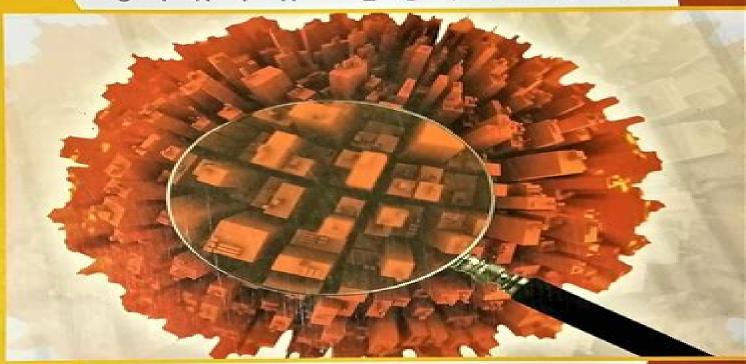
# Marketing Research

An Applied Orientation

SIXTH EDITION



Naresh K. Malhotra Satyabhushan Dash

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reasoning skills from science and apply them to marketing Indeed why not The book details the groundwork for learning how to apply scientific reasoning to the field of marketing such as some basic and important definitions What is a belief What is knowledge and identifies barriers to scientific reasoning giving an example from the Dow Chemical Company and just how Dow uses critical thinking and reasoning skills to make more effective marketing and business decisions You ll also learn some real thinking tools you will need to apply scientific reasoning to solving your marketing problems It introduces topics relating to attributes versus constructs the meaning of causation the relationship between coherence and justified beliefs the importance of logic to sound reasoning and the avoidance of logical fallacies in making sound recommendations The book concludes by giving you direction to further improve your ability to apply scientific reasoning to solving marketing problems

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