

Journal Of Research In Marketing

Marketing and Entrepreneurship have, until quite recently, remained two quite independent scholarly domains. In 2002, Morris et al. provided a definition of Entrepreneurial Marketing as, "an integrative construct for conceptualising marketing in an era of change, complexity, chaos, contradiction, and diminishing resources, and one that will manifest itself differently as companies age and grow. It fuses key aspects of recent developments in marketing thought and practice with those in the entrepreneurship area into one comprehensive construct."

This is a practical and accessible, yet sophisticated introduction to interpretive methods for doing qualitative research projects and dissertations. Bringing together concepts of qualitative research from ethnography, phenomenology, critical discourse analysis, semiotics, literary analysis, postmodernism and poststructuralism this textbook offers an accessible and comprehensive introduction to the subject. Utilising a uniquely pragmatic approach, it bridges the gap between advanced, specialised books on research traditions with more general introductory business research books. This new edition has been fully updated to include new examples, explorations of the field, and an improved pedagogy with better exposition of key issues and concepts, as well as more schematics and diagrams to aid understanding. The first half of the book considers the practicalities of research and writing a research project, including the craft of academic writing, the critical literature review, the role of the independent research project as part of university courses, suggested projected structures, standards of academic scholarship, and the main techniques for gathering qualitative data. The book's second half deals with abstract concepts and advanced theory by looking at key theoretical traditions that guide the interpretation of qualitative data. It is perfect for advanced undergraduate and postgraduate students of marketing, management, consumer behaviour and research methods. It will also be useful as a primer for practitioners in qualitative research.

This book covers the fundamentals of research, including all the basic elements of method, techniques and analysis. The presentation is from primarily a pragmatic and user-oriented perspective which aides the student to evaluate the research presented to them. It explores cutting-edge technologies and new horizons while assuring students have a thorough grasp of research fundamentals. It: contains a wealth of modern methods and techniques not found in competing texts; provides numerous illustrative cases at the end of each section; integrates international marketing research throughout instead of placing it in a separate chapter; has a full chapter devoted to the essential topic of online research.

This essential guide, edited by experienced journal editors, is the definitive sourcebook for prospective authors who are seeking direction and advice about

developing academic papers in marketing that will have a high probability of publication in the best journals in the discipline. It brings together a wealth of contributors, all of whom are experienced researchers and have been published in the leading marketing journals.

An overview of what networks are and how they are used in marketing management practices is provided in this volume. Leading scholars in the field examine various types of relationships including: customer-to-customer networks; relationships as investment opportunities; and strategic alliances. They also investigate market dynamics and structure and consumer networks. In conclusion, several advanced methodological issues and future research directions are examined. In addition to the main research chapters, key figures contribute their own reflections on the topic.

Marketing Research 4th Asia-Pacific edition continues to equip students with the knowledge and skills required to successfully undertake marketing research. Combining a solid theoretical foundation with a practical, step-by-step approach, the marketing research process is explored through a learning model that is constantly reinforced throughout the text. Using a raft of contemporary local and international examples, data sets and case studies to explain traditional marketing research methods, Marketing Research also examines new theories and techniques. To reflect emerging industry practices, each stage of research reporting is detailed, as well as a range of presentation methodologies. This edition of Marketing Research continues to integrate Qualtrics, a robust and easy-to-use online survey tool that provides students with a platform for designing, distributing and evaluating survey results, to strengthen its 'learning by doing' approach. For analysing data, the text covers both SPSS and EXCEL outputs. This text is indispensable for students studying marketing research in any business or marketing course.

This book presents both theoretical research methods and practical uses of qualitative consumer and marketing research in Asia, as well as approaches to research with extended viewpoints and case studies on the specific research practices, identifying the distinctive characteristics and conditions of the Asian market. Starting with an introduction and a rationale for qualitative consumer and marketing research, which discuss interpretive research perspectives and key qualitative research traditions underlying the research, it then elaborates on research design, formulating research directions, research questions, research methods, research validity and reliability, as well as research ethics. The book goes on to cover various key data-collection techniques, such as interviews, focus groups, observation and ethnography, online observation and netnography, and other alternative tools like projective techniques, autodriving and diaries. These include design of research setting (samples and sampling strategy, context, time) and research procedures (from entry to access and completion of the research project) with resources planning. In addition, the book also addresses data analysis and interpretation as well as presentation,

dissemination, and sharing of research results through both academic and practical courses. Lastly, it derives key concepts by reviewing classic research traditions and methods together with academic and practical studies.

Though based on an economic transition, retailer-consumer relationship is also influenced by non-economic factors and is a context of social interaction. With the emergence of modern merchandising techniques and a rise in large retail companies, consumers have become increasingly vigilant of practice within the retail industry. *Handbook of Research on Retailer-Consumer Relationship Development* offers a complete and updated overview of various perspectives relating to customer relationship management within the retail industry and stimulates the search for greater integration of these views in further research. Offering different angles to analyze the exchange between the retailer and the consumer, this handbook is a valuable tool for professionals and scholars seeking to upgrade their knowledge, as well as for upper-level students.

This text presents marketing research concepts in a highly applied and managerial way. This is the only Australian/New Zealand text which balances qualitative and quantitative aspects within its field. The text is organized into 6 parts. The first 5 parts are based on a 6 step framework for conducting market research. *Part 1 covers the first 2 steps: problem definition and the nature and scope of research approaches to problems. *Part 2 covers the third step of research design and describes in detail exploratory, descriptive and casual research designs. *Part 3 covers the 4th step of field work in a practical and managerial orientated manner. *Part 4 covers the 5th step: data preparation and analysis from basic to advanced techniques. The emphasis is on explaining procedures, interpreting results and analyzing managerial implications. *Part 5 covers the 6th and final step: communicating the research by preparing and presenting a formal report. *Part 6 is devoted to the complex processes of international market research.

Successfully Doing Business/Marketing in Eastern Europe is a unique collection of instructive and detailed essays that will help readers to understand and navigate the complexities of the business world and marketplace of Eastern Europe. The respected authors in this collection seamlessly blend sophisticated analysis and practical advice to enlighten the reader to the peculiarities of consumer behavior, industry policy, and the economic and social demographics in the region. These informative essays are further complemented by a number of in-depth case studies that demonstrate the difficulties and potentials for success faced by any business person looking to trade in Eastern European markets. For students, educators, entrepreneurs, and business people everywhere, *Successfully Doing Business/Marketing in Eastern Europe* is an essential resource and guidebook to understanding and profiting in this unique and often unpredictable region.

Customer equity has emerged as the most important metric to manage firm performance. This Handbook covers a broad range of strategic and tactical issues related to defining, measuring, managing, and implementing the customer equity metric for maximizin

Electronic Inspection Copy available for instructors here The only case study research textbook written exclusively for students of Business and related disciplines. Using a

step-by-step approach, *Case Study Research for Business* takes you right through the case study research process from research design and data collection using qualitative and quantitative methods, to research analysis, writing up and presenting your work. Key features: - Takes a multidisciplinary approach to case study research design by drawing on research philosophies to improve student understanding of these critical research traditions and hence provide firmer theoretical foundations for their research - Coverage of contemporary topics such as research ethics and access - Packed with practical examples from all areas of business - Pedagogical features include vignettes, exercises and 'cases' which directly relate to business research *Case Study Research for Business* will prove a valuable resource for undergraduate, postgraduate and research students of business and related disciplines.

The *Publication Manual of the American Psychological Association* is the style manual of choice for writers, editors, students, and educators in the social and behavioral sciences, nursing, education, business, and related disciplines.

Consumer Identities explores the notion of agency by tracing the role and activities of consumers from the pre-Internet age into the possible future. Using an overview of the historical creation of consumer identity, the collection demonstrates that active consumption is not merely a product of the digital age; it has always been a means by which a person can develop identity. Grounded in the acknowledgment that identity is a constructed and contested space, the authors analyze emerging dynamics in contemporary consumerism, ongoing tensions of structure and agency in consumer identities, and the ways in which identity construction could be influenced in the future. By exploring consumer identity through examples in popular culture, the authors have created a scholarly work that will appeal to industry professionals as well as academics. *Essentials of Marketing Research: Putting Research into Practice*, an exciting new practical guide by Kenneth E. Clow and Karen E. James offers a hands-on, applied approach to developing the fundamental data analysis skills necessary for making better management decisions using marketing research results. Each chapter opens by describing an actual research study related to the chapter content, with rich examples of contemporary research practices skillfully drawn from interviews with marketing research professionals and published practitioner studies. Clow and James explore the latest research techniques, including social media and other online methodologies, and they examine current statistical methods of analyzing data. With emphasis on how to interpret marketing research results and how to use those findings to make effective management decisions, the authors offer a unique learning-by-doing approach to understanding data analysis, interpreting data, and applying results to decision-making. This text guides the reader through a research project from the perspective of both user and practitioner. It meets the needs of several audiences by creating common ground in the applied practice of qualitative research.

To survive in today's competitive business environment, marketing professionals must look to develop innovative methods of reaching their customers and stakeholders. Web 2.0 provides a useful tool in developing the relationships between business and consumer. *The Handbook of Research on Integrating Social Media into Strategic Marketing* explores the use of social networking and other online media in marketing communications, including both best practices and common pitfalls to provide comprehensive coverage of the topic. This book is intended for marketing

professionals, business managers, and anyone interested in how social media fits into today's marketing environments.

""For all those involved in global brand management, the local management of a global brand, or the management of a local brand faced with foreign competition, Global Brand Strategy provides not only a robust framework for analyzing the complexities, but also much fresh and original thinking. For students of international business and marketing, it will aid their understanding of our multi-cultural world and help them to discard any ethnocentric thinking."" -- placebrands.net

Statistical Analysis of Management Data provides a comprehensive approach to multivariate statistical analyses that are important for researchers in all fields of management, including finance, production, accounting, marketing, strategy, technology, and human resources. This book is especially designed to provide doctoral students with a theoretical knowledge of the concepts underlying the most important multivariate techniques and an overview of actual applications. It offers a clear, succinct exposition of each technique with emphasis on when each technique is appropriate and how to use it. This third edition, fully revised, updated, and expanded, reflects the most current evolution in the methods for data analysis in management and the social sciences. In particular, this edition includes: · A new chapter on the analysis of mediation and moderation effects · Examples using STATA for most of the statistical methods · Example of XLSTAT applications Featuring numerous examples, the book may serve as an advanced text or as a resource for applied researchers in industry who want to understand the foundations of the methods particularly relevant and typically used in management research, and to learn how they can be applied using widely available statistical software.

Marketing Research, 5e equips students with the knowledge and skills required to successfully undertake marketing research. Combining a solid theoretical foundation with a practical, step-by-step approach, the marketing research process is explored through a learning model that is constantly reinforced throughout the text. Using local and international examples, data sets and case studies to explain traditional marketing research methods, Marketing Research also examines new theories and techniques. To reflect emerging industry practices, each stage of research reporting is detailed, as well as a range of presentation methodologies. For analysing data, the text covers both SPSS and Excel outputs. This text is indispensable for students studying marketing research in any business or marketing course. Premium online teaching and learning tools are available on the MindTap platform. Learn more about the online tools cengage.com.au/mindtap

Provides research on the emergent issue of the Internet as a central organizing platform for integrating marketing communications.

Electronic Inspection Copy available for instructors here - How is qualitative marketing and consumer research conducted today? - What is rigorous research in this field? - What are the new, cutting edge techniques? Written for students, scholars, and marketing research practitioners, this book takes readers through the basics to an advanced understanding of the latest developments in qualitative marketing and consumer research. The book offers readers a practical guide to planning, conducting, analyzing, and presenting research using both time-tested and new methods, skills and technologies. With hands-on exercises that researchers can practice and apply, the

book leads readers step-by-step through developing qualitative researching skills, using illustrations drawn from the best of recent and classic research. Whatever your background, this book will help you become a better researcher and help your research come alive for others.

Marketing and consumer research has traditionally conceptualized consumers as individuals- who exercise choice in the marketplace as individuals not as a class or a group. However an important new perspective is now emerging that rejects the individualistic view and focuses on the reality that human life is essentially social, and that who we are is an inherently social phenomenon. It is the tribus, the many little groups we belong to, that are fundamental to our experience of life. Tribal Marketing shows that it is not individual consumption of products that defines our lives but rather that this activity actually facilitates meaningful social relationships. The social 'links' (social relationships) are more important than the things (brands etc.) The aim of this book is therefore to offer a systematic overview of the area that has been defined as "cultures of consumption"- consumption microcultures, brand cultures, brand tribes, and brand communities. It is through these that students of marketing and marketing practitioners can begin to genuinely understand the real drivers of consumer behaviour. It will be essential to everyone who needs to understand the new paradigm in consumer research, brand management and communications management.

Academically thorough and up-to-date quantitative and qualitative market research methods text for business and social science students.

Daily existence is more interconnected to consumer behaviors than ever before, encompassing many issues of well-being. Problems include unhealthy eating; credit card mismanagement; alcohol, tobacco, pornography, and gambling abuse; marketplace discrimination; and ecological deterioration; as well as at-risk groups who are impoverished, impaired, or elderly. Opportunities for well-being via consumer behaviors include empowerment via the Internet, product sharing, leisure pursuits, family consumption, and pro-environmental activities, among others. In 2005 the Association for Consumer Research launched Transformative Consumer Research (TCR). Its mission is to foster research on quality of life that is both rigorous and applied for better assisting consumers, their caregivers, policy administrators, and executives. This edited volume includes 33 chapters on a wide range of topics by expert international authors. All royalties from sales of this book are donated to the Association to support TCR grants.

This book is an easily accessible and comprehensive guide which helps make sound statistical decisions, perform analyses, and interpret the results quickly using Stata. It includes advanced coverage of ANOVA, factor, and cluster analyses in Stata, as well as essential regression and descriptive statistics. It is aimed at those wishing to know more about the process, data management, and most commonly used methods in market research using Stata. The book offers readers an overview of the entire market research process from asking market research questions to collecting and analyzing data by means of quantitative methods. It is engaging, hands-on, and includes many practical examples, tips, and suggestions that help readers apply and interpret quantitative methods, such

as regression, factor, and cluster analysis. These methods help researchers provide companies with useful insights.

The global expansion of business has generated a tremendous interest among scholars, but there remains a strong need for theoretical insights into conducting marketing operations abroad. This thoroughly revised edition addresses this lack in the extant literature. The book consists of insights from leading scholars in international marketing, working not only to advance the theoretical underpinnings of today's most important international marketing issues, but also to provide insights for how the field of scholarship and practice of international marketing might develop in the future. The authors, top scholars from around the world, provide useful theoretical insights designed to stimulate contemplation and discussion, and to provide guidelines for future research on international marketing. The volume includes coverage of topics in four main areas: Part I looks at global branding while Part II examines issues of marketing strategy on a world stage. Part III offers chapters on cultural issues and the book closes with a more detailed look at marketing at the bottom of the pyramid in Part IV. Scholars and students in marketing and international business will find much of value in this comprehensive volume.

Marketing Research, 4/e takes an application-oriented approach, providing students with the tools and skills necessary to solve business problems and exploit business opportunities. This new edition was written to meet the needs of students through additional coverage of qualitative methods, emphasis on applied research projects as well as cases studies or exercises at the end of the chapters. The text is concise, highly readable and value-priced, yet it delivers the basic knowledge needed for an introductory text. The authors provide the student with an exciting, up-to-date text and an extensive supplement package.

This volume provides case studies, analysis and frameworks, reviews key studies and techniques, offers theoretical explanations, identifies unanswered questions and research opportunities, and discusses significant managerial and policy implications as well as incorporating insights from multidisciplinary literatures in an integrative manner.

This book provides a synthesis of research perspectives on customer engagement through a collection of chapters from thought leaders. It identifies cutting-edge metrics for capturing and measuring customer engagement and highlights best practices in implementing customer engagement marketing strategies. Responding to the rapidly changing business landscape where consumers are more connected, accessible, and informed than ever before, many firms are investing in customer engagement marketing. The book will appeal to academics, practitioners, consultants, and managers looking to improve customer engagement.

A rare and much needed compilation of some thought-provoking papers in the area of qualitative research in marketing, this book is a must have for anyone pursuing the discipline of marketing research, scholars intent on the pursuit of

qualitative inquiry as well as practising professionals looking for innovative approaches to research. Global Business Review Belk has compiled an exhaustive collection of contributions from scholars and practitioners throughout North America and Europe. . . . This extremely informative volume spans the full array of qualitative research areas. . . . Highly recommended. S.D. Clark, Choice

The Handbook of Qualitative Research Methods in Marketing offers both basic and advanced treatments intended to serve academics, students, and marketing research professionals. The 42 chapters begin with a history of qualitative methods in marketing by Sidney Levy and continue with detailed discussions of current thought and practice in: research paradigms such as grounded theory and semiotics research contexts such as advertising and brands data collection methods such as projectives and netnography data analysis methods such as metaphoric and visual analyses presentation topics such as videography and reflexivity applications such as ZMET applied to Broadway plays and depth interviews with executives special issues such as multi-sited ethnography and research on sensitive topics. Authors include leading scholars and practitioners from North America and Europe. They draw on a wealth of experience using well-established as well as emerging qualitative research methods. The result is a thorough, timely, and useful Handbook that will educate, inspire, and serve as standard reference for marketing academics and practitioners alike.

Covering both quantitative and qualitative methods, this book examines the breadth of modern market research methods for upper level students across business schools and social science faculties. Modern and trending topics including social networks, machine learning, big data, and artificial intelligence are addressed and real world examples and case studies illustrate the application of the methods. This text examines potential problems, such as researcher bias, and discusses effective solutions in the preparation of research reports and papers, and oral presentations. Assuming no prior knowledge of statistics or econometrics, discrete chapters offer a clear introduction to both, opening up the quantitative methods to all students. Each chapter contains rigorous academic theory, including a synthesis of the recent literature as well as key historical references, applied contextualization and recent research results, making it an excellent resource for practitioners. Online resources include extensive chapter bibliographies, lecture slides, an instructor guide and extra extension material and questions.

As marketing professionals look for more effective ways to promote their goods and services to customers, a thorough understanding of customer needs and the ability to predict a target audience's reaction to advertising campaigns is essential. The Handbook of Research on Social Marketing and Its Influence on Animal Origin Food Product Consumption is a critical scholarly resource that examines the role of social marketing in understanding and changing behavior regarding the negative impacts of consuming animal-based foods. Featuring coverage on a broad range of topics, such as the psychology of meat

consumption, food waste, and meat substitutes, this publication is geared towards academicians, students, and professionals seeking current research on social marketing interventions and the demarketing of meat.

Essentials of Marketing Research concisely delivers an up-to-date review of a broad variety of marketing research topics. It takes an application-oriented approach, providing students with the tools and skills necessary to solve business problems and exploit business opportunities. The authors' years of experience in real-world marketing research is evident throughout, from their thorough treatment of qualitative research (given short shrift in many other books) to their knowledgeable coverage of sample size rules-of-thumb, conducting a background literature review, and the importance of new market research tools and techniques. Essentials of Marketing Research gives students a strong command of market research principles, while being short enough to use alongside cases or projects.

Balancing simplicity with technical rigour, this practical guide to the statistical techniques essential to research in marketing and related fields, describes each method as well as showing how they are applied. The book is accompanied by two real data sets to replicate examples and with exercises to solve, as well as detailed guidance on the use of appropriate software including: - 750 powerpoint slides with lecture notes and step-by-step guides to run analyses in SPSS (also includes screenshots) - 136 multiple choice questions for tests This is augmented by in-depth discussion of topics including: - Sampling - Data management and statistical packages - Hypothesis testing - Cluster analysis - Structural equation modelling

Economic growth is directly impacted by a multitude of different industries; in recent years, the service industry has emerged as a significant contributor to the global economy. As such, the effective management of this sector has become a widely studied topic. The Handbook of Research on Promotional Strategies and Consumer Influence in the Service Sector is an authoritative reference source for the latest research on emerging methods for innovative service design and delivery, examining how growing customer expectations and global competition has influenced this industry. Featuring quality factors, marketing tools, and the effects of consumer behavior, this publication is ideally suited for researchers, professionals, and academicians actively involved in the service industry.

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