Prus, Robert

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Making Sales Robert C. Prus,1989 JMR, Journal of Marketing Research ,1990 Consumer Behaviour Michael R. Solomon, Gary J. Bamossy, Gary Bamossy, Søren Askegaard,1999 Intended for European students this work presents the issues illustrative examples data and research concerning European consumer markets and behaviour while retaining material from the US and covering the other major global markets The text utilizes a five part wheel structure which moves from the micro to the macro level It expands in focus and coverage from individual consumers and their internal dynamics through group and household consumption decisions to larger social structures sub cultures and finally mass cultures consumption activities

Redefining Comparative Politics Lawrence C. Mayer,1989-10 Over the past three decades comparative politics has undergone significant change It has been transformed from geographically defined studies to comparative analysis and the construction of explanatory theory This book evaluates the current state of and trends within comparative politics. The author reviews the literature in the field and the major topics of research He argues that the transformation of the discipline the revolution in comparative politics fell well short of its expectations. Pursuing Customers Robert C. Prus,1989-03 The accounts of owners sales administrators marketing personnel and sales representatives are used to describe the basics of modern business practices in Pursuing Customers. The author focuses on the processes by which a business prepares for its customers from set up and management to purchasing goods pricing advertising and display Each step in the process is brought alive with commentary by its participants from shoe salesperson to department store manager Business is described as an arena where participants construct a world of enticement competition strategy and negotiation.

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