

Libro De Comportamiento Del Consumidor Schiffman

Frank Ángel Lemoine Quintero, Eduardo Antonio Caicedo Coello, Norma Rafaela Hernández Rodríguez, María Gabriela Montesdeoca Calderón, Jennifer Esther Saltos Saltos

Comportamiento del consumidor Leon G. Schiffman, Leslie Lazar Kanuk, 2005 CONTENIDO: Introducción: el impacto de la revolución digital en el comportamiento del consumidor - Investigación del consumidor - Segmentación del mercado - Motivación del consumidor - Personalidad y comportamiento del consumidor - Percepción del consumidor - Aprendizaje del consumidor - Formación y cambio de actitudes en el consumidor - Comunicación y comportamiento del consumidor - Grupos de referencia e influencia familiares - Clase social y comportamiento del consumidor - La influencia de la cultura en el comportamiento del consumidor - Subculturas y comportamiento del consumidor - Comportamiento transcultural del consumidor una perspectiva internacional - Influencia del consumidor y difusión de las innovaciones - Más allá de la toma de decisiones del consumidor.

Marketing Philip Kotler, Gary Armstrong, 2001

Casos de comportamiento del consumidor Salvador Ruiz de Maya, Ildefonso Grande Esteban, 2013-10-04

La Segunda Miopía Del Marketing Y Las Técnicas De Afloramiento De Significados José Antonio París, 2020-04-01 LIBRO DE TELEMARKETING Y EL SIGNIFICADO DE LAS BASES FILOSÓFICAS Y SEMIÓTICAS DE LOS PRODUCTOS, ASÍ COMO PSICOLÓGICAS LIBRO DE TELEMARKETING Y EL SIGNIFICADO DE LAS BASES FILOSÓFICAS Y SEMIÓTICAS DE LOS PRODUCTOS, ASÍ COMO PSICOLÓGICAS

Comportamiento del consumidor Leon G. Schiffman, Leslie Lazar Kanuk, Alejandro Rodas Carpizo, 1997 Resumen de contenido: Introducción. El consumidor como individuo. Los consumidores y sus entornos sociales y culturales. El proceso de toma de decisiones del consumidor. El comportamiento del consumidor y la sociedad. Apéndices. Glosario.

Comportamiento del consumidor (8a. ed.). Leon G. Schiffman, 2010

Diseño esencial José Antonio Paris, 2021-05-06 DISEÑO ESENCIAL no es un texto de diseño, sino un libro de marketing para el diseño. Surge como una continuidad natural del paradigma del marketing esencial, a la hora en que esta disciplina deba abordar la problemática del desarrollo mercadológico de nuevos productos y servicios. Y según nuestro punto de vista debería dar origen a una corriente del diseño también eminentemente esencial, de la cual en este trabajo presentamos las

bases teóricas y metodológicas. Hasta ahora el marketing tradicional ha provisto al área de diseño una metodología para el desarrollo de nuevos productos y servicios, que, si bien es sencilla y si se quiere práctica, también es obsoleta, y, además es copartícipe del 85% de los fracasos que se dan normalmente en esta importante y vital actividad empresarial vinculada con la nueva generación de riqueza. Pues bien, ante esta situación presentamos en este libro una metodología alternativa que deriva de la aplicación de nuestro paradigma de marketing esencial, la que se basa en la aplicación de los motivadores esenciales en la compra de productos y servicios, los que se encuentran en dos sitios: la mente del consumidor (percepciones y significados), y en la mente del mercado (códigos y arquetipos). Para optimizar esta metodología esencial nuestro marketing también detecta las pistas y señales de mercado, con el fin de no solo trabajar sobre las bases esenciales, sino también sobre las faltas o insatisfacciones actuales del mercado y del consumidor, y de esta manera minimizar las posibilidades de un eventual fracaso, y por el otro lado, propiciar un éxito memorable en los nuevos lanzamientos de productos y servicios. El libro incluye además de nuestro modelo de gestión de nuevos productos y servicios, un marco teórico desde su visión axiológica. Se trabaja también para presentar una solución para el viejo dilema acerca del cuestionamiento de si el producto o servicio requiere de adaptación o estandarización a la hora de internacionalizarlo. Para finalizar el libro ofrece al lector un análisis detallado de las principales tendencias mercadológicas del siglo XXI en cuanto al desarrollo de nuevos productos y servicios. LIBRERÍA TÉCNICA CP67 I Editorial Nobuko 50 años de trayectoria Somos los editores del libro - Stock permanente Local a la calle, zona microcentro y Ciudad Universitaria Horario de Atención de 10 a 18.30hs Envíos a todo el país, Mercado Envíos, Correo, moto Medios de pago: Mercado Pago, Tarjetas de crédito, Transferencias, Efectivo

Libros en venta en Hispanoamérica y España ,1993

Cómo Hacer Publicidad Romeo Antonio Figueroa Bermúdez,1999 Recoge: El proceso de la publicidad; Semiótica del mensaje; El periódico; La radio; La televisión; Marketing creativo; Publicidad creativa.

Casos de marketing Laura Fischer de la Vega,Jorge Espejo Callado,2002

Mercadotecnia digital y publicidad on line Cesar Amador Díaz Pelayo,Edgardo Flavio López Martínez,Roberto González Monroy,Claudia Leticia Preciado Ortiz,2014-01-13 La aparición de las nuevas tecnologías en las comunicaciones ha revolucionado la forma de hacer y entender la mercadotecnia en las organizaciones. Mercadotecnia digital y publicidad on line es producto de una revisión analítica que describe el origen y la evolución de la mercadotecnia. A través de sus capítulos explica los elementos claves y las funciones de esta disciplina; elabora un comparativo entre lo tradicional y lo digital, y expone los conceptos básicos de la creatividad digital y ejemplos de cómo utilizar esta estrategia.

Marketing estratégico José Antonio París,2017-07-15 En la actualidad sobran los enfoques del marketing, pero todos ellos son visiones parciales del problema, pues ninguno atiende todas las aristas y perspectivas que requiere el marketing

para ser visualizado integralmente. Esta obra presenta el marketing estratégico delineado por el paradigma esencial, el que surge de la integración de los saberes de las siguientes ciencias y disciplinas: axiología, antropología, semiología, psicología, sociología, economía, comunicación y la neurociencia aplicada al marketing. Lo que nos ha permitido obtener un paradigma ecléctico, heurístico y holístico. El cual atiende el problema desde sus dos sitios basales: la mente del consumidor y la mente del mercado. A partir de allí se desarrolla toda la metodología del nivel estratégico (comparando el análisis FODA con el análisis ARCO), y finalmente, presentamos la estrategia de marketing esencial como un resultado natural, ya que al momento de interpretarla, el mercadólogo que haya partido desde las mismas bases esenciales, tendrá todo lo necesario para identificar el mejor rumbo a seguir, y así lograr el ansiado éxito de la organización.

Marketing para emprendedores Scharch Kirberg Alejandro,Schnarch González David,2013-01-01

Perspectivas innovadoras: investigaciones para impulsar los progresos sociales y empresariales Ramón Ventura Roque Hernández,Rolando Salazar Hernández,Adán López Mendoza,2025-06-19 En la sociedad contemporánea, el dinamismo y la complejidad de los desafíos económicos, tecnológicos y sociales demandan un enfoque multidisciplinario para comprender y abordar de manera efectiva los problemas que enfrentamos. Esta obra surge como una valiosa contribución a estos objetivos, al presentar una serie de investigaciones originales que exploran temas cruciales en los campos de la economía, sociedad y tecnología. Al entrelazar estas temáticas, este libro muestra cómo cada área se vincula intrínsecamente con la otra, y cómo su estudio es esencial para el progreso y bienestar en nuestra era. De esta manera, esta obra ofrece una visión holística y multidisciplinaria de los desafíos y oportunidades que enfrenta la sociedad contemporánea. A través de investigaciones visionarias, se demuestra la interconexión entre economía, sociedad y tecnología, y cómo cada área es esencial para impulsar el progreso social y empresarial. Al enfocarnos en estos temas y su interrelación, podemos sentar las bases para un futuro más prometedor y sostenible, donde la innovación y el conocimiento se unen para transformar positivamente nuestra realidad.

Libros de México ,1991

From Micro to Macro: Dealing with Uncertainties in the Global Marketplace Felipe Pantoja,Shuang Wu,2022-04-04 The focus of the volume is on dealing with uncertainties and challenges within the global marketplace brought by digital technology companies that are leveraging artificial intelligence, machine learning, cloud computing, robotic automation, augmented reality, and other recent advancements. Additionally, these companies operate in the sharing economy and offer collaborative consumption opportunities. Featuring contributions presented at the 2020 Academy of Marketing Science (AMS) Virtual Annual Conference, the enclosed contributions assess the impact of these radical and disruptive innovations on long-standing incumbents and traditional industries, as well as consumer experiences. 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, complementing 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

Gestión del comportamiento del consumidor turístico Frank Ángel Lemoine Quintero, Eduardo Antonio Caicedo Coello, Norma Rafaela Hernández Rodríguez, María Gabriela Montesdeoca Calderón, Jennifer Esther Saltos Saltos, 2020-11-16

MARKETING DEL VINO Alfredo Ruiz Santolaya, 2023-03-23 Tienes en tus manos un libro cuya esencia es la neurocomunicación, como si fuera el kilómetro cero del marketing, allí donde se crea el valor de todos esos maravillosos vinos que tenemos en la cabeza. Hablaremos a través de sus páginas de los experimentos de Frederic Brochet, con sus vinos baratos que parecían caros; de la excelente propuesta sobre neuromarketing de Roberto M. Álvarez del Blanco; desmontaremos la falsedad del dicho popular «sobre gustos no hay nada escrito»... ¡Ah!, y evocaremos el famoso vino de los ángeles. Además, disfrutaremos de un recorrido por más de 70 casos de bodegas, a través del corazón de grandes marcas y pequeñas propuestas diferenciales. Todo ello sumado a numerosas entrevistas y reflexiones de diversos profesionales del sector. Y ante la pregunta de «¿cómo crear valor?», aplicaremos lo que los grandes gurús de la estrategia —Kotler, Porter, Ries, Trout, Aaker— nos han recomendado. Nos pasearemos por la place de Bordeaux, vendiendo vinos de mil euros. Viajaremos a Taiwán, Italia, Hungría, Canadá, Georgia... Escucharemos a George Armitage cuando reduce los estímulos de comunicación de 5 a 9, y nos preguntaremos «¿qué tengo que eliminar?». Y para los profesionales del marketing, descubriremos cómo la espiral de Fibonacci genera excelentes piezas de comunicación, buenas etiquetas y mejores fotos. Para terminar, hablaremos del concepto «medida del rendimiento» en el apartado comercial. Y todo esto, además, lo haremos digital, porque la digitalización ha llegado para quedarse. En resumen, un libro para disfrutar, anotar y aplicar. Y, ante todo, ¡que vivan los buenos vinos! Índice Prólogo.- Introducción.- Estrategia, posicionamiento y valor.- ¿Cómo conocer nuestro mercado actual y su futuro?: mercados y perfiles de consumo.- ¿Cómo conocer nuestro mercado actual y su futuro?: nuevos consumidores, nuevos mercados, nuevos vinos.- El portfolio en vinos tranquilos.- Precios. Valor y percepción.- Neurocomunicación en el mundo del vino.- Claves de marca y branding en vinos de calidad.- Marketing digital en el sector del vino.- Enoturismo y experiencia de cliente.- Bibliografía.

Ciudadanía del consumo: hacia un consumo más responsable Carlos Ballesteros, 2010 Este número de Documentación Social hace una aportación a la reflexión existente sobre el consumo responsable donde se mezcla la visión académica con las experiencias prácticas; la denuncia con la propuesta; el activismo con la construcción de elementos teóricos y para la

reflexión. Para ello se hace un recorrido teórico sobre las diferentes explicaciones que se han dado a cómo y porqué consumimos; se elabora un análisis de las bases morales, políticas y espirituales de un consumo comprometido; se presentan los principales postulados de partida del modelo actual de consumo; se hace un repaso al actual modelo agrícola y alimentario y su apuesta por un sistema de distribución injusto y nada respetuoso con el medio (ambiente y social); continuando con un análisis combinado del IDH y el concepto de huella ecológica, abordando la necesidad de crear y desarrollar un Índice de Sostenibilidad Humana; para finalizar se presenta un extenso repaso al comercio justo y a los debates abiertos en nuestro país para concluir con una serie de aportaciones muy prácticas sobre cómo llevar a la vida cotidiana los planteamientos de un consumo responsable.

Infotal Escuela de Administración de Negocios para Graduados. Centro de Documentación, 1993

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