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Consumer Behavior By Michael Solomon

Michael R. Solomon, PhD, is Professor of Marketing in the Haub School of Business at Saint Joseph's University in Philadelphia. Before joining the Saint Joseph's faculty in the fall of 2006, he was the Human Sciences Professor of Consumer Behavior at Auburn University.

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Consumer Behavior: Buying, Having, and Being (12th Edition ...

Why Do We Buy? The field of consumer behavior covers a lot of ground: It is the study of the processes involved when individuals or groups select, purchase, use, or dispose of products, services, ideas, or experiences to satisfy needs and desires. Consumers take many forms, ranging from an 8-year-old child who begs her mother for a Frozen Elsa

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consider the impact of many other products ...

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marketing and advertising, Michael's presentations reveal cutting-edge trends in advertising and marketing, branding, consumer behavior, and social media. He creates a visual excursion into the minds of consumers and what influences them to buy.

Why Do They Buy? - Consumer Behavior Expert Michael Solomon

Marketers traditionally look at the consumer decision making process in terms of five steps that start with a problem-solving task and end with a decision. This perspective actually dates back to 1910, when John Dewey proposed a sequential approach to decision making in general. These steps were integrated into the seminal Howard-Sheth model of buyer behavior in 1969, and this model has been ...

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Marketers, Tear Down These Walls!
Liberating the Postmodern Consumer by Michael Solomon is a compelling book on marketing, and it is a revolutionary book that explores the psychology of the consumer in today's changing times.

Books - Michael Solomon - Consumer Behavior & Marketing Expert

consumer behavior. Solomon goes beyond the discussion of why people buy things and explores how products, services, and consumption activities contribute to shape people's social experiences. This program will provide a better teaching and learning experience—for you and your students.

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The book touches on the latest developments in qualitative techniques, including coverage of both focus groups and social media, while also focusing on liking, a fundamental principle of consumer science, consumer segmentation, and the influence of extrinsic product characteristics, such as packaging and presentation on consumer liking.

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Michael frequently publishes articles in academic journals and trade magazines on topics related to consumer behavior, social media, marketing strategy, customer insights, retailing and advertising. Enjoy a sample of his articles and videos below.

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