

CONSUMER BEHAVIOR ANALYSIS AND SOCIAL MARKETING: THE CASE OF ENVIRONMENTAL CONSERVATION¹

Gordon R. Foxall

Cardiff University, United Kingdom

Jorge M. Oliveira-Castro

University of Brasília, Brazil

Victoria K. James

M. Mirella Yani-de-Soriano

Valdimar Sigurdsson

Cardiff University, United Kingdom

ABSTRACT: Consumer behavior analysis represents one development within the behavior-analytic tradition of interpreting complex behavior, in which a specific conceptual framework has been proposed (i.e., the Behavioral Perspective Model). According to this model, consumer behavior occurs at the intersection of a consumer-behavior setting and an individual's learning history of consumption and is a function of utilitarian (mediated by the product) and informational (mediated by other persons) consequences. The model has been useful in analyses of consumers' brand choice and reactions to different settings. In the present paper, the model was applied to the interpretation of environmental deleterious behaviors (use of private transportation, consumption of domestic energy, waste disposal, and domestic consumption of water). This application pointed to specific marketing strategies that should be adopted to modify each of these operant classes.

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Social Marketing Strategies Conservation Issues And Analysis

S. C. Sahoo, P. K. Sinha



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Social Marketing Strategies Donald L. Perry,1976 *Environmental Marketing* William Winston,Alma T Mintu-Wimsatt,2013-04-03 Environmental Marketing Strategies Practice Theory and Research is a timely resource for the 1990s It examines a broad range of issues that affect environmental behavior while providing materials and guidance to marketing decisionmakers It will guide your organization toward a decidedly green marketing movement toward marketing concepts and tools that not only serve your organization s objectives but preserve and protect the environment as well Environmental Marketing clearly defines the potential roles of organizations consumers and governments and examines how these groups impact environmental factors through the marketing process The book helps you understand alternative perspectives to green marketing issues and in turn enables you to make clearer more conscious decisions toward improving your environmental marketing performance This resourceful text begins by defining the concept of environmental or green marketing and how the idea of a healthy planet and successful marketing strategies can co exist It discusses the consumer s behavior toward environmental products and how marketers can effectively educate them the guidelines involved in doing so and the consequences of failing to do so The marketer s position on environmental changes in industry is examined along with alternatives for striking a balance between marketing objectives and environmental concerns Finally the book discusses the global response to environmental marketing and where multi national organizations belong within this balance Environmental Marketing is a book for all managers involved in decisions impacting the environment It is also of great interest to public policymakers and academics who wish for quick insight into environmental marketing issues *Emerging Trends in Indian Marketing in the 90s* S. C. Sahoo,P. K. Sinha,1991 **Sustainable Marketing of Transformative Heritage Tourism** Deepak Chhabra,2024-11-29 This book proposes that sustainable marketing should be founded on a higher level of consciousness governed by the Eastern ethical principles of dharma and karma It suggests a socially responsible integrated marketing strategy to boost transformational heritage tourism The book puts forward a framework to promote and inspire transformative heritage tourism from a sustainable marketing perspective Drawing on examples from different parts of the world such as Thailand China the USA India Australia the United Kingdom Spain and Hong Kong it takes a unique approach by integrating elements associated with distributive justice procedural justice morally motivated existentialist authentic experiences and the well being of visited and visiting environments The book pivots on the planning and marketing of heritage of communities such as local descendent and indigenous across eight broad themes 1 promotion and sustainable branding of heritage tourism 2 empowerment of indigenous communities 3 authenticity and conservation of heritage 4 safeguarding of art culture and cultural landscapes 5 economic viability for the host communities 6 interpretation and resolution of dissonant heritage representations 7 stimulating audience engagement and co created mindful spaces and 8 facilitating moral consciousness and stimulating lasting inner transformation in guests and hosts Scholars can replicate and

or test the proposed guided sustainable marketing model referred to as the transformative heritage tourism pathway which is adapted from a the needs activities and well being sequential path of transformation and b the socially responsible sustainable marketing doctrine guided by the principles of dharma and karma This book is unique as it stresses eudaimonia as the ultimate goal of well being and argues that its pursuit can steer the sustained transformation route toward a higher sense of consciousness and responsible production and consumption of heritage resources In summary this book contributes toward advancing the dialogue on sustainable marketing and transformative heritage tourism It will appeal to researchers undergraduates and practitioners interested in sustainable marketing transformative heritage tourism and social ecological cultural and economic welfare of visited and visiting destinations

System Design Modeling and Metamodeling John P. van Gigch, 2013-06-29 This book is a venture in the worlds of modeling and of metamodeling At this point I will not reveal to readers what constitutes metamodeling Suffice it to say that the pitfalls and shortcomings of modeling can be cured only if we resort to a higher level of inquiry called metainquiry and metadesign We reach this level by the process of abstraction The book contains five chapters from my previous work Applied General Systems Theory Harper and Row London and New York First Edition 1974 Second Edition 1978 More than ten years after its publication this material still appears relevant to the main thrust of system design This book is dedicated to all those who are involved in changing the world for the better In a way we all are involved in system design from the city manager who struggles with the problems of mass transportation or the consolidation of a city and its suburbs to the social worker who tries to provide benefits to the urban poor It includes the engineer who designs the shuttle rockets It involves the politician engaged in drafting a bill to recycle containers or one to prevent pesticide contamination of our food The politician might even need system design to chart his or her own re election campaign

Sustainable Development Through Global Circular Economy Practices Stuart Maguire, Ian Robson, 2023-12-04 Offering a detailed overview of what is required to move towards a circular economy by providing a series of cases alongside each chapter that illustrate practice in relation to theory Maguire and Robson deliver a lens through which academics and students can explore what is emerging as state of the art

Marketing Strategy and Plans David Johnston Luck, O. C. Ferrell, 1985

Environmental Policy Processes Surrounding South Africa's Plastic Bags Regulations: Tensions, Debates and Responses in Waste Product Regulation Godwell Nhamo, 2008-01-31 This study was conducted in South Africa South Africa is the first country within the Southern African Development Community to have regulated plastic shopping bags waste through the imposition of both a standard on thickness and a levy Given this scenario the Plastic Bags Regulations present an illustrative case for researching complexity uncertainty and controversies surrounding a new trend in environmental policy making namely waste product regulation The thesis focuses on understanding and investigating tensions debates and responses emerging from the policy process as actors and actor networks put not only the Plastic Bags Regulations into circulation as focal actant token but also other actants and actant networks as well To this end a research

question that addressed environmental policies tensions debates and responses that informed the development of South Africa's Plastic Bags Regulations was spelt out. The research objectives included the need to 1 analyse selected international environmental policy processes surrounding plastic shopping bags litter and waste regulation and how these influenced developments in South Africa 2 identify actors actants and actor actant networks that shaped and were being transformed by South Africa's Plastic Bags Regulations and explain the tensions debates and responses arising in the policy processes 3 identify environmental policy outputs and assess outcomes emerging from the formulation and implementation of South Africa's Plastic Bags Regulations and 4 establish patterns in environmental policy process reforms around South Africa's Plastic Bags Regulations. The language of actors human actants non human and actor actant networks brings to the fore the aspects of processes and relationships that exist around them. As such insights from the actor actant network theory AANT were drawn upon to inform the research. AANT enquiry framework collapses binaries such as nature society art science structure agency and global local historically associated with a particular type of social theory. AANT also denies that purely technical scientific or social relations are possible the notion of quasi objects or token Data sets were generated following the Plastic Bags Regulations as token actant with time frames ranging from prior to during and after the formulation of the regulations. Similarly data analysis drew insights from AANT's four moments of translation namely problematisation interessement enrolment and mobilisation with the intervention theory providing an evaluative perspective that complemented AANT. The findings were that after the promulgation of the first draft of the Plastic Bags Regulations in May 2000 tensions emerged around the nature of regulation whether command and control preferred by government or self regulation preferred by industry and labour. In this regard the latter group raised concerns about jobs income and equipment loss as well as the need to have a holistic approach to waste management rather than targeting a single product at a time whilst the former maintained that this would not be so. As such education awareness and stringent antilitter penalties were proposed by industry and labour as sustainable responses to the problem of plastic shopping bags waste rather than regulation. These debates continued and resulted in minor amendments to the original regulations as finalised by Government in May 2002. However industry and labour continued lobbying government resulting in the conclusion of the Plastic Bags Agreement in September 2002 and the ultimate repulsion of the May 2002 regulations in May 2003. As revealed by this research these responses led to broader social responses and further tensions as demand for plastic shopping bags went down by about 80% although an estimated 1000 jobs were lost and a number of companies lost equipment and business with some closing down following the implementation of

Innovations in Social Marketing and Public Health

Communication Walter Wymer, 2015-10-06 This volume presents the most current theoretical advances in the fields of social marketing and public health communications. The volume is divided in two parts. Part 1 contains chapters pertaining to research and theory reflecting improvements and contributions to theories that help improving quality of life. It includes

literature reviews conceptual research and empirical studies on social marketing communications models to understand individual s risky behaviors and how to improve social interventions The second part emphasizes applied research consisting of best practices applied experiments and case studies on social marketing innovative practices with implications for quality of life

Strategic Social Marketing Jeff French,Ross Gordon,2019-11-08 Adopting an international approach and offering a broader context this second edition of Strategic Social Marketing presents social marketing principles in a strategic critical and reflexive way illustrating the value of applying marketing to solve social problems including A brand new chapter on evaluation Updated advances in relevant research and theorizing New vignettes and short case studies to illustrate theories throughout the text The authors explore the reasons why marketing should be an integral component of all social programme design and delivery when looking to achieve social good while progressing on to the nature and application of social marketing rethinking traditional concepts such as value and exchange in the social context Their hands on features then let students lay out strategy plans frameworks and tactics to influence behaviours

Social Marketing Research for Global Public Health W. Douglas Evans,2016 Like all aspects of society public health practice has been fundamentally changed by the emergence of electronic and social media as centerpieces of human communication and connection More than ever public health practitioners rely on these new marketing and communications technologies to promote longstanding goals like disease prevention and fostering social responsibility Social Marketing Research for Global Public Health offers proven guidelines for crafting campaigns that work in public health It equips readers with tools pioneered by corporate marketers to increase the efficacy of public health interventions in any setting It also provides practical advice to practitioners seeking to assess their interventions along with examples for effective outreach to promote smoking cessation financial literacy and other social goods Combining overviews of marketing theory and methodology with practical chapters specific to public health Social Marketing Research for Global Public Health provides a crucial and holistic understanding for this new imperative in the field

Psychology and Environmental Change Raymond S. Nickerson,2002-12-18 This book stimulates thinking on the topic of detrimental environmental change and how research psychologists can help to address the problem In addition to reporting environmentally relevant psychological research the author identifies the most pressing questions from an environmental point of view Psychology and Environmental Change focuses on ways in which human behavior contributes to the problem deals with the assessment and change of attitudes and with studies of change of behavior proposes ways in which psychological research can contribute to making technology and its products more environmentally benign and introduces topics such as consumption risk assessment cost benefit and tradeoff analyses competition negotiation and policymaking and how they relate to the objective of protecting the environment

Sustainability and Social Marketing Issues in Asia Farzana Quoquab,Jihad Mohammad,2023-01-26 Sustainability and Social Marketing Issues in Asia broadens the perspective of the latest trends in sustainability and social marketing

International Encyclopedia of Civil Society Helmut K. Anheier, Stefan Toepler, 2009-11-24 Recently the topic of civil society has generated a wave of interest and a wealth of new information Until now no publication has attempted to organize and consolidate this knowledge The International Encyclopedia of Civil Society fills this gap establishing a common set of understandings and terminology and an analytical starting point for future research Global in scope and authoritative in content the Encyclopedia offers succinct summaries of core concepts and theories definitions of terms biographical entries on important figures and organizational profiles In addition it serves as a reliable and up to date guide to additional sources of information In sum the Encyclopedia provides an overview of the contours of civil society social capital philanthropy and nonprofits across cultures and historical periods For researchers in nonprofit and civil society studies political science economics management and social enterprise this is the most systematic appraisal of a rapidly growing field **Green**

Business: Concepts, Methodologies, Tools, and Applications Management Association, Information Resources, 2019-02-01 The issues of sustainability and corporate social responsibility have become vital discussions in many industries within the public and private sectors In the business realm incorporating practices that serve the overall community and ecological wellbeing can also allow businesses to flourish economically and socially **Green Business Concepts Methodologies Tools and Applications** is a vital reference source for the latest research findings on the challenges and benefits of implementing sustainability into the core functions of contemporary enterprises focusing on how green approaches improve operations Highlighting a range of topics such as corporate sustainability green enterprises and circular economy this multi volume book is ideally designed for business executives business and marketing professionals business managers academicians and researchers actively involved in the business industry *Proceedings of the 2010 Academy of Marketing Science (AMS) Annual Conference* Dawn R. Deeter-Schmelz, 2014-10-23 Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this *Proceedings* series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy's flagship journals the *Journal of the Academy of Marketing Science* JAMS and *AMS Review* Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science This volume includes the full proceedings from the 2010 Academy of Marketing Science AMS Annual Conference held in Portland Oregon *Applied Psychology* E. Scott Geller, 2016-02-24 This volume demonstrates how readers can become more effective parents teachers students coaches managers or work supervisors while also gaining practical skills to enhance their self motivation communication skills and intervention acumen The first eight chapters explain evidence based principles from applied behavioral science ABS that can be used to improve

the human dynamics of any situation involving behavior Fundamentals from humanism are integrated strategically to show how an ABS intervention can be more acceptable influential and sustainable The following twelve chapters detail the deployment of ABS interventions to optimize performance in a wide variety of fields including occupational and transportation safety quantity and quality of organizational work behavior healthcare athletic coaching parenting pre school and college education environmental sustainability and the control of obesity and alcohol abuse Applied Psychology provides a thorough review of the latest research in relation to these domains and explores issues for future investigation

Promoting Source Reduction and Recyclability in the Marketplace ,1989 **CIM Coursebook 06/07 Strategic**

Marketing in practice Ashok Ranchhod,Ebi Marandi,2007-07-11 Elsevier Butterworth Heinemann s 2006 07 CIM Coursebook series offers you the complete package for exam success Fully reviewed by CIM and updated by the examiner the coursebook offers everything you need to keep you on course **Social Marketing and Advertising in the Age of Social Media** Lukas Parker,Linda Brennan,2020-11-27 This book provides much needed insight into current social marketing and advertising practices The authors offer a framework for social marketing before exploring the mechanics of social media and present marketing strategy Chapters cover the use of both positive and negative emotions in social marketing and advertising and explore the ethical challenges associated with the practice in the age of social media

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Table of Contents Social Marketing Strategies Conservation Issues And Analysis

1. Understanding the eBook Social Marketing Strategies Conservation Issues And Analysis
 - The Rise of Digital Reading Social Marketing Strategies Conservation Issues And Analysis
 - Advantages of eBooks Over Traditional Books
2. Identifying Social Marketing Strategies Conservation Issues And Analysis
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Social Marketing Strategies Conservation Issues And Analysis
 - User-Friendly Interface

4. Exploring eBook Recommendations from Social Marketing Strategies Conservation Issues And Analysis
 - Personalized Recommendations
 - Social Marketing Strategies Conservation Issues And Analysis User Reviews and Ratings
 - Social Marketing Strategies Conservation Issues And Analysis and Bestseller Lists
5. Accessing Social Marketing Strategies Conservation Issues And Analysis Free and Paid eBooks
 - Social Marketing Strategies Conservation Issues And Analysis Public Domain eBooks
 - Social Marketing Strategies Conservation Issues And Analysis eBook Subscription Services
 - Social Marketing Strategies Conservation Issues And Analysis Budget-Friendly Options
6. Navigating Social Marketing Strategies Conservation Issues And Analysis eBook Formats
 - ePub, PDF, MOBI, and More
 - Social Marketing Strategies Conservation Issues And Analysis Compatibility with Devices
 - Social Marketing Strategies Conservation Issues And Analysis Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Social Marketing Strategies Conservation Issues And Analysis
 - Highlighting and Note-Taking Social Marketing Strategies Conservation Issues And Analysis
 - Interactive Elements Social Marketing Strategies Conservation Issues And Analysis
8. Staying Engaged with Social Marketing Strategies Conservation Issues And Analysis
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Social Marketing Strategies Conservation Issues And Analysis
9. Balancing eBooks and Physical Books Social Marketing Strategies Conservation Issues And Analysis
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Social Marketing Strategies Conservation Issues And Analysis
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Social Marketing Strategies Conservation Issues And Analysis
 - Setting Reading Goals Social Marketing Strategies Conservation Issues And Analysis
 - Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of Social Marketing Strategies Conservation Issues And Analysis
 - Fact-Checking eBook Content of Social Marketing Strategies Conservation Issues And Analysis
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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