



Consumer Behavior: Building Marketing Strategy, 12th Edition

By Delbert Hawkins, David Mothersbaugh

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Consumer Behavior: Building Marketing Strategy provides students with a usable, strategic understanding of consumer behavior. The authors believe that knowledge of the factors that influence consumer behavior can, with practice, be used to develop sound marketing strategy. As a consequence, the text integrates theory, strategy-based examples, and application.

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Editorial Review

About the Author

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Del is C. H. Lundquist Professor of Marketing and Chair of the Marketing Department at the University of Oregon. He has served as Director of the MBA Program, Director of the Lundquist Center for Entrepreneurship, Director of the Oregon Executive MBA Program, Interim Director of the Museum of Art, and Associate and Acting Dean of the Lundquist College of Business at the University of Oregon. He has also taught at Southern Illinois University, Xiantan University (PRC), the Netherlands School of Business, in Boston University's Overseas Program, Xiamen University (PRC), and the Institute for International Studies and Training in Japan.

Del has written a number of business cases and numerous journal articles as well as three widely used college textbooks.

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