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consumer behaviour 12th edition explores how the examination and application of consumer behaviour is central to the planning development and implementation of successful marketing strategies additionally the present edition has been molded keeping in mind that the indian marketing context has several unique aspects that are different from a developed market the diversity and nuances of such a context have been captured in the backdrop of conceptual frameworks with an emphasis on developing a variety of useful skills this text prepares students for careers in brand management advertising and consumer research the 12th edition has been significantly updated to address

contemporary trends and issues including the impact of modern technology on marketing and consumer behaviour with coverage of the value exchange between consumers and marketers astute positioning and more the role of new media providing students with a thorough understanding of how marketers can engage with consumers across social media platforms manage successful targeted campaigns and track and measure the results a new section exploring the effects that hidden motives have on consumer behaviour in chapter 3

this is a class test edition please contact melanie craig to sample

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