study” synthesis: Beauty + Fitspiration ecosystems**

Research on fitspiration repeatedly finds that fitness imagery can increase negative mood and body dissatisfaction for many viewers, despite “health” framing. Beauty influencer culture often functions similarly: skincare/makeup ads are presented as self-care, but the visual center is frequently flawless skin and symmetry—sometimes supported by filters or retouching. Photo-editing research suggests that editing behavior is tied to self-objectification and appearance comparisons, which are linked to lower self-esteem.

When brands enter this system through sponsored posts, the marketing message inherits the influencer’s aspirational body. Even if disclosure increases ad recognition, the *image still does the psychological work*.

## Ethical and Policy Implications

### For platforms

- Stronger nudges for disclosure compliance and standardized labels (clear, early, unavoidable).
- Youth protections: reduce recommendation of extreme weight-loss, ED-adjacent, and transformation-heavy content for vulnerable users. [Reuters](#)
- More transparency: ad libraries and clearer sponsored-content metadata for researchers.

### For brands and agencies

- Avoid “body as proof” claims (“look at my waist = product works”).
- Prefer campaigns that show variation (body diversity, texture, realistic outcomes).
- Require disclosure and avoid ambiguous tags.

### For schools and media literacy programs

- Teach “ad recognition + editing literacy”: spotting sponsorship and spotting alteration are separate skills.
- Build coping tools: reduce upward comparison spirals (e.g., reframing, mindful scrolling, curated feeds).

## Conclusion

The research landscape strongly suggests that Instagram influencer advertising can affect body image by intensifying upward appearance comparison and self-objectification, especially in beauty and fitness niches. Disclosure improves ad recognition, which is important for consumer transparency, but it may not fully protect against body dissatisfaction triggered by idealized imagery particularly when editing and filters remain invisible. A rigorous mixed-method study (content analysis + experiment + qualitative interviews) can clarify how sponsorship labels, editing cues, and user vulnerability interact—supporting better platform safeguards, ethical brand practice, and stronger media literacy.

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