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Ethnic Marketing Guilherme Pires, John Stanton, 2014-12-05 A globalization process epitomised by historically large cross border population movements with rapidly improving networking and communication technologies has resulted in the growth of ethnic diversity across newly industrialised economies Instead of adapting to a dominant host country culture many ethnic minorities seek to preserve their identities both as diasporic communities and within their adopted countries For marketers it has been recognised as crucial to understand the unique needs of these individuals and to develop superior marketing strategies that meet their preferences Ethnic Marketing shows the rich opportunities that ethnic minority communities have to offer as well as offering instruction on the design and implementation of effective social and business marketing strategies The text offers practical guidance on assessing the needs of individual ethnic communities and a guide to marketing to these communities within various countries Since the publication of Pires and Stanton s 2005 book there has been continuing changes in the political social and economic environment in many countries which have growing ethnic minorities Incorporating new research across disciplines on the marketing relevance of ethnic minorities this book also integrates contributions and excerpts from in depth interviews conducted with leading marketing experts whose views and insights stimulate discussion and result in an invaluable guide to best practice in ethnic marketing across the world plus expert insights into the future of this dynamic area This is an excellent resource for researchers and advanced marketing students taking both postgraduate and undergraduate courses in marketing management or strategy as well as government marketing practitioners and businesses seeking ways to reach ethnic communities

Handbook of Research on the Interplay Between Service Quality and Customer Delight Sarma, Sarmistha, Gupta, Neha, 2023-01-31 Research in the field of service quality and consumer behavior has developed in many dimensions in the past decade A number of models have been developed to determine the factors leading to satisfaction however within the past few years scholars have proved that satisfaction is not sufficient to leave a strong mark in the minds of the customers Service quality and customer delight have been the buzzwords in the business world in recent times as scholars have proven that customer delight is the key to customer retention The Handbook of Research on the Interplay Between Service Quality and Customer Delight considers how companies around the world in a cross cultural environment are dealing with service quality and customer delight and proposes a global outlook on the current trends tactics and opportunities Covering key topics such as buyer funnels consumer dissonance and digital solutions this reference work is ideal for business owners managers industry professionals researchers scholars practitioners academicians instructors and students

Advances in Business, Management and Entrepreneurship Ratih Hurriyati, Benny Tjahjono, Ikuro Yamamoto, Agus Rahayu, Ade Gafar Abdullah, Ari Arifin Danuwijaya, 2020-01-06 The GCBME Book Series aims to promote the quality and methodical reach of the Global Conference on Business Management Entrepreneurship which is intended as a high quality scientific contribution to the science of

business management and entrepreneurship The Contributions are the main reference articles on the topic of each book and have been subject to a strict peer review process conducted by experts in the fields The conference provided opportunities for the delegates to exchange new ideas and implementation of experiences to establish business or research connections and to find Global Partners for future collaboration The conference and resulting volume in the book series is expected to be held and appear annually The year 2019 theme of book and conference is Creating Innovative and Sustainable Value added Businesses in the Disruption Era The ultimate goal of GCBME is to provide a medium forum for educators researchers scholars managers graduate students and professional business persons from the diverse cultural backgrounds to present and discuss their researches knowledge and innovation within the fields of business management and entrepreneurship The GCBME conferences cover major thematic groups yet opens to other relevant topics Organizational Behavior Innovation Marketing Management Financial Management and Accounting Strategic Management Entrepreneurship and Green Business

Marketing without Advertising Emilio Morales, Joseph Scarpaci, 2011-12-21 In 1993 in order to stop an economic freefall on the island of Cuba Fidel Castro's government reluctantly instituted a series of reforms to compensate for the demise of foreign aid from Moscow These policies ushered in a broad spectrum of national and international consumer products and services previously unknown to islanders In a few short years Cubans were seeing foreign brands among consumer durables and a broad array of logos brought in by tourists Today nearly two decades into these limited market reforms no systematic research has explored consumer brand awareness among 11 millions Cubans living just 90 miles from the United States The paucity of academic research stems from the challenges of conducting public consumer opinion and official state policy contends that consumer wants and needs are satisfied by either a series of generic and Cuban made brands or by independent entrepreneurs who provide brandless products and services Marketing without Advertising analyzes the role narratives and behaviour of consumption in Cuba since 1959 It documents how consumer behaviour has changed since the pre revolutionary period with special focus on the early 1990s The book documents the shift from moral based rewards in the early years of the Revolution to the rise of material based incentives Cubans have long been exposed to foreign mass media in the form of movies music videos cable television shows Although the Internet is highly regulated the Cuban Diaspora in exile brings back clothing personal care products electronic goods and magazines that increase the awareness of brand logos jingles products and services These and related findings from the authors primary research are ripe with marketing implications such as substitution effects price elasticity latent demand for certain products and services and consumer behaviour

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