

Solomon Consumer Behavior Buying Having And Being

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solomon goes beyond the discussion of why people buy things and explores how products services and consumption activities contribute to shape people's social experiences consumers' perception learning and memory motivation and values the self personality and lifestyles attitudes and persuasive communications individual decision making buying and disposing groups organizational and household decision making income and social class ethnic racial and religious subcultures age subcultures cultural influences on consumer behavior global consumer culture for marketing professionals who want to understand the latest trends in consumer behavior

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