

Quantitative models in marketing research

Philip Hans Franses - Richard Paap

Quantitative Models In Marketing Research

Boris Gulbinski



Quantitative Models In Marketing Research:

Quantitative Models in Marketing Research Philip Hans Franses, Richard Paap, 2001-08-09 Advances in data collection and data storage techniques have enabled marketing researchers to study the individual characteristics of a large range of transactions and purchases in particular the effects of household specific characteristics This 2001 book presents important and practically relevant quantitative models for marketing research Each model is presented in detail with a self contained discussion which includes a demonstration of the mechanics of the model empirical analysis real world examples and interpretation of results and findings The reader of the book will learn how to apply the techniques as well as understand the methodological developments in the academic literature Pathways are offered in the book for students and practitioners with differing numerical skill levels a basic knowledge of elementary numerical techniques is assumed **Quantitative**

Marketing and Marketing Management Adamantios Diamantopoulos, Wolfgang Fritz, Lutz Hildebrandt, 2013-01-31 Quantitative marketing has been gaining importance during the last decade This is indicated by the growing number of model and method oriented studies published in leading journals as well as by the many successful applications of quantitative approaches in pricing advertising new product planning and market segmentation decisions In addition market research has clearly benefitted from applying advanced quantitative models and methods in practice Some 60 researchers among them worldwide leading scholars offer a broad overview of quantitative approaches in marketing They not only highlight diverse mathematical and methodological perspectives but also demonstrate the relevance and practical consequences of applying quantitative approaches to marketing problems Quantitative Modelling in Marketing and Management (second Edition) Luiz E. T. Al MOUTINHO, 2015-11-06 The field of marketing and management has undergone immense changes over the past decade These dynamic changes are driving an increasing need for data analysis using quantitative modelling Problem solving using the quantitative approach and other models has always been a hot topic in the fields of marketing and management Quantitative modelling seems admirably suited to help managers in their strategic decision making on operations management issues In social sciences quantitative research refers to the systematic empirical investigation of social phenomena via statistical mathematical or computational techniques The first edition of Quantitative Modelling in Marketing and Management focused on the description and applications of many quantitative modelling approaches applied to marketing and management The topics ranged from fuzzy logic and logical discriminant models to growth models and k clique models The second edition follows the thread of the first one by covering a myriad of techniques and applications in the areas of statistical computer mathematical as well as other novel nomothetic methods It greatly reinforces the areas of computer mathematical and other modeling tools that are designed to bring a level of awareness and knowledge among academics and researchers in marketing and management so that there is an increase in the application of these new approaches that will be embedded in future scholarly output Marketing Research Bonita Kolb, 2008-04-18

Essential to any student of the discipline this textbook offers a comprehensive applied approach to understanding and designing market research. Balancing the fundamental quantitative methodologies and theoretical structures with practical applications of qualitative techniques this book is ideal for the novice researcher and for those more familiar with the discipline. With an emphasis on both critical thinking and hands on application the textbook contains several real life case studies useful learning features such as key terms definitions and discussion topics and is supported by a companion website.

Building Models for Marketing Decisions Peter S.H. Leeflang, Dick R. Wittink, Michel Wedel, Philippe A. Naert, 2013-06-29
This book is about marketing models and the process of model building. Our primary focus is on models that can be used by managers to support marketing decisions. It has long been known that simple models usually outperform judgments in predicting outcomes in a wide variety of contexts. For example models of judgments tend to provide better forecasts of the outcomes than the judgments themselves because the model eliminates the noise in judgments. And since judgments never fully reflect the complexities of the many forces that influence outcomes it is easy to see why models of actual outcomes should be very attractive to marketing decision makers. Thus appropriately constructed models can provide insights about structural relations between marketing variables. Since models explicate the relations both the process of model building and the model that ultimately results can improve the quality of marketing decisions. Managers often use rules of thumb for decisions. For example a brand manager will have defined a specific set of alternative brands as the competitive set within a product category. Usually this set is based on perceived similarities in brand characteristics advertising messages etc. If a new marketing initiative occurs for one of the other brands the brand manager will have a strong inclination to react. The reaction is partly based on the manager's desire to maintain some competitive parity in the marketing variables.

Handbook of Research Methods for Marketing Management Nunkoo, Robin, Teeroovengadum, Viraiyan, Ringle, Christian M., 2021-10-22
Taking a multidisciplinary approach this comprehensive Handbook comprises contributions from international researchers of diverse educational and research backgrounds. Chapters present methodological issues within marketing research sharing the researchers experiences of what does and does not work as well as discussing challenges and avenues for innovation.

Dynamische Aspekte im Kaufverhalten Christine Ebling, 2009-01-30
Christine Ebling stellt unterschiedliche Methoden zur Evaluation der langfristigen Wirkung von Preispromotions auf das Konsumentenverhalten vor. Im Rahmen einer empirischen Analysen zeigt die Autorin dass Preispromotions tats chlich einen langfristigen negativen Einfluss auf das Kaufverhalten haben k nnen indem sie die Preissensitivit ten der Konsumenten erh hen.

Marketing Research Marcus J. Schmidt, Svend Hollensen, 2006
Marketing Research An International Approach is a comprehensive text written with the decision maker in mind. It is written from the perspective of the firm conducting marketing research in the national and international markets irrespective of its country of origin. This tools oriented book shows how international marketing managers can transform existing Secondary and newly collected primary data into useful information. This is a

comprehensive and advanced marketing research book that offers an analytical and decision oriented framework of the subject This book looks at firms conducting market research in the national and international markets irrespective of its country of origin This book is written for advanced undergraduate and graduate students studying Marketing Research It is also appropriate for practitioners who wish to keep abreast of the most recent developments in the field **Quantitative Methods in Marketing** Zenon B. Sheparovych, Marcus Alexis, Leonard S. Simon, 1968 **Marketing Research Methods** Mercedes Esteban-Bravo, Jose M. Vidal-Sanz, 2021-01-28 Covering both quantitative and qualitative methods this book examines the breadth of modern market research methods for upper level students across business schools and social science faculties Modern and trending topics including social networks machine learning big data and artificial intelligence are addressed and real world examples and case studies illustrate the application of the methods This text examines potential problems such as researcher bias and discusses effective solutions in the preparation of research reports and papers and oral presentations Assuming no prior knowledge of statistics or econometrics discrete chapters offer a clear introduction to both opening up the quantitative methods to all students Each chapter contains rigorous academic theory including a synthesis of the recent literature as well as key historical references applied contextualization and recent research results making it an excellent resource for practitioners Online resources include extensive chapter bibliographies lecture slides an instructor guide and extra extension material and questions *Qualitative And Quantitative Methods In Libraries: Theory And Application - Proceedings Of The International Conference On Qqml2009* Anthi Katsirikou, Christos H Skiadas, 2010-01-18 This volume is a valuable resource of research papers and applications presented at the Qualitative and Quantitative Methods in Libraries International Conference QQML2009 on the methodological tools used in library and information science It provides the reader with a better understanding and holistic view on the subject and contains a plethora of invaluable methodologies and applications to a variety of information and library science Qualitative and Quantitative Methods in Libraries will be suitable to students as a textbook as well as to scientists and professionals **Marketing Research and Modeling: Progress and Prospects** Yoram Wind, Paul E. Green, 2013-06-05 Marketing Research and Modeling addresses state of the art developments including new techniques and methodologies by leading experts in marketing and marketing research This work emphasizes new developments in Bayesian Decision Analysis Multivariate Analysis Multidimensional Scaling Conjoint Analysis Applications of Conjoint and MDS technique Data Mining Cluster Analysis and Neural Networks Moderne Konzepte des organisationalen Marketing Thorsten Kliewe, Tobias Kesting, 2014-01-16 Das Buch widmet sich dem organisationalen Marketing d h Marketing gegen ber Organisationen aller Art als Zielgruppen Es werden neue Erkenntnisse aus der Theorie und Praxis des Business to Business und des Science to Business Marketing aufgezeigt *The Marketing Book* Michael John Baker, Susan J. Hart, 2008 Taking into account the emergence of new subjects and authorities the editors have overhauled the contents and contributor lists of the previous

edition to ensure this volume addresses all the necessary themes for the modern marketer *Online Market Research* Boris Gulbinski, 2001-02-09 Inhaltsangabe Problemstellung Die Frage nach der gegenwärtigen und zukünftigen Rolle des Internets für die Markt und Marketingforschung ist aus praktischer und theoretischer Sicht interessant Marketing changes and evolves as new interactive relationships with customers become possible This scale of change occurs quickly simultaneously and on a global scale Marketing research as part of a continuous feedback loop that drives innovation seems uniquely positioned to play an essential role in helping companies create value and profit from this new business world Now the question is How ESOMAR 2000b Wie diese Rolle einzuschätzen ist darüber herrscht in Forschung und Praxis allerdings eine gewisse Uneinigkeit Brabender Theobald 1998 S 31 und Johnson 1999 S 284 geben eine sehr positive Prognose für Wissenschaft und Praxis ESOMAR 2000a konstatiert ein gewisses Maß an Verwirrung in den Marktforschungsinstituten und Jeavons 1999 S 69 äußert sich sehr pessimistisch in Bezug auf die zukünftige Bedeutung von internetbasierten Umfragen Diese Arbeit gibt deswegen einen vollständigen Überblick über und eine Evaluation der grundsätzlichen Möglichkeiten einer internetbasierten Sekundär und Primär Markt und Marketingforschung Besonders detailliert werden im Internet durchgeführte quantitative Umfragen behandelt weil diese innerhalb des gesamten Spektrums der Online Marketing Forschung einen ähnlich hohen Stellenwert besitzen wie herkömmliche Befragungen im Methodenkanon der empirischen Sozialforschung Ferner spricht die hohe Bedeutung von repräsentativen Umfrageergebnissen in der Betriebswirtschaftslehre als Wissenschaft und in der institutionellen und betrieblichen Marktforschung dafür Im Gegensatz zu vielen anderen aktuellen Arbeiten zur Marktforschung im Internet wird Standardwissen zu den einzelnen Verfahren Befragung Beobachtung vorausgesetzt und einer Darstellung dieser Verfahren explizit kein breiter Raum gewidmet der geneigte Leser sollte wissen was eine Umfrage ist und wie sie durchgeführt wird Stattdessen erfolgt eine Fokussierung auf die methodisch technische Seite von quantitativen Online Umfragen und ein umfassender Inter Methoden Vergleich zwischen herkömmlichen und internetbasierten Marktforschungsverfahren Dabei hat sich zum einen bestatigt dass Online Marktforscher an der Schnittstelle zwischen Sozialwissenschaften und Informatik operieren Um zufriedenstellende Methodendesigns zu

Marketing Research Carl McDaniel, Jr., 2025-08-25 *Fundamentals of Business Marketing Research* Richard E Plank, David A Reid, J David Lichtenthal, 2020-07-24 Get a thorough review of vital research issues Fundamentals of Business Marketing Research examines recent industrial business research evaluates its current effectiveness and offers suggestions for future use This unique book includes and is based on Business Marketing A Twenty Year Review a thorough study of industrial business research from 1978 1997 with critical commentary from a distinguished panel of business academics and the response of the study's authors The combination of critiques insights and viewpoints will challenge you to think beyond the traditional role of B2B marketing into a future that's anything but business as usual Through an unusual format that gives you access to critical academic analysis Fundamentals of Business Marketing Research presents a comprehensive review of

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Research Lawrence S. Silver,Robert E. Stevens,2013 Identifying and assessing the ways in which changes in the marketing mix affect consumer behavior is key to a successful marketing strategy This book guides the student in designing conducting and interpreting marketing research This comprehensive textbook covers the full range of topics including Secondary research and data mining Internet marketing research Qualitative and exploratory research Statistical analysis and Marketing research ethics With learning objectives at the beginning of each chapter a host of cases and a comprehensive companion website this book offers a range of tools to help students develop and test their research and analytical skills ,

Optimization and Decision-Making Methods Mr. Rohit Manglik,2023-06-23 Explores optimization techniques and decision making models for solving complex engineering and management problems efficiently

Quantitative Models In Marketing Research: Bestsellers in 2023 The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous captivating novels captivating the hearts of readers worldwide. Lets delve into the realm of top-selling books, exploring the fascinating narratives that have charmed audiences this year. Quantitative Models In Marketing Research : Colleen Hoover "It Ends with Us" This poignant tale of love, loss, and resilience has gripped readers with its raw and emotional exploration of domestic abuse. Hoover skillfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can succeed. Quantitative Models In Marketing Research : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This intriguing historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids captivating storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens weaves a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These top-selling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of engaging stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a masterful and thrilling novel that will keep you guessing until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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