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Marc Oliver

Opresnik | Philip Kotler | Svend Hollensen, This Indian Edition of the global bestseller chosen by Bookauthority as one of the best marketing advertising books in the world is essential reading in top tier universities and a staple for both practitioners and academics The Indian Edition dives deep into the evolving landscape of digital and social media marketing including expanded sections on tactical planning execution and the latest trends in AI machine learning and the Metaverse's impact on businesses and consumers complemented by insights and practical examples specifically tailored to the Indian market This guide explains the most important theoretical aspects in an easily accessible way to facilitate the transfer of this knowledge into real decision making situations and leads readers through the maze of communities platforms and social media tools so that they can better decide which tools to use and how to use them most effectively As a result this textbook is a benchmark for excellence in social media marketing guides

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The Discount Merchandiser ,1995

Young Consumer

Behaviour Ayantunji Gbadamosi,2017-11-22 Although one perspective depicts young consumers as vulnerable and passive in the marketplace system our knowledge of this consumer group will be inadequate if limited to this contention Their roles and relevance in family consumption activities are becoming increasingly profound Available evidence shows that they cannot be ignored in the marketplace dynamics as they consume goods and services in their households and are involved in various other active roles in their household consumption including making decisions where applicable Hence the landscape of young consumer behaviour is changing Young Consumer Behaviour A Research Companion focusses on exploring the behaviour of young consumers as individuals and societal members The chapters address different aspects of consumption activities of children as individuals like motivation involvement perception learning attitude the self and personality Similarly chapters on consumer behaviour in social settings contextualised to young consumers including culture sub culture family and groups are incorporated into the book This book fills a gap in the literature by addressing the dynamics of consumption patterns of this consumer group in relation to various marketing stimuli and different stakeholders It combines eclectic perspectives on the topic and specifically bridges the gap between historical perspectives and contemporary issues Building on the extant literature in the field of marketing and consumer behaviour this book is a compendium of research materials and constitutes an essential reference source on young consumer behaviour issues with both academic and managerial implications

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