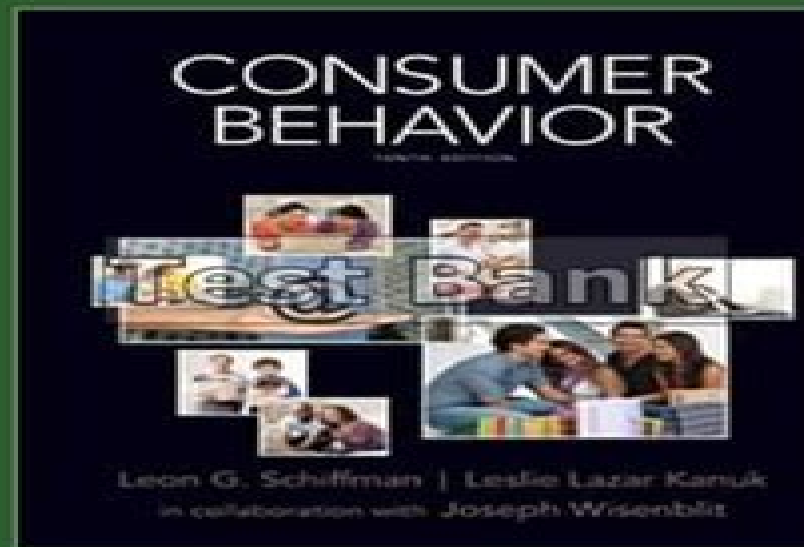


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Consumer Behaviour focuses not only on what consumers buy but also why they buy when they buy where they buy and how they evaluate their purchase and how they ultimately dispose of it The second edition has been thoroughly adapted and revised to reflect European conditions and to focus attention on critical concepts in consumer behaviour In doing so the authors illuminate the ways in which marketers apply the principles of consumer behaviour to the development and implementation of marketing strategies The new Innovation In Action feature will give practical examples to help you student link Consumer Behaviour with how it is practised in the workplace *Consumer Behavior (12th Edition) | By Pearson* Leon G. Schiffman, Joe Wisenblit, S. Ramesh Kumar, Consumer behaviour 12th edition explores how the examination and application of consumer behaviour is central to the planning development and implementation of successful marketing strategies Additionally the present edition has been molded keeping in mind that the Indian marketing context has several unique aspects that are different from a developed market The diversity and nuances of such a context have been captured in the backdrop of conceptual frameworks With an emphasis on developing a variety of useful skills This text prepares students for careers in brand management advertising and consumer research The 12th edition has been significantly updated to

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