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Revised edition of the author's Marketing research, c2010.

Marketing Research: An Applied Orientation presents a comprehensive look at both the principles and practices of marketing research with balanced coverage of qualitative and quantitative material. Written from the perspective of marketing research users, the Second Edition reflects current trends in international marketing, ethics, and the integration of microcomputers and mainframes. It strives to build on the enormous success of the first edition by being even more current, contemporary, illustrative and user-friendly.

"Working as a marketing researcher remains an intellectually stimulating, creative and rewarding career. Marketing research is a huge and growing industry at the forefront of innovation in many sectors of the economy. However, few industries can have been presented with as many challenges and opportunities as those faced by marketing research due to the growing amounts of data generated by modern technology. Founded upon the enormously successful US edition, and building upon the previous five European editions, the sixth edition of this book seeks to maintain its position as the leading marketing research text, focused on the key challenges facing marketing research in a European context. As with previous editions, this aims to be comprehensive, authoritative and applied. As a result, the book covers all the topics in previous editions while including updates that reflect the changes and challenges that have impacted the marketing research sector since the fifth edition was published. This includes the ever shifting impact of new technologies, the growth of 'insight' and the shifting role of research ethics, for example, through considering the impact of GDPR. This edition has been significantly updated, with new content, updated cases studies and a major focus on the issues and methods generated by new technologies"--

Written for students studying market research at both undergraduate and postgraduate levels, this book provides a comprehensive commentary on this increasingly important subject. It includes a CD-ROM containing valuable SNAP and XSIGHT Software demos, to enhance understanding of quantitative and qualitative aspects of marketing research.

This is a Pearson Global Edition. The Pearson Editorial team worked closely with educators around the world to include content especially relevant to students outside of the United States. For undergraduate and graduate marketing research courses. Marketing Research: An Applied Orientation allows students to actually experience the interaction between marketing research and marketing decision-making. Marketing Research: An Applied Orientation takes a unique applied and managerial orientation that illustrates the interaction between marketing research decisions and marketing management decisions. This text is comprehensive, practical, and presents balanced coverage of both qualitative and quantitative material. The sixth edition is even more current, contemporary, illustrative, and sensitive to user needs.

Since research is best learned by doing, this book emphasizes a hands-on, do-it yourself approach. The readers have many opportunities to see how business researches affect and support management decision. The book used a case study approach for all the chapters with interactive videos. The book gave emphasis to quantitative data analysis using a software program, IBM SPSS 20.0. The data analysis chapters illustrate in detail each step in running the software programs. The software programs files are provided for all data sets: outputs, demonstration movies, and screen captures are on the Website. This book provides students most extensive help available to learn quantitative data analysis using SPSS. Thus, the authors prepared this textbook and all the additional materials to help the students to understand the functional principles of business research and how to apply them in real-life situations.

Contains articles by marketing field's researchers and academicians. This book includes literature reviews, methodologies, empirical studies, trends, international developments, guidelines for implementation, and suggestions for theory development and testing.