

Custom Published Mkt 304 Consumer Behavior

Yan Bai



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Imagine every ad every price and even every contract completely tailored to you welcome to the age of AI driven hyper personalization Today vast amounts of consumer data are collected and processed to build individualized profiles with ever increasing precision This enables one to one interactions that evolve in real time and allow firms to influence behavior with unprecedented subtlety Personalized marketing holds the promise of meeting consumer needs more effectively and making digital experiences more relevant and efficient Yet this seemingly customized environment raises urgent concerns about the power of such marketing to exploit cognitive biases reshape preferences and deepen asymmetries in digital markets This book offers the first in depth law and economics analysis of personalized marketing in the digital age It examines how personalized advertising pricing and contracting challenge foundational principles of consumer protection and explores to what extent these practices are regulated under the current EU legal framework The analysis shows that while existing rules provide some safeguards they fall short of addressing the systemic risks posed by hyper personalization To respond to these challenges the book develops a four part policy approach aimed at reinforcing consumer autonomy equity and welfare in data driven markets and bridging the regulatory gaps that personalization opens up Regulating these developments involves a clear trade off between efficiency and fairness How much freedom do you give up in exchange for a hyper personalized experience How confident are you that the price you pay will not exceed what others pay for the exact same service And what does it mean for your autonomy when an algorithm predicts your behavior better than you do yourself This book offers a critical starting point for future regulation and a call to rethink the role of personalization in the digital economy **The New Palgrave Dictionary of Economics** ,2016-05-18 The award winning The New Palgrave Dictionary of Economics 2nd edition is now available as a dynamic online resource Consisting of over 1 900 articles written by leading figures in the field including Nobel prize winners this is the definitive scholarly reference work for a new generation of economists Regularly updated This product is a subscription based product Strategic Marketing David W. Cravens,Nigel Piercy,2006 Strategic Marketing 8 e by Cravens and Piercy is a text and casebook that discusses the concepts and processes for gaining the competitive advantage in the marketplace The authors examine many components of a market driven strategy including technology customer service customer relationships pricing and the global economy The text provides a strategic perspective and extends beyond the traditional focus on managing the marketing mix The cases demonstrate how real companies build and implement effective strategies Author David Cravens is well known in the marketing discipline and was the recipient of the Academy of Marketing Science s Outstanding Marketing Educator Award Co author Nigel Piercy has a particular research interest in market led strategic change and sales management for which he has attracted academic and practitioner

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