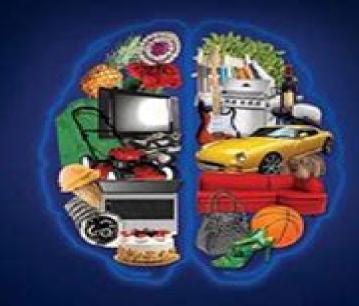
THE BUYING BAIN

Secrets for Selling to the Subconscious Mind



DR. A. K. PRADEEP

Founder & CEO, NeuroFocus, Inc

The Buying Brain Secrets For Selling To The Subconscious Mind

A. K. Pradeep

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marketing s march to create a world where advertising can be expected anywhere and anytime has come transforming not just our purchasing decisions but our relationships our sense of self and the way we navigate all spaces public and private Adcreep journeys through the curious and sometimes troubling world of modern advertising Mark Bartholomew exposes an array of marketing techniques that might seem like the stuff of science fiction neuromarketing biometric scans automated online spies and facial recognition technology all enlisted to study and stimulate consumer desire This marriage of advertising and technology has consequences Businesses wield rich and portable records of consumer preference delivering advertising tailored to your own idiosyncratic thought processes They mask their role by using social media to mobilize others from celebrities to your own relatives to convey their messages Guerrilla marketers turn every space into a potential site for a commercial come on or clandestine market research Advertisers now know you on a deeper more intimate level dramatically tilting the historical balance of power between advertiser and audience In this world of ubiquitous commercial appeals consumers and policymakers are numbed to advertising s growing presence Drawing on a variety of sources including psychological experiments marketing texts communications theory and historical examples Bartholomew reveals the consequences of life in a world of non stop selling Adcreep mounts a damning critique of the modern American legal system's failure to stem the flow of invasive advertising into our homes parks schools and digital lives Packaging and Product Experience in Food and Beverages Peter Burgess, 2016-03-31 Integrating the Packaging and Product Experience in Food and Beverages A Road Map to Consumer Satisfaction focuses on the interrelationship between packaging and the product experience In both industry and academia there has been a growing interest in investigating approaches that capture consumer responses to products that go beyond traditional sensory and liking measures These approaches include assessing consumers emotional responses obtaining temporal measures of liking as well as numerous published articles considering the effect of situation and context in the evaluation of food and beverage products For fast moving consumer goods FMCG products in particular packaging can be considered as a contributor to consumer satisfaction Recent cross modal research illustrated consumers dissatisfaction or delight with a product can be evoked when there is dissonance between the packaging and the product experience The book includes an extensive overview of an adapted satisfaction scale that has been tailored for the food and beverage sector and which identifies varying satisfaction response modes such as contentment pleasure and delight with a product This is an important development as it provides insights about products that can be used to market specific categories and brands of foods and beverages The book demonstrates the value of this approach by bringing together case studies that consider the interrelationships between packaging design shape on pack sensory messages expectations and consumer satisfaction with the product Focuses on the inter relationship between packaging and the product experience specifically in the context of the food and beverage sector Presents the expectancy disconfirmation model of satisfaction which is well developed within the social sciences to the food and beverage sector

Contains case studies demonstrating how these practices can be used in industry to better enhance customer s responses to products Includes an extensive overview of an adapted satisfaction scale that has been tailored for the food and beverage sector and which identifies varying satisfaction response modes such as contentment pleasure and delight with a product

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