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Predicting Trends and Building Strategies for Consumer Engagement in Retail Environments Granata, Giuseppe, Moretta, Tartaglione, Andrea, Tsiakis, Theodosios, 2019-05-30 Global economic scenarios are increasing in complexity due to the recent global financial crisis globalization the evolution of ICT and the changing behaviors of consumers This has made it difficult to predict trends and build strategies within the retail industry As a result long term forecasts and schedules are not possible and more research is needed to explore today s consumer profile and set the frameworks for future recovery strategies Predicting Trends and Building Strategies for Consumer Engagement in Retail Environments is a pivotal reference source that provides practical insights into improving the understanding of complex retail environments and consumer shopping behaviors in order to predict trends and develop strategies for retailers in times of economic crisis While highlighting topics such as consumer engagement industry models and market globalization this publication explores qualitative and quantitative methods of interest and the multidisciplinary approaches revolving around the industry This book is ideally designed for marketers managers practitioners retail professionals academicians researchers and students seeking current research on relationship marketing digital marketing service management and complexity theories

What is FOMO Akshat Singh Bisht, 2024-07-24 The book What is FOMO Marketing Trading And Investment provides a thorough examination of the FOMO phenomenon in a variety of contexts In Chapter 1 we will learn basics of FOMO and its psychological causes Chapter 2 explores the significant influence of FOMO on customer behavior and marketing methods The science of FOMO is explored in greater detail in Chapters 3 and 4 where it is discussed in relation to social comparison and methods for using scarcity and urgency in marketing initiatives The use of emotional triggers social proof and exclusivity to promote engagement and loyalty is examined in later chapters The book also explores the moral issues raised by FOMO marketing highlighting the significance of openness and customer empowerment The role of FOMO in decision making processes in business and investment environments is then examined In order to take advantage of FOMO dynamics readers will get important insights into new developments in e commerce social media and mobile marketing across the chapters In conclusion this book offers a thorough overview of comprehending and utilizing FOMO in a variety of marketing and commercial contexts It also offers workable solutions and moral guidance for managing this ubiquitous phenomenon in the current digital world

Create Scarcity and Demand on Purpose: How to Use Urgency the Right Way Simon Schroth, 2025-04-05 Scarcity and urgency are powerful marketing tools when used correctly Create Scarcity and Demand on Purpose shows you how to use these techniques ethically to build excitement around your products increase conversions and drive sales This book teaches you how to implement urgency and scarcity strategies that feel natural to your customers while creating a sense of exclusivity and value You ll learn how to design limited time offers flash sales and product launches that leverage scarcity to motivate action The book also covers psychological triggers that make urgency so

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The Voice Catchers Joseph Turow, 2021-05-18 Your voice as biometric data and how marketers are using it to manipulate you Only three decades ago it was inconceivable that virtually entire populations would be carrying around wireless phones wherever they went or that peoples exact locations could be tracked by those devices We now take both for granted Even just a decade ago the idea that individuals voices could be used to identify and draw inferences about them as they shopped or interacted with retailers seemed like something out of a science fiction novel Yet a new business sector is emerging to do exactly that The first in depth examination of the voice intelligence industry The Voice Catchers exposes how artificial intelligence is enabling personalized marketing and discrimination through voice analysis Amazon and Google have numerous patents pertaining to voice profiling and even now their smart speakers are extracting and using voice prints for identification and more Customer service centers are already approaching every caller based on what they conclude a caller's voice reveals about that person's emotions sentiments and personality often in real time In fact many scientists believe that a person's weight height age and race not to mention any illnesses they may have can also be identified from the sound of that individual's voice Ultimately not only marketers but also politicians and governments may use voice profiling to infer personal characteristics for selfish interests and not for the benefit of a citizen or of society as a whole Leading communications scholar Joseph Turow places the voice intelligence industry in historical perspective explores its contemporary developments and offers a clarion call for regulating this rising surveillance regime

Supply Chain Analytics Peter W. Robertson, 2025-09-03 Supply Chain Analytics second edition introduces the reader to data analytics and demonstrates the value of its effective use in the improvement of supply chain SC process performance By describing four key SC processes and illustrating through worked examples how the descriptive predictive and prescriptive analytic methods can be applied to enhance those processes this book presents a more comprehensive learning experience for the reader than has been offered previously Key topics and issues are addressed including the capriciousness of modern SC operating environments the imperative of SC sustainability the need for heightened SC risk management the building of SC resilience the pursuit of SC optimisation and the use of big data data mining cloud computing machine learning artificial intelligence AI and importantly the social issues confronting SC analysts in carrying out their work The author identifies four core SC processes strategy design execution and people to which the analytic techniques explained can be applied to ensure continuous performance improvement and the growth of competitive advantage Pedagogy to aid learning is incorporated throughout including an opening section for each chapter explaining the intended learning outcomes worked examples

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