

Before (Prospects)	Target Audience	Message to Market	Media to Reach the Market
During (Leads)	Lead Capture System	Lead Nurturing System	Sales Conversion Strategy
After (Customers)	Deliver Customer Experience	Increase Lifetime Value	Orchestrate Referrals



Marketing Foundations

Foundations Of Marketing

Zhe Xu



Foundations Of Marketing:

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Allan J. Kimmel, 2012 Choice Outstanding Academic Title for 2013 Are we influenced by ads even when we fast forward them Do brands extend our personalities Why do we spend more when we pay with a credit card Psychological Foundations of Marketing considers the impact of psychology on marketing practice and research and highlights the applied aspects of psychological research in the marketplace This book presents an introduction to both areas and provides a survey of the various contributions that psychology has made to the field of marketing Each chapter considers a key topic within psychology outlines the main theories and presents various practical applications of the research Topics covered include Motivation The human needs at the root of many consumer behaviors and marketing decisions Perception The nature of perceptual selection attention and organization and how these perceptual processes relate to the evolving marketing landscape Decision making How and under what circumstances it is possible to predict consumer choices attitudes and persuasion Personality and lifestyle How insight into consumer personality can be used to formulate marketing plans Social behavior The powerful role of social influence on consumption This book will be of great interest to a diverse audience of academics students and professionals and will be essential reading for courses in marketing psychology consumer behavior and advertising

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