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Products often begin their lives as something extraordinary and as they grow they continue to evolve The most successful products in the marketplace are those that know their strengths and have branded and marketed those strengths to form a passionate emotional connection with loyal users and relationships with new users every step of the way In

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Sherry, 1995-05-02 Scholarly and extensively footnoted the book is meant to be used as a sourcebook for anthropological research The book's primary audience should be marketing and anthropology researchers and graduate students faculty and researchers P G Kishel in Choice As a business person responsible for the development of advertising strategies and advertising campaigns I was impressed with the contributors willingness and desire to apply anthropological principles to real world problems John Sherry Jr's comment sums it up nicely Anthropology is a practical discipline anchoring the blue sky thinking it encourages firmly to the local ground it inhabits We need to encourage blue sky thinking so we don't repeatedly get the same answers to our inquiries Anthropologists can help us with these issues This book gives me enormous hope that

applied anthropology will help restore the tremendous value that can be gained through qualitative research techniques Today in marketing and advertising focus groups are grossly overused misused and underanalyzed I was encouraged and excited about the authors discussions of good ethnographies and focus groups that for example instead of simply asking respondents whether or not EMF causes cancer a far more creative and insightful exercise was performed with consumers and then was intensely analyzed by anthropologists All too often today qualitative research is carelessly and quickly administered and the analysis consists of a 30 minute debriefing at the end of the last focus group In the last few years the need for cross cultural consumer understanding has grown rapidly This phenomenon makes it imperative that not only must we fully understand the meanings of brands and products to our domestic consumers but we must know which meanings are transportable to consumers in other cultures John Sherry Jr s book suggests that anthropologists could and should have a major role in cross cultural consumer understanding Patricia A Cafferata President and Chief Executive Officer Young anthropologists as consumer researchers have been a powerful underground force for the past 15 years of innovative marketing Major companies as well as government and private institutions have looked to anthropologists to help when other research has failed John Sherry Jr has collected outstanding anthropological practitioners in this volume and they have written cutting edge chapters on product symbolism consumer culture advertising efficacy and international marketing The power of this collection lies in the fresh insights to each of these themes and the ability to reframe old problems to perceive what it means to live the life of a consumer as we approach the next century Steve Barnett Managing Director Global Business Network Containing original articles and empirical substance Contemporary Marketing and Consumer Behavior responds to a growing demand for scholarship more tuned to the empirical and practical realities of consumer culture Written by leading anthropologists who specialize in marketing and consumer research it is intended as a sourcebook for readers interested in consumption and its managerial consequences The topics and their treatments run a gamut of concerns including elements of the marketing mix such as goods and services advertising and promotion relationship management managerial intervention and development class and gender linked consumer behaviors and the production of consumption Anthropological perspectives and methods employed by the authors range from materialistic to semiotic and both qualitative and quantitative methods are employed Contributors range across time space and topics in pursuit of understanding The result is a multifaceted perspective of marketing and consumer behavior Also the remarks of eminent senior Fellows of the Association for Consumer Research who have drawn upon anthropology to make their own seminal contributions to a number of disciplines punctuate this exceptional volume A remarkable and extraordinary text Contemporary Marketing and Consumer Behavior is ideal for scholars students and professionals in marketing cultural studies gender studies psychology sociology anthropology and communication

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