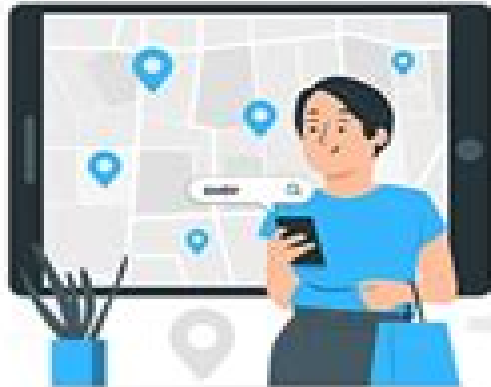


Factors influencing Consumer Behaviour



Situational factors



Personal factors



Social factors



Psychological factors

Handbook Of Research On Managing And Influencing Consumer Behavior

Danni Zheng, Metin Kozak, Jun Wen



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marketers suppliers customers and investors seeking current research on the integration of new neuromarketing trends and technologies

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Ekhlassi, Amir, Niknejhad Moghadam, Mahdi, Adibi, Amir Mohammad, 2018-01-12 To survive in today's competitive business environment marketing professionals must look to develop innovative methods of reaching their customers and stakeholders Social media is a useful tool for developing the relationships between businesses and consumers Building Brand Identity in the Age of Social Media Emerging Research and Opportunities is a critical scholarly resource that examines the media consumption and habits of consumers to evaluate the challenges of brand building Featuring coverage on a broad range of topics such as brand identity brand loyalty and social media branding this book is geared towards marketing professionals business managers and individuals interested in how social media fits into today's marketing environments

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Pedeliento, Giuseppe, 2018-02-02 In the rapidly changing landscape of society understanding how consumers make purchasing decisions is essential to the success of any product or service organization As such marketing professionals are looking for more effective ways to promote their goods and services to their customers Analyzing Attachment and Consumers Emotions Emerging Research and Opportunities is a critical scholarly resource that examines the application of attachment theory to consumer brands and products Featuring coverage on a broad range of topics such as customer satisfaction brand evaluation and brand authenticity this book is geared towards marketing professionals consumer researchers international business strategists scholars and graduate level students

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Social Entrepreneurship: Concepts, Methodologies, Tools, and Applications Management Association, Information Resources,2019-04-01 Businesses are looking for methods to incorporate social entrepreneurship in order to generate a positive return to society Social enterprises have the ability to improve societies through altruistic work to create sustainable work environments for future entrepreneurs and their communities Social Entrepreneurship Concepts Methodologies Tools and Applications is a useful scholarly resource that examines the broad topic of social entrepreneurship by looking at relevant theoretical frameworks and fundamental terms It also addresses the challenges and solutions social entrepreneurs face as they address their corporate social responsibility in an effort to redefine the goals of today s enterprises and enhance the potential for growth and change in every community Highlighting a range of topics such as the social economy corporate social responsibility and competitive advantage this multi volume book is ideally designed for business professionals entrepreneurs start up companies academics and graduate level students in the fields of economics business administration sociology education politics and international relations *Handbook of Research on Mobile Marketing Management* Pousttchi, Key,Wiedemann, Dietmar G.,2009-11-30 This book provides a compelling collection of innovative mobile marketing thoughts and practices Provided by publisher **Customer Relationship Management Strategies in the Digital Era**

Nasir, Süphan,2015-03-31 In today's global economy social media and technological advances have changed the way businesses interact with their clientele With new forms of communication and IT practices companies seek innovative practices for maintaining their consumer loyalty Customer Relationship Management Strategies in the Digital Era blends the literature from the fields of marketing and information technology in an effort to examine the effect that technological advances have on the interaction between companies and their customers Through chapters and case studies this publication discusses the importance of achieving competitive advantage through implementing relationship marketing practices and becoming consumer centric This publication is an essential reference source for researchers professionals managers and upper level students interested in understanding customer loyalty in a technology focused society *Handbook of Research on Digital Transformation Management and Tools* Pettinger, Richard,Gupta, Brij B.,Rojas, Alexandru,Cozmiuc, Diana,2022-06-30 Advances in digital technologies continue to impact all areas of life including the business sector Digital transformation is ascertained to usher in the digitalized economy and involves new concepts and management tools that must be considered in the context of management science and practice For business leaders to ensure their companies remain competitive and relevant it is essential for them to utilize these innovative technologies and strategies The Handbook of Research on Digital Transformation Management and Tools highlights new digital concepts within management such as digitalization and digital disruption and addresses the paradigm shift in management science incurred by the digital transformation towards the digitalized economy Covering a range of important topics such as cultural economy online consumer behavior sustainability and social media this major reference work is crucial for managers business owners researchers scholars academicians practitioners instructors and students *Fashion and Textiles: Breakthroughs in Research and Practice* Management Association, Information Resources,2017-08-11 Management technique and operation strategies vary depending on the particular industry This allows businesses in that industry to thrive and increase competitive advantage Fashion and Textiles Breakthroughs in Research and Practice is a critical source of academic knowledge on the latest business and management perspectives within the fashion and textiles industry Highlighting a range of pertinent topics such as marketing consumer behavior and value creation this book is an ideal reference source for academics professionals researchers students and practitioners interested in emerging trends in global fashion and textile management *Handbook of Tourism and Consumer Behavior* Danni Zheng, Metin Kozak, Jun Wen,2024-11-08 This Handbook evaluates cutting edge research on consumer behavior in the modern day discussing key areas such as emerging tourism experiences and technology enabled services **Emerging Trends and Innovation in Sports Marketing and Management in Asia** Leng, Ho Keat,2015-01-31 Once only associated with North America and Europe formal athletic events are now becoming more prevalent in Asia as well With the expansion of this industry there is a need for efficient and strategic advertising to promote competitions events and teams Emerging Trends and Innovation in Sports Marketing and

Management in Asia brings together research and case studies to evaluate and discuss the effectiveness of current methodologies and theories in an effort to improve promotional activities and the organization of all aspects of the sports industry This publication is an essential reference source for academicians researchers industry practitioners and upper level students interested in the theories and practices of sports marketing and management with a special focus on Asia

Proceedings of the 3rd International Conference on Education, Language and Art (ICELA 2023) Shoutong Zhu,Andrea L. Baldini,Yongming Hong,Zhihua Xu,Sharifah Faizah Syed Mohammed,2024-02-20 This is an open access book About Education In a narrow sense refers to specially organized school education in a broader sense it refers to the social and practical activities that affect the physical and mental development of people The significance of education is to make people understand the responsibility and righteousness of human society as a person Only when a person understands his responsibilities and obligations can he become a useful person The premise is that only those who fulfill their responsibilities and obligations can become a useful person This is the purpose of education About Language Language is a product of a certain society a phenomenon unique to society there is no such thing as language outside of society there is no society there is no language the development of language by social constraints language with the emergence of society with the development of society and development with the death of society and death Language is the bridge and link between members of society is the tool for mutual communication and expression of ideas society can not be separated from language without language society will collapse and cease to exist About Art The value of art human core people s aesthetic attitude determines the value of art Art is a spiritual product closely related to our life it can make enrich our spiritual life The value of art is not only limited to life it has great value in society history and business As an appreciator we perceive the beauty of art works through images sounds experiences observations imaginations and emotions in multiple dimensions so as to obtain spiritual and emotional pleasure

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