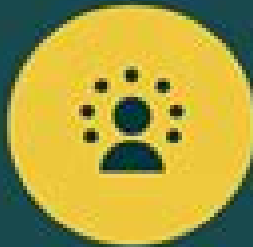


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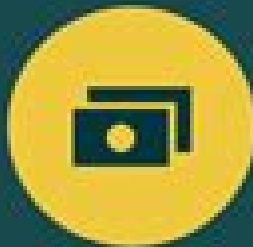
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Psychological Ownership and Consumer Behavior Joann Peck, Suzanne B. Shu, 2018-05-02 This

pathbreaking volume expands on the construct of psychological ownership placing it in the contexts of both individual consumer behavior and the wider decision making of consumer populations An individual's feeling of ownership toward a target represents the perception that something is mine and is highly relevant to buying and relating to specific goods economic and health decision making and especially salient given today's privacy concerns psychological ownership of digital content and personal data Experts analyze the social conditions and cognitive processes concerning shared consumer experiences and psychological ownership Contributors also discuss possibilities for socially responsible forms of psychological ownership using examples from environmental causes and the behavioral mechanisms involved when psychological ownership becomes problematic as in cases of hoarding Included among the topics Evidence from young children suggesting that even legal ownership is fundamentally psychological Ownership the extended self and the extended object Psychological ownership in financial decisions The intersection of ownership and design Can consumers perceive collective psychological ownership of an organization Whose experience is it anyway Psychological ownership and enjoyment of shared experiences Psychological ownership as a facilitator of sustainable behaviors including stewardship Future research avenues in psychological ownership Psychological Ownership and Consumer Behavior pinpoints research topics and real world issues that will define the field in the coming years It will be especially useful in graduate classes in marketing consumer behavior policy interventions and business psychology

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Consumer Behaviour Wayne D. Hoyer, Deborah J. MacInnis, Rik Pieters, Eugene Chan, Gavin Northey, 2020-09-24 Cutting edge and relevant to the local context this second Australia and New Zealand edition of Hoyer *Consumer Behaviour* covers the latest research from the academic field of consumer behaviour The text explores new examples of consumer behaviour using case studies advertisements and brands from Australia and the Asia Pacific region

The authors recognise the critical links to areas such as marketing public policy and ethics as well as covering the importance of online consumer behaviour with significant content on how evolving digital technologies and widespread use of social media are changing the way marketers understand consumers Marketing Implications boxes examine how theoretical concepts have been used in practice and challenge students to think about how marketing decisions impact consumers Considerations boxes require students to think deeply about social media research cultural and international factors and consumer psychology in relation to the contemporary consumer Opening vignettes and end of chapter cases give students real world insights into and opportunities to analyse consumer behaviour with extensive Australian and international examples providing issues in context Premium online teaching and learning tools are available on the MindTap platform Learn more about the online tools cengage.com/au/mindtap

Applying Social Cognition to Consumer-Focused

Strategy Frank R. Kardes, Paul M. Herr, Jacques Nantel, 2006-04-21 Applying Social Cognition to Consumer Focused Strategy a book in the Advertising and Consumer Psychology series sponsored by the Society for Consumer Psychology focuses on the most important recent developments at the interface of social cognition and marketing and develops integrative theoretical frameworks with rich practical implications More specifically the chapters offer a novel and thought provoking perspective on consumer focused strategy or the effects of marketing stimuli and activities on an integrated system of consumer processes and responses Divided into four parts this book offers new perspectives on consumer information processing selective or one sided information processing and attribution theory discusses how asking questions in focus groups surveys and experiments leads consumers to create opinions that would not have occurred to them otherwise advances a new approach for modeling uncertainty and a new framework for thinking about uncertainty summarizes recent developments concerning the Implicit Association Test and their implications for branding strategy develops a new approach for analyzing the effects of intention on behavior and unplanned purchase behaviors discusses the devaluation effect and shows both how implementation intentions can be used to increase new product consumption and also how promotion versus prevention regulatory focus influences consumer preferences and focuses on consumer information processing and persuasion The text is intended for advanced graduate students academics and practitioners who embrace cutting edge paradigms and methodologies in social cognitive consumer research

The Social Psychology of Economic and Consumer Behaviour Helga

Dittmar, K. Fiedler, Gün R. Semin, *Leveraging Consumer Behavior and Psychology in the Digital Economy* Suki, Norazah Mohd, Suki, Norbayah Mohd, 2020-06-26 With the increasing prevalence of information communication and technology including social media in the digital economy leveraging consumer behavior and psychology has become a dominant ground for researchers and practitioners to inspect the trends opportunities and challenges to social networking service SNS developers and online firms These platforms have become a key channel for social interactions and networking among individuals and online communities to leverage business activities in respect to product and service visibility and

sustainability via the internet Leveraging Consumer Behavior and Psychology in the Digital Economy is a pivotal reference source that provides current research on topics relevant to consumer behavior consumer psychology consumer value customer satisfaction and loyalty and how best to utilize this research consumer behavior and psychology in the digital economy Emphasizing critical topics in the field of consumer behavior research this publication is a wide ranging resource for professionals practitioners marketers retailers business managers academics researchers and graduate level students interested in the latest material on consumer behavior and psychology in the digital economy Studyguide for Social Psychology of Consumer Behavior by , Michaela Wanke Cram101 Textbook Reviews,2013-05 Never HIGHLIGHT a Book Again Includes all testable terms concepts persons places and events Cram101 Just the FACTS101 studyguides gives all of the outlines highlights and quizzes for your textbook with optional online comprehensive practice tests Only Cram101 is Textbook Specific Accompanies 9780872893795 This item is printed on demand **Consumer Psychology in a Social Media World** Claudiu V. Dimofte,Curtis P. Haugtvedt,Richard F. Yalch,2015-09-16 Consumer Psychology in a Social Media World seeks to illustrate the relevance of consumer psychology theory and research to understanding the social media world that has rapidly become a key component in the social and economic lives of most individuals Despite the rapid and widespread adoption of social media by consumers research focused on individuals use thereof and its implications for organizations and society has been limited and published in scattered outlets This has made it difficult for those trying to get either a quick introduction or an in depth understanding of the associated issues to locate relevant scientific based information The book is organized into five broad sections The first presents a summary overview of social media including a historical and cultural perspective The second section is focused on social media as a modern form of word of mouth always considered the most impactful on consumers It also touches upon a motivational explanation for why social media has such a strong and broad appeal Section three addresses the impact that consumers switch to social media as a preferred channel has had on marketers branding and promotional efforts as well as the ways in which consumer involvement can be maintained through this process Section four takes a methodological perspective on the topic of social media assessing ways in which big data and consumer research are influenced by novel ways of gathering consumer feedback and gauging consumer sentiment Finally section five looks at some consumer welfare and public policy implications including privacy and disadvantaged consumer concerns Consumer Psychology in a Social Media World will appeal to those who are involved in creating managing and evaluating products used in social media communications As seen in recent financial and business market successes e g Facebook Twitter LinkedIn Instagram Pinterest WhatsApp etc businesses focused on facilitating social media are part of the fastest growing and most valuable sector of today s economy *Consumer Behavior and the Behavioral Sciences* Steuart Henderson Britt,1966 **The Psychology of Advertising** Bob M. Fennis,Wolfgang Stroebe,2015-12-22 Advertising is a ubiquitous and powerful force seducing us into buying wanted and sometimes unwanted

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Applied Social Psychology Mr. Rohit Manglik, 2024-05-15 EduGorilla Publication is a trusted name in the education sector committed to empowering learners with high quality study materials and resources Specializing in competitive exams and academic support EduGorilla provides comprehensive and well structured content tailored to meet the needs of students across various streams and levels

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