

Social Marketi ng: A New Imp erative for Pub lic Health

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Social Marketing New Imperative For Public Health

Robert Hornik



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Social Marketing Richard K. Manoff, 1985 Drawing on 20 years of experience in the U S and the Third World Manoff presents ways in which modern marketing methods can be applied to problems of public health and nutrition practices He incorporates all aspects of the social marketing process from theory and background to the necessary tools and techniques establishing comprehensive guidelines that can be implemented to strengthen current public health programs An essential resource for developmental health professionals or anyone interested in innovative marketing techniques This work includes methods for tailoring health education to the preceptions of the target audience and techniques for uncovering the resistance points insights using mass media to extend the reach and impact of public education efforts tools for designing effective messages special research approaches including focus groups and feed forward in process evaluation tools that identify program flaws during early stages of implementation planning hints to encourage public and private cooperation and case studies exploring some of the most interesting and educational applications of social marketing principles

Social Marketing and Public Health Jeff French, 2010 Social marketing uses established commercial marketing tools and principles to influence behaviour change and is increasingly becoming a major tool in health promotion This book will provide an international account of the theory and practice behind social marketing

Social Marketing Marvin E. Goldberg, Martin Fishbein, Susan E. Middlestadt, 2018-07-06 Social Marketing marketing in the service of societal problems Does this approach represent dangerous social engineering or is it the best hope we have to treat what are often regarded as intransigent problems For both academics and practitioners involved with social marketing the domain remains in its infancy Programs and approaches are being developed and implemented by practitioners academics are defining what it is where it comes from and where it is going This book incorporates many of the presentations made at the Role of Advertising in Social Marketing Conference sponsored by the Society for Consumer Psychology Professionals from academia government and non government organizations address a highly diverse and interesting set of societal concerns ranging from organ donation to violence in sports from efforts to promote safe sex and family planning to better understand cigarette smokers and their perceptions Are marketing s four Ps product price place and promotion enough to help solve these problems or does social marketing at the end of the 1990s need to call on other Ps such as political persuasion This volume thoughtfully addresses theoretical and empirical issues challenging academics and practitioners alike to find out how to borrow the best of marketing for application in social marketing

Social Marketing Nancy R. Lee, Philip Kotler, Julie Colehour, 2023-04-07 Successful social marketing holds the power to change the world Social Marketing Behavior Change for Good 7th Edition is the definitive guide for designing and implementing memorable social marketing campaigns Authors Nancy R Lee Philip Kotler and Julie Colehour present a proven 10 step strategic marketing plan and guides students through each stage of the process The 7th Edition is packed with 12 new cases and dozens of new examples related to today s most pressing social

problems including the COVID 19 pandemic natural disasters equity and inclusion and homelessness The new edition also includes significantly expanded coverage of social media Whether your students are on a mission to improve public health protect the environment or galvanize their community they will find Social Marketing an invaluable resource **The Handbook of Persuasion and Social Marketing** David W. Stewart, 2014-12-17 This timely set traces the evolution of social marketing from its deep roots in psychology religion and politics to its current role as an influencer of societal and behavioral change Few realize that the methods behind the social marketing discipline are not new but are based on traditional sales techniques reengineered to advocate social responsibility Since emerging the movement has prompted a rapid change in how we communicate and what we say Funding from government agencies foundations and organizations like the National Cancer Institute and the American Heart Association have prompted campaigns that promote healthy behaviors and deter unhealthy actions In this three volume set a panel of experts take an unprecedented look at this marketing phenomena as a means of influencing behaviors that benefit individuals and society overall This comprehensive collection examines the role of persuasion in a marketing context The book's central theme is woven throughout each of the three volumes volume one focuses on the conceptual and philosophical foundations of the trend the second part addresses its theoretical and strategic dimensions and the final section discusses applications to specific societal issues like personal public and environmental caretaking disease prevention good nutrition and safe sex Chapters address campaign planning regulatory and compliance issues and the measurement of outcomes **Public Health Communication** Robert Hornik, 2002 This volume argues the case that public health campaigns have affected health behavior It has been developed for public health administrators health comm scholars health psychologists and others involved in public health campaigns **Nutrition and Health Topics and Controversies** Felix Bronner, 2020-09-10 Nutrition and Health Topics and Controversies explores in detail the relationship between diet nutritional status and disease and evaluates nutritional practices intended to minimize the incidence of and slow the progress of major chronic illnesses National trends in nutritional awareness and the resulting changes in consumer behavior are discussed Unlike other books on this subject the authors take a stand on controversial issues in the field and document their positions with scientific data Nutrients such as calcium vitamin E selenium and antioxidants their importance in overall nutrition and their role in specific diseases are covered Expertise in nutritional science is not required to gain the highly practical information in this book **Frontiers of Nutrition and Food Security in Asia, Africa, and Latin America** Neil G. Kotler, 1992 This volume contains the papers and proceedings of an international colloquium on food nutrition and agriculture that was held at the Smithsonian Institution in Washington DC on 17-18 October 1990 **Public Health Reports**, 1993 *Program Evaluation* Emil J. Posavac, 2015-07-22 Comprehensive yet accessible this text provides a practical introduction to the skills attitudes and methods required to assess the worth and value of human services offered in public and private organizations in a wide range of fields Students are introduced to the need for such

activities the methods for carrying out evaluations and the essential steps in organizing findings into reports The text focuses on the work of people who are closely associated with the service to be evaluated and is designed to help program planners developers and evaluators to work with program staff members who might be threatened by program evaluation The Sociology of Health Promotion Robin Bunton, Roger Burrows, Sarah Nettleton, 2003-09-02 Promotion of health has become a central feature of health policy at local national and international levels forming part of global health initiatives such as those endorsed by the World Health Organisation The issues examined in The Sociology of Health Promotion include sociology of risk the body consumption processes of surveillance and normalisation and considerations relating to race and gender in the implementation of health programmes It will be invaluable reading for students health promoters public health doctors and academics

Progress in Preventing AIDS? David Ross Buchanan, George Peter Cernada, 2019-03-19 Originally published in the International Quarterly of Community Health Education this work presents twenty one chapters about the state of HIV AIDS prevention programs in a global context

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The Physician as Manager John J. Aluise, 2012-12-06 medical legal affairs automated systems and THE PHYSICIAN AS MANAGER OFFERS public relations PHYSICIANS AND OTHER HEALTH PRO In the past physicians relied on their clinical competence and professional reputation to BOOK TO UNDERSTAND THE ECONOMIC AND MANAGEMENT CONCEPTS build and maintain their practices Although RELEVANT TO MEDICAL PRACTICE these attributes are still necessary other issues such as accessibility quality assurance cost The changing patterns of medical practice have containment and health maintenance are grow brought with them the need for physicians to ing in importance Although many traditional have a basic understanding of managementists in medicine resist the pressure to become principles and their applications to medical competitive physicians and other health professional practice and the health care field As insurance professionals now have the opportunity to design companies health maintenance organizations an innovative health care system Industry and government agencies and industry become ma government want to join forces with the major influences on the delivery and financing of health care field to resolve the problem of unprecise medical care the once exclusive doctor patient centered rising health care costs If physicians are relationship is being modified by contractual to function at an executive level they will need agreements with third party payers Physicians to expand their professional competency to in are no longer the sole authority in their field

National Library of Medicine Current Catalog National Library of Medicine (U.S.),

The Promise of Social Marketing Chahid Fourali, 2016-07-15 Social marketing is an exciting new field of study that promises much to help alleviate many dilemmas of the human condition It may be associated with any social project undertaken where human interests short and long term override commercial ones The Promise of Social Marketing examines the potential of this new field to help address effectively local and global issues that most nations are grappling with It clarifies the history philosophies disciplines and techniques associated with best practice

and highlights the need to engage with this field to help develop it further so as to benefit humanity as a whole There is an ongoing debate about the nature of marketing and whether it is able to fulfill or adapt to both commercial and social objectives The unifying view is that marketing is a tool that can be used for individual organizational or social benefits and the aim of this book is to introduce the reader to an approach that is developing into a promising and rich new science currently known as Social Marketing It is a tool that brings hope to improving the world for good The book guides the reader step by step demonstrating how this promising area can be applied to aims as diverse as HIV AIDS prevention responsible global citizenship conflict resolution or the promotion of a worthwhile education It will be of interest to not only those who study marketing management business ethics education and public policy but anybody who s interest is in improving the human condition

Handbook of Research on Social Marketing and Its Influence on Animal Origin Food Product Consumption Bogueva, Diana,Marinova, Dora,Raphaely, Talia,2018-03-02 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

Human Services and the Media Edward Allan Brawley,1995 This practical guide demonstrates how to work with newspapers magazines radio and television to promote social programs and to shape public policy It includes numerous examples of how cooperative efforts with the media have improved the public s understanding of the helping profession educated the community about social problems and spread preventive messages An informed and supportive public at large is critical to the success of programs promoting health and mental health and the mass media are the most powerful means of reaching the public Yet few human services professionals know how to tap into this power

Communicating about Risks to Environment and Health in Europe Philip C.R. Gray,Richard M. Stern,Marco Biocca,2013-04-18 Public experience with risk communication differs greatly from country to country in Europe and there has been little opportunity for the transfer of experience and learning between countries This is especially true for the many new European States including the countries in transition from centralised to market economies This book presents case studies on risk communication One of its unifying concepts is the role of risk communication in the risk management process Technical and philosophical introductions to risk communication and risk management and research in risk communication are given The case studies themselves occupy the central portion of the book each one covering a particular hazard risk or situation seen from a particular point of view The issue of the special circumstances for environmental and

health risk communication in central and eastern Europe is also addressed through a separate presentation and discussion of an appropriate case study A different approach to risk communication is taken by examining how it forms part of the risk management process at the local level Research into risk perception a field that forms an important foundation for many aspects of risk communication is summarised and practical guidelines for risk communication are reviewed These include discussions on how to carry out public information programmes and methods for increasing public involvement in risk management decisions

Protecting Infants through Human Milk Larry K. Pickering, Ardythe L. Morrow, Guillermo M. Ruiz-Palacios, Richard J. Schanler, 2013-06-29 Protecting Infants through Human Milk Advancing the Scientific Evidence provides a forum in which basic scientists clinicians epidemiologists and policy makers exchange the latest findings regarding the effects of human milk and breastfeeding on infant and maternal health thereby fostering new and promising collaborations This volume also integrates data from animal and in vitro laboratory studies with clinical and population studies to examine human milk production and composition the mechanisms of infant protection and or risk from human milk feeding and proposed interventions related to infant feeding practices Additionally it stimulates critical evaluation of and advances in the scientific evidence base and research methods and identifies the research priorities in various areas

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