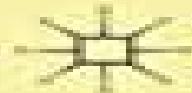


Objects of Desire

Consumer Behaviour in
Shopping Centre Choices

Charles Dennis with
Andrew Newman and David Marsland



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American Marketing Association

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Objects of Desire C. Dennis,2004-11-23 What determines where people shop Why would shoppers visit one shopping centre rather than another Developers backers planners and Government will wish to estimate the viability of proposed new centres Developers wish to plan build and or improve shopping centres to maximize profitable retail sales and shopper satisfaction This book explores a range of perspectives from the traditional to the latest thinking These approaches are drawn together with a summary of the hypotheses for which the author has found support *Shopping Centre Marketing* Piotr Krowicki,Grzegorz Maciejewski,2024-02-26 There are almost 10 000 shopping centres in Europe and in the United States there are over 100 000 many of which have entered the end of life phase due to growing e retail Therefore the issue of how customers perceive the value of these facilities and customer engagement in the relationship with the shopping centre is becoming increasingly important In this book the authors evaluate the relationship between the perceived value of a shopping centre and customer engagement by identifying consumer motives purchase behaviour and responsiveness to marketing strategies It offers an analysis of the conceptualisation and history of shopping centres and utilises both theoretical and empirical research presenting results from extensive studies and building a framework for value creation in retail spaces The book will find a wide audience among scholars interested in marketing and retail management The practical implications discussed will also provide further research opportunities and insights for astute practitioners

Understanding Aesthetics for the Merchandising and Design Professional Ann Marie Fiore,2010-04-08 Bridging the gap between the study of aesthetics and its application in the merchandising and design environments the 2nd Edition of Understanding Aesthetics presents a research based focus on the concepts of aesthetics and their effect on product value and consumer behavior The multisensory approach to studying the elements and principles of design helps students master the underlying factors of successful design and learn how products and their promotional surroundings can establish brand identity and create a pleasing environment for the consumer *Handbook of Research on Innovations in Technology and*

Marketing for the Connected Consumer Dadwal, Sumesh Singh,2019-11-15 Connected customers using a wide range of devices such as smart phones tablets and laptops have ushered in a new era of consumerism Now more than ever this change has prodded marketing departments to work with their various IT departments and technologists to expand consumers access to content In order to remain competitive marketers must integrate marketing campaigns across these different devices and become proficient in using technology The Handbook of Research on Innovations in Technology and Marketing for the Connected Consumer is a pivotal reference source that develops new insights into applications of technology in marketing and explores effective ways to reach consumers through a wide range of devices While highlighting topics such as cognitive computing artificial intelligence and virtual reality this publication explores practices of technology empowered digital marketing as well as the methods of applying practices to less developed countries This book is ideally designed for

marketers managers advertisers branding teams application developers IT specialists academicians researchers and students

Marketing the E-Business Lisa Harris,Charles Dennis,2007-12-20 E marketing is rapidly growing in significance and is having a direct impact upon traditional marketing strategy and operations It requires planning and innovation to make it work implying organisational commitment and effective management supported by appropriate technology process and structure Fully updated to reflect the latest developments in e marketing Marketing the eBusiness Second Edition unpicks the challenges of e marketing for many types of business It uses topical case studies and accompanying web material to provide an up to date study of effective marketing strategies This updated edition features coverage of such emerging topics as Mobile marketing Social networking and blogging E segmentation Customer relationship marketing online Providing a new approach to the subject matter this book analyses the benefits of e marketing as a tool for improving efficiency and effectiveness rather than promising business revolution Written in a student friendly style and fully enhanced with such pedagogical features as topic maps boxed examples and discussion questions the book is ideal for use by students

Chaos,

Complexity and Leadership 2017 Şefika Şule Erçetin,Nihan Potas,2018-09-01 The proceedings of the 2017 Symposium on Chaos Complexity and Leadership illuminate current research results and academic work from the fields of physics mathematics education economics as well as management and social sciences The text explores chaotic and complex systems as well as chaos and complexity theory in view of their applicability to management and leadership This proceedings explores non linearity as well as data modelling and simulation in order to uncover new approaches and perspectives Effort will not be spared in bringing theory into practice while exploring leadership and management laden concepts This book will cover the analysis of different chaotic developments from different fields within the concepts of chaos and complexity theory Researchers and students in the field will find answers to questions surrounding these intertwined and compelling fields

Consuming Scenography Nebojša Tabacki,2020-06-25 Longlisted for the PQ Best Publication Award in Performance Design Scenography 2023 Consuming Scenography offers an insight into contemporary scenographic practice beyond the theatre It explores the ways in which scenography is used to create a global cultural impact and accelerate profits in the site specific context of themed shopping malls It analyses the effect of the architectural aesthetic spatial material and sensory aspects of design through their performative encounters with consumers in order to offer a better understanding of performance design In the first part the author explores the spatial seduction of an enclosed market space and traces the origins of scenographic temporality in permanent architectonic spaces for trade and commerce from ancient Greek and Roman roofed markets and Oriental bazaars to 19th century arcades and department stores to modern day shopping malls The second section addresses the site specific theatricality of the shopping mall considering the use of performative aspects of scenography in the creation of corporate identity It engages with production and consumption of experience in themed shopping malls using historical aesthetical social and political lenses In the final section the author intertwines fluidity of

market changes with flexibility of scenographic matter drawing attention to both contradictions and prospects that merging of scenography and architecture can bring along Considering a variety of case studies of themed shopping malls including the Ibn Battuta Mall in Dubai Terminal 21 in Bangkok the Villaggio in Doha and Montecasino in Johannesburg as well as further examples from Europe USA and Asia this book provides a wide ranging critical examination of the ways in which scenographic thinking and practices are exploited in wider cultural contexts for impact branding and higher profits

Knowledge Management ,2008 This is the defining reference source for all theories concepts and methodologies within the KM discipline It includes chapters on Implementing KM in Organizations KM Systems Acceptance KM Communication Knowledge Representation Knowledge Sharing KM Success Models Knowledge Ontology and Operational KM and provides libraries with the defining reference to the field Provided by publisher Consumer Behavior Chester R. Wasson,1975

Proceedings of the Educators Conference American Marketing Association,1962 The British National Bibliography Arthur James Wells,2005 Land Economics ,1948 *Proceedings of the ... National Conference of the American Marketing Association* American Marketing Association. National Conference,1963 **Proceedings** American Marketing Association,1962 Comprise proceedings of the annual national conference of the association and a yearly seasonal conference spring fall or winter *Emerging Concepts in Marketing* American Marketing Association,1963

Determination of Intra-urban Retail Trade Areas David Lynch Huff,1962 Reprints of Talks Before the Annual Spring Meeting American Marketing Association,1962-12 *Indian Geographical Studies* ,1973 Semiotics Mark Gottdiener,Karin Boklund-Lagopoulou,Alexandros Ph Lagopoulos,2003 **Consumer Psychology of Tourism, Hospitality and Leisure** Arch G. Woodside,Josef A. Mazanec,2000 This title focuses on the diverse subject of consumer psychology as applied to the fields of tourism hospitality and leisure It provides a general review of current thinking and presents several theories and methods of analysis It should be of interest to researchers and practitioners dealing with consumers and their choices and perceptions The specific examples included are international in nature and provide a balanced book

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