
MARKETING RESEARCH: A MANAGEMENT INFORMATION APPROACH.

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Review

By: Darmon, René Y. *Journal of Marketing Research (JMR)*, Aug1978, Vol. 15 Issue 3, p497-498. 2p.

Subjects: MARKETING research; Marketing Research and Public Opinion Polling; BOOKS -- Reviews; NONFICTION; MARKETING Research: A Management Information Approach (Book); BELLENGER, Danny N.; GREENBERG, Barnett A.

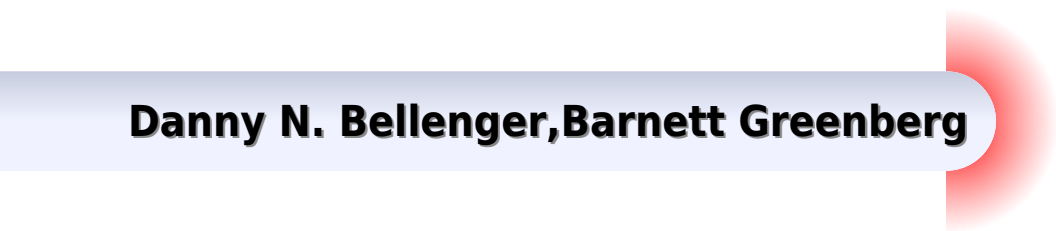
MARKETING RESEARCH: A MANAGEMENT INFORMATION APPROACH, Danny N. Belenger and Barnett A. Greenberg. Homewood, Illinois: Richard D. Irwin, Inc., 1978. 601 pp. \$16.95

The originality of this text lies in its management information approach to marketing research. The point of view is that of the user of marketing research, in contrast to the more "traditional" approach which, according to the authors, is addressed to the future researcher. Accordingly, more space is devoted to managerial decision making and less to the technical aspects of the marketing research process. Nevertheless, the range of material covered is not essentially different from that of most traditional texts on marketing research.

The management information system commitment is reflected in the organization of the book. The first three chapters pertain to the decision to conduct marketing research. Identifying managerial information needs and determining the value of information to management are treated. The marketing research process is described in the seven chapters of Part Two. Covered are such traditional research steps as identifying sources of marketing data, questionnaire design and sampling, qualitative and quantitative research,

Marketing Research A Management Information Approach

Danny N. Bellenger, Barnett Greenberg



Marketing Research A Management Information Approach:

Marketing Research Danny N. Bellenger, Barnett Greenberg, 1978 Managing Marketing Information (RLE Marketing) Nigel Piercy, Martin Evans, 2014-09-15 A good marketing information system is an essential ingredient of all successful marketing This book provides a comprehensive introduction to this key subject This book not only covers market research techniques but also shows how research techniques should fit into a broader market information system which is skilfully and intelligently designed to suit the particular corporate context **Marketing Research for the Global Construction Industry** Sui Pheng Low, 1993 The global construction industry is a fascinating subject for international contractors researchers and government agencies involved with the export marketing of construction services Despite the growing importance of the global construction market relatively little is known of its characteristics From a market research point of view a Marketing Information System within the context of the construction exports industry has been pioneered in this book to provide information for decision making in more than one country In the process of examining the construction industries in 180 countries and territories the North South divide in the global construction industry has been consequently identified Apart from the economic models which succinctly highlights movements in the global construction industry a methodology for market research purposes is also presented **The Essentials of Marketing Research** Lawrence S. Silver, Robert E. Stevens, 2013 Identifying and assessing the ways in which changes in the marketing mix affect consumer behavior is key to a successful marketing strategy This book guides the student in designing conducting and interpreting marketing research This comprehensive textbook covers the full range of topics including Secondary research and data mining Internet marketing research Qualitative and exploratory research Statistical analysis and Marketing research ethics With learning objectives at the beginning of each chapter a host of cases and a comprehensive companion website this book offers a range of tools to help students develop and test their research and analytical skills **Marketing Research Procedures** Lloyd Martin DeBoer, 1982 *Marketing Organisation (RLE Marketing)* Nigel Piercy, 2014-09-19 Aimed primarily at the MBA student or those preparing for professional qualifications in the marketing field this book analyses the process of decision making in marketing and the role of organisation It examines The study of the organisational location and positioning of the marketing function The analytical perspectives of information processing theories of organisation The relationship between structure and information Organisational processes *The Routledge Companion to Marketing Research* Len Tiu Wright, Luiz Moutinho, Merlin Stone, Richard P. Bagozzi, 2021-06-27 This single volume reference provides an alternative to traditional marketing research methods handbooks focusing entirely on the new and innovative methods and technologies that are transforming marketing research and practice Including original contributions and case studies from leading global specialists this handbook covers many pioneering methods such as Methods for the analysis of user and customer generated data including opinion mining and sentiment analysis Big data Neuroscientific techniques and

physiological measures Voice prints Human computer interaction Emerging approaches such as shadowing netnographies and ethnographies Transcending the old divisions between qualitative and quantitative research methods this book is an essential tool for market researchers in academia and practice *Marketing Research* Bruce Wrenn, Robert E. Stevens, David L. Loudon, 2007 This textbook takes students through each stage of designing and conducting marketing research and interpreting the resulting data Topics include for example sample size the interviewing relationship hypothesis testing and report formats The second edition features a new section on using Internet surveys The CD ROM is an SPSS 11.0 data disk containing a variety of practice cases *Marketing Health Behavior* L.W. Frederiksen, L.J. Solomon, K.A. Brehony, 2013-11-11 This is a book that grew out of frustration The frustration was rooted in our failed attempts to help people modify health related behavior From a behavioral medicine perspective it was readily apparent to us that there were many things people could do to improve their health Some of these were preventive behaviors whereas others were much more therapeutic or rehabilitative in nature Put another way there were specific well known behavioral strategies that people could use to maintain or regain their good health Yet despite our good intentions enthusiasm and considerable efforts something was wrong People dropped out of therapy or failed to follow behavioral prescriptions Workshops and clinics were half empty If people would attend workshops or follow therapeutic programs their health would benefit Yet in our experience and in the experience of most of our colleagues compliance to treatment programs was a major problem Faced with such a situation it is easy to blame the victim in this case the client It is common to hear therapists talk of poorly motivated clients complain that people are just not interested in improving their health or even speculate about people's self destructive tendencies Although this may be comforting to the therapist it does very little to solve the problem What was needed was an approach to improve adherence to therapeutic programs rather than comforting excuses for their failure It is in this context that we became exposed to the area of social marketing *Strategic Marketing Management (RLE Marketing)* Gordon Foxall, 2014-09-15 This book considers marketing management within the overall corporate system of business policy making strategic planning and the implementation and control of effective plans The information requirements of marketing management are highlighted and the marketing information system concept is developed within the framework of managerial information systems In the chapters which deal with the elements of the marketing mix the interrelated nature of these variables is emphasized The book illustrates how the successful marketing manager can master each weapon in the marketing armoury and how s/he can integrate those weapons to achieve the right mix for each product The accent on integrated marketing continues in the final section where differentiated marketing is presented as an integrative framework and where the systematic control of marketing operations is described This book is for students who will one day be managers its emphasis is therefore on what is possible in marketing management and the most effective means by which marketing objectives can be attained

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