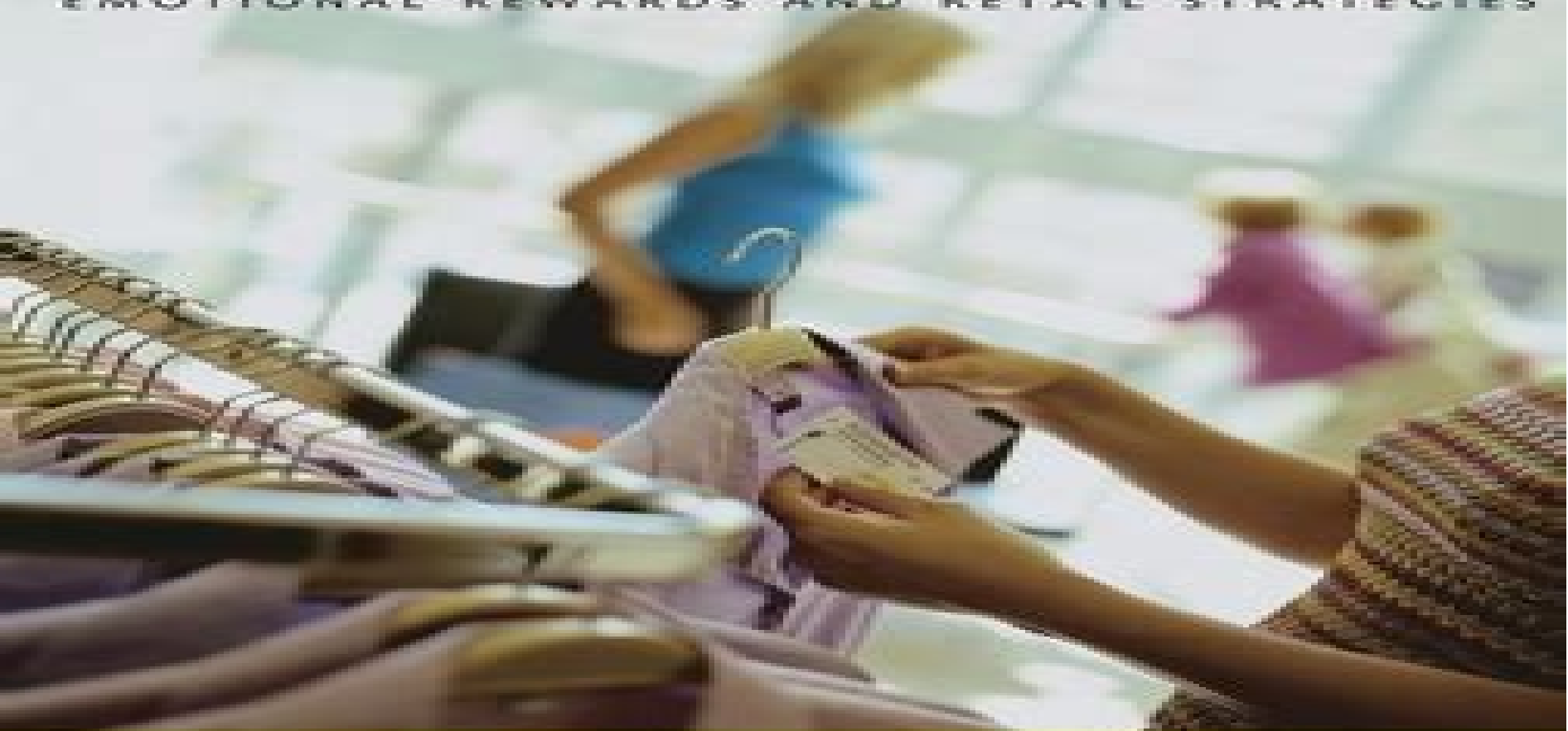


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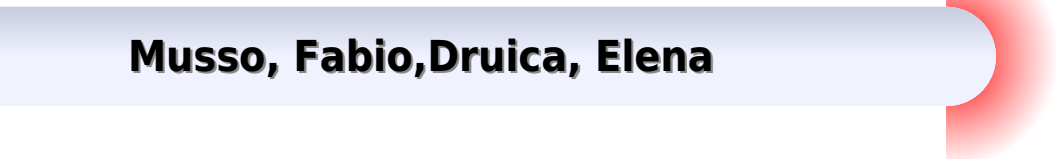
EMOTIONAL REWARDS AND RETAIL STRATEGIES



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Why We Shop Emotional Rewards And Retail Strategies

Musso, Fabio, Druica, Elena



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Why We Shop Jim Pooler, 2003-11-30 Shopping is one of the most challenging and rewarding human activities Pooler offers a captivating exploration of the emotional and psychological dimensions of shopping What drives shoppers in various situations Why do we shop the way we do Why do people go to malls boutiques and Web sites with their credit cards in hand despite not knowing what it is they're looking for This book answers such questions taking an incisive look at how shopping and shoppers have changed in recent years For those in retailing and marketing this guide to the fickle consumer's mindset offers concrete and practical advice on modern shopping behavior along with important insights into the shopping psyche Comprehending why people shop as they do is a daunting challenge for today's retailer For example why do people shop for bargain groceries yet purchase the latest luxury model SUV Why do people feel justified in splurging for Christmas birthdays or anniversaries but suffer guilt from over spending at other times of the year Is clothes shopping all about price and practicality or is it more about emotional reward and psychological needs Is the excitement in the quest or the acquisition Why is there such a thing as a morning after urge to return among certain shoppers while others refuse to return an item even if it's flawed or doesn't fit Pooler probes to the heart of today's complex shopper providing valuable insights for retailers advertisers marketers and consumers

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Setting Up Shop John Stanley, 2012-01-30 Retailing is one of the most exciting professions you can enter In Australia this dynamic and growing industry is worth over 18 billion a year Many new enterprises fail because they do not do their homework when they start their business Setting Up Shop is a toolkit for anyone starting or buying a retail business in Australia and aims to provide a simple step by step approach to setting up a retail business It covers everything from buying an existing business versus starting a business writing a business plan location and buying versus leasing to finance pricing merchandising recruiting marketing and succession planning *Handbook of Research on Retailer-Consumer Relationship Development* Musso, Fabio, Druica, Elena, 2014-05-31 Though based on an economic transition retailer consumer relationship

is also influenced by non economic factors and is a context of social interaction With the emergence of modern merchandising techniques and a rise in large retail companies consumers have become increasingly vigilant of practice within the retail industry Handbook of Research on Retailer Consumer Relationship Development offers a complete and updated overview of various perspectives relating to customer relationship management within the retail industry and stimulates the search for greater integration of these views in further research Offering different angles to analyze the exchange between the retailer and the consumer this handbook is a valuable tool for professionals and scholars seeking to upgrade their knowledge as well as for upper level students

Point of Sale Daniel Herbert,Derek Johnson,2019-12-13

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Emotionomics Dan Hill, 2010-10-03 I believe that emotion is where it s at Tom Peters For far too long emotions have been ignored in favour of rationality and efficiency but breakthroughs in brain science have revealed that people are primarily emotional decision makers Many companies have not yet accepted that fact much less acted on it In this fully revised edition Emotionomics will help you to understand emotions in terms of business opportunities both in the marketplace and in the workplace In today s highly competitive marketplace where many products look alike it is the emotional benefit that can make the difference At the same time companies with engaged productive work forces will undoubtedly achieve competitive advantage Dan Hill s book draws on insights gathered through facial coding the single best viable means of measuring and managing the emotional response of customers and employees to help you to leverage emotions for business success in terms of branding product design advertising sales customer satisfaction leadership and employee management Emotions matter and Emotionomics will help you to step closer to customers and employees but step ahead of your competitors

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