

The Effect of Product Symbolism on Consumer Self-Concept

Citation: Wright, Newell D., C. B. Claiborne, and M. Joseph Sirgy (1992), "The Effect of Product Symbolism on Consumer Self-Concept," *Advances in Consumer Research*, eds. John Sherry and Brian Sternthal (1992), Provo, UT: Association for Consumer Research, 311-318.

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Personality And Product Symbolism

Jay D. Lindquist



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Personality and Product Symbolism Warren S. Martin, 1973

Fashion Branding and Consumer Behaviors

Tsan-Ming Choi, 2014-01-30 *Fashion Branding and Consumer Behaviors* presents eye opening theory literature review and original research on the mutual influence of branding strategies and consumer response Contributors use multiple methods to analyze consumers psychosocial needs and the extent that their fulfillment goes beyond the usefulness or value of the items they purchase as well as the fashion industry's means of communicating brand identity and enhancing brand loyalty Along the way these studies raise important questions about consumer behaviors consumer welfare environmental ethics and the future of consumer research Included in the coverage A symbolic interactionist perspective on fashion brand personality and advertisement response Optimizing fashion branding strategies in a fluctuating market An analysis of fashion brand extensions by artificial neural networks Domestic or foreign luxury brands A comparison of status and non status seeking teenagers The impact of consumers need for uniqueness on purchase perception How brand awareness relates to market outcome brand equity and the marketing mix A breakthrough volume on the complexities of how and why we buy *Fashion Branding and Consumer Behaviors* will captivate researchers and practitioners in the fields of consumer psychology marketing and economics

Cross-Cultural Brand Personality and Brand Desirability Corinna Colette Vellnagel, 2020-08-13

This research proposes and empirically tests the impact of brand personality dimensions on brand desirability in a cross cultural context Further the concept of brand self congruity is tested on its mediating role between brand personality dimensions and brand desirability The results reveal that certain brand personality dimensions can have a direct and or indirect impact on brand desirability Yet this effect mechanism has not only been found to be brand dependent but also culture dependent In this context the mediating role of brand self congruity was confirmed across all cultures and brands investigated Important implications are derived for research and brand management In different countries different brand personality dimensions lead to brand desirability Therefore brand managers should know their markets understand cultural differences and adjust their brand strategy accordingly in order to attain brand desirability

The Handbook of Narcissism and Narcissistic Personality Disorder W. Keith Campbell, Joshua D. Miller, 2011-08-09

The Handbook of Narcissism and Narcissistic Personality Disorder is the definitive resource for empirically sound information on narcissism for researchers students and clinicians at a time when this personality disorder has become a particularly relevant area of interest This unique work deepens understanding of how narcissistic behavior influences behavior and impedes progress in the worlds of work relationships and politics

Proceedings of the 1982 Academy of Marketing Science (AMS)

Annual Conference Vinay Kothari, Danny R. Arnold, Tamer Cavusgil, Jay D. Lindquist, Jay Nathan, Stan Reid, 2015-05-13 This volume includes the full proceedings from the 1982 Academy of Marketing Science AMS Annual Conference held in Las Vegas Nevada It provides a variety of quality research in the fields of marketing theory and practice in areas such as

consumer behaviour marketing management marketing education industrial marketing and international marketing among others 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 complimenting 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 Review of Marketing 1981

Ben M. Enis,Kenneth J. Roering,2012-03-15 **Handbook of Research on Trends in Product Design and Development: Technological and Organizational Perspectives** Silva, Arlindo,Simoes, Ricardo,2010-07-31 This book provides a detailed view on the current issues trends challenges and future perspectives on product design and development an area of growing interest and increasingly recognized importance for industrial competitiveness and economic growth Provided by publisher *Marketing* Michael John Baker,2001 **Strategic Brand Management** Richard H. Elliott,Larry Percy,Simon Pervan,2011-03-10 Strategic Brand Management Second Edition adopts an innovative socio cultural perspective that provides students with an understanding of the dynamics of the field and enables them to engage with the issues that lie within At the same time the text also integrates more traditional notions of the brand in terms of equity and positioning The wide experience of the author team from consulting with industry leaders to teaching demanding MBA and executive development courses has resulted in a text full of exciting ideas that are firmly grounded in managerial implications and applications Building on a solid theoretical foundation the authors also apply theory to examples throughout helping students to understand the practical applications of brand management By using a wealth of new and up to date illustrative examples and case material including coverage of high tech innovation they have created a text that is both cutting edge in terms of theory and also accessible to students **Proceedings of the 1984 Academy of Marketing Science (AMS) Annual Conference** Jay D. Lindquist,2015-05-18 This volume includes the full proceedings from the 1984 Academy of Marketing Science AMS Annual Conference held in Niagara Falls New York It provides a variety of quality research in the fields of marketing theory and practice in areas such as consumer behaviour marketing management marketing education and international marketing among others 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 complimenting 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

Consumer Behavior in the Internet Era Gong Sun, Lester Johnson, Jie Li, 2022-11-28 **Improving Marketing**

Strategies for Private Label Products Arslan, Yusuf, 2019-09-20 With changing economic and social environmental conditions and diversified consumer attitudes national and international competition has increased among retailers Private label brands have started to follow a dynamic structure in order to adapt themselves to developing environmental conditions Today private label products are often mentioned as a mechanism for reaching differentiation in the market and for helping retailers to strengthen consumer loyalty Improving Marketing Strategies for Private Label Products is a collection of innovative research that examines how some markets are successful and what other markets can do to increase their market share in terms of private label products It supports in the development of marketing strategies that can help make a private label product more successful While highlighting topics including e commerce national branding and consumer behavior this book is ideally designed for marketing professionals managers executives entrepreneurs business owners business practitioners researchers academicians and students **Catalog of Copyright Entries. Third Series** Library of Congress. Copyright Office, 1975

Consumer Behavior John C. Mowen, Michael Minor, 1998 Intended for an undergraduate audience this text covers the theory and practice of advertising and promotion *Consumer Behaviour* Isabelle Szmigin, Maria Piacentini, 2018 A new approach to teaching consumer behaviour incorporating the latest issues in behavioural psychological and sociological learning alongside new areas of research Practitioner commentaries including Renault and Thinkbox and extended case studies featuring Pinterest and Havaianas place this fascinating subject firmly in a real world context

Consumer Behavior and Marketing Strategy Dhanalakshmi Marar, 2025-02-20 Consumer Behavior and Marketing Strategy addresses the steep rise in market competition and how marketing strategies adapt to capture impacts and provide solutions This comprehensive guide delves into the interdisciplinary field of consumer psychology and its interaction with products It explores how these strategies contribute to business growth convert occasional customers into repeat consumers and navigate consumer behavior challenges The book provides insights into complex consumer behavior from basic to advanced levels addressing issues from both marketer and consumer perspectives Each thoroughly researched chapter follows a logical flow ensuring continuity for readers Concepts are illustrated with examples and end of chapter questions offer practice aimed at undergraduates Written in simple lucid language the book accelerates beginner learning The glossary at the end helps readers understand frequently used marketing terms Consumer Behavior and Marketing Strategy is an invaluable guide for understanding the interaction of consumer behavior and marketing strategies offering practical solutions and comprehensive insights *The Psychology of Consumer Profiling in a Digital Age* Barrie Gunter, 2016-05-05 Understanding how consumers choose between different products and services is a crucial part of professional marketing

Targeting brands at the consumers most likely to be interested in them is another critical aspect of business success. Marketers need to know what consumers think about brands why they like them and what purposes they serve. This means delving into the psychology of the consumer to find ways of differentiating between consumers and matching brands to consumer niches at the level of consumers relationships with brands. Using psychology to segment consumers has been regarded as a valuable adjunct to standard geo demographic definitions of market segments. The Psychology and Consumer Profiling in a Digital Age examines how this field of psychographics has evolved the different approaches to psychological segmentation of consumers the different ways in which it has been applied in consumer marketing settings and whether psychographics works. It draws upon research from around the world and incorporates its analysis of the use of psychographics with an examination of major shifts in marketing in a digital and global era.

Packaging Design Marianne R. Klimchuk, Sandra A. Krasovec, 2013-02-01 The fully updated single source guide to creating successful packaging designs for consumer products. Now in full color throughout. *Packaging Design* Second Edition has been fully updated to secure its place as the most comprehensive resource of professional information for creating packaging designs that serve as the marketing vehicles for consumer products. Packed with practical guidance step by step descriptions of the creative process and all important insights into the varying perspectives of the stakeholders the design phases and the production process this book illuminates the business of packaging design like no other. Whether you're a designer brand manager or packaging manufacturer the highly visual coverage in *Packaging Design* will be useful to you as well as everyone else involved in the process of marketing consumer products. To address the most current packaging design objectives this new edition offers Fully updated coverage 35 percent new or updated of the entire packaging design process including the business of packaging design terminology design principles the creative process and pre production and production issues. A new chapter that puts packaging design in the context of brand and business strategies. A new chapter on social responsibility and sustainability. All new case studies and examples that illustrate every phase of the packaging design process. A history of packaging design covered in brief to provide a context and framework for today's business. Useful appendices on portfolio preparation for the student and the professional along with general legal and regulatory issues and professional practice guidelines.

Computational Social Science Wei Luo, Maria Ciurea, Santosh Kumar, 2021-02-18 Selected papers from the International Conference on New Computational Social Science focusing on the following five aspects: Big data acquisition and analysis. Integration of qualitative research and quantitative research. Sociological Internet experiment research. Application of ABM simulation method in Sociology Research. Research and development of new social computing tools. With the rapid development of information technology especially sweeping progress in the Internet of things cloud computing social networks social media and big data social computing as a data intensive science is an emerging field that leverages the capacity to collect and analyze data with an unprecedented breadth depth and scale. It represents a new computing paradigm.

and an interdisciplinary field of research and application A broad comprehension of major topics involved in social computing is important for both scholars and practitioners This proceedings presents and discusses key concepts and analyzes the state of the art of the field The conference not only gave insights on social computing but also affords conduit for future research in the field Social computing has two distinct trends One is on the social science issues such as computational social science computational sociology social network analysis etc The other is on the use of computational techniques Finally some new challenges ahead are summarized including interdisciplinary cooperation and training big data sharing for scientific data mashups and privacy protect

The Science and Art of Branding Giep Franzen, Sandra E. Moriarty, 2015-02-12 This innovative work provides a state of the art overview of current thinking about the development of brand strategy Unlike other books on branding it approaches successful brand strategy from both the producer and consumer perspectives The Science and Art of Branding makes clear distinctions among the producer's intentions external brand realities and consumer's brand perceptions and explains how to fit them all together to build successful brands Co author Sandra Moriarty is also the author of the leading Principles of Advertising textbook and she and Giep Franzen have filled this volume with practical learning tools for scholars and students of marketing and marketing communications as well as actual brand managers The book explains theoretical concepts and illustrates them with real life examples that include case studies and findings from large scale market research Every chapter opens with a mini case history and boxed inserts featuring quotes from experts appear throughout the book The Science and Art of Branding also goes much more deeply than other works into the core concept of brand equity employing new measurement systems only developed over the last few years

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