

Advertising:
A Behavioral
Approach for
Managers



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Advertising A Behavioral Approach For Managers

City of London College of Economics



Advertising A Behavioral Approach For Managers:

Advertising Edmund W. J. Faison,1980 **Advertising** Edmund W. Faison,1980-01 *Advertising Management* Batra,2009 **Consumer Behaviour and Advertising Management** Conner Acevedo,2018-01-11 This book is designed to familiarise readers with a wide range of managerial issues faced by modern advertising strategies in planning implementing and controlling the advertising efforts of various enterprises It contains numerous examples of successful advertising images alongside accompanying commentary to illustrate just what goes into making an effective advertisement The positive role played by advertising in the market process has been largely ignored by academic economists It is only recently since the modern economic revolution that economists have realized the benefits of advertising and have joined the research agenda developed by researchers in marketing and other business fields Consumer Behaviour CB intended for students of MBA specializing in marketing undertakes detailed discussions to explain and analyse behaviour of Indian consumers and strategies used by marketers to deal with them Marketers need to understand the buying behaviour of consumers while designing their advertisements for the desired impact Advertisements play an essential role in creating an image of a product in the minds of consumers Advertisements must be catchy and communicate relevant information to consumers Understanding the needs of the consumer is really important when it comes to creating the right advertisement for the right audience Remember it is only through advertisements individuals are able to connect with your brand This book provides an excellent introduction to the topic of how reasons and emotions combine to shape the consumption experience by influencing the analytic hedonic social moral and even reptilian aspects of the human condition in the marketplace Thus the material presented here would be of interest as well as of great use to the students teachers and professionals in the field

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branding advertising multichannel management digital marketing and financial aspects of marketing The Handbook comprises seven broad topics Part I focuses on the conceptual and organizational aspects of marketing strategy while Part II deals with understanding competition Customers and customer based strategy marketing strategy decisions and branding and brand strategies are covered in the next three parts while Part VI looks at marketing strategy dynamics The final part discusses the impact of marketing strategy on performance variables such as sales market share shareholder value and stakeholder value All of the chapters in this Handbook offer in depth analyses of research developments provide frameworks for analyzing key issues and highlight important unresolved problems in marketing strategy Collectively they provide a deep understanding of and key insights into the foundations antecedents and consequences of marketing strategy This compendium is an essential resource guide for researchers doctoral students practitioners and consultants in the field of marketing strategy

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