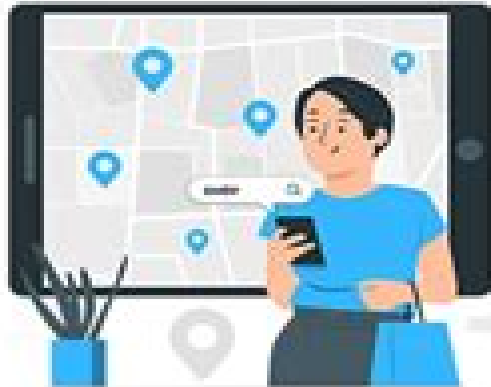


Factors influencing Consumer Behaviour



Situational factors



Personal factors



Social factors



Psychological factors

Handbook Of Research On Managing And Influencing Consumer Behavior

Michael Rajnik



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Handbook of Research on Managing and Influencing Consumer Behavior Kaufmann, Hans-Ruediger, 2014-10-31
In recent years all types of businesses have increasingly focused on the importance of the relationship with the customer. Customer knowledge management has become a well known term used in the business and academic worlds for understanding how to control consumer behavior. The Handbook of Research on Managing and Influencing Consumer Behavior discusses the importance of understanding and implementing customer knowledge management and customer relationship management into everyday business workflows. This comprehensive reference work highlights the changes that the Internet and social media have brought to consumer behavior and is of great use to marketers, businesses, academics, students, researchers, and professionals.

Handbook of Research on Managing and Influencing Consumer Behavior, 2015
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Building Brand Identity in the Age of Social Media: Emerging Research and Opportunities 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.

Neuromarketing and Big Data Analytics for Strategic Consumer Engagement: Emerging Research and Opportunities de Sousa, Joana Coutinho, 2017-12-30. A new sub area of marketing is emerging called neuromarketing. It combines psychology, neuroscience, and economics with the study of consumer motivations. This is leading to the creation of new technological approaches that enable companies to read the customer's mind and tailor marketing practices, products, and services. Neuromarketing and Big Data Analytics for Strategic Consumer Engagement: Emerging Research and Opportunities provides emerging information on the issues involved in the field of neuromarketing, including models, technologies, and the methodology of this field. Highlighting the intricacies of neuroscience, biometrics, multimedia technology, marketing strategy, and big data management, this book is an ideal resource for researchers, neuroscientists, marketers, suppliers, customers, and investors seeking current research on the integration of new neuromarketing trends and technologies.

Localizing Global Marketing Strategies: Emerging Research and Opportunities

Harvey, Janell NaKia, 2019-10-25 Years of technological advancements have made it possible for the smallest of trades to develop their companies to sell their products all over the world Global marketing initiatives allow a business to adapt its services and products to nations outside of its origin increasing its annual earnings and success However companies must first implement worldwide marketing programs that consider cultural dimensions and customs Localizing Global Marketing Strategies Emerging Research and Opportunities is a collection of innovative research on trends and strategies that are necessary to ensure the success of global marketing and identify the means of global market entry While highlighting topics including branding consumer management and joint ventures this book is ideally designed for administrators marketers managers executives entrepreneurs industry professionals researchers academicians and students seeking current research on establishing long lasting global marketing plans for a variety of industries *Analyzing Attachment and Consumers' Emotions: Emerging Research and Opportunities* 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

Service Marketing Strategies for Small and Medium Enterprises: Emerging Research and Opportunities Rahman, Muhammad Sabbir, Zaman, Mahmud Habib, Hossain, Md Afnan, 2018-12-04 The contribution of small and medium enterprises SMEs is acknowledged as an influential engine to economic growth However the biggest challenge faced by these SMEs is the lack of competitive service offerings for their target customers due to unstandardized products and a lack of consumer engagement and strategies Service Marketing Strategies for Small and Medium Enterprises Emerging Research and Opportunities is an essential reference source that provides guidelines on how SMEs can achieve sustainability through positive marketing outcomes and effective customer services Featuring research on the assessment of SMEs customer service expectation listening to customers through qualitative research service quality model and its marketing implications integrated marketing communications for SME environments effective service encounters and relationship developing strategies for SMEs this publication provides new models for managers industry professionals academicians and researchers

Computer-Mediated Marketing Strategies: Social Media and Online Brand Communities Bowen, Gordon, 2014-10-31 For years technology has been the impetus for progress in various processes systems and businesses it shows no sign of ceasing further development The application of technology driven processes in promotionally oriented environments has become more and more common in today s business world Computer Mediated Marketing Strategies Social Media and Online Brand

Communities brings together marketing approaches and the application of current technology such as social networking arenas to show how this interaction creates a successful competitive advantage Focusing on qualitative research various technological tools and diverse Internet environments this book is a necessary reference source for academics management practitioners students and professionals interested in the application of technology in promotionally oriented processes

Current Issues in Knowledge Management Mark Wickham, 2019-08-14 The knowledge management concept has emerged to serve as one of the critical inputs to the strategic management process and a common factor underpinning competitive advantage Over the concept's development knowledge management research has focused on the processes that enable a firm to recognize sources of data to transform data into useful information to disseminate the information and to develop strategies based on its insights More recently the development of the concept has begun to focus on the critical antecedents that enable these knowledge management processes to be implemented more effectively and efficiently This research book serves to highlight some of the antecedents of effective knowledge management through empirical research done by researchers all around the globe

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