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18

BRAND
ASTRAS

Using Brand Abilities as Weapons for
CRISP Brand Building

18 Brand Astras Using Brand Abilities As Weapons

L Reisser



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Concept Research in Food Product Design and Development Howard R. Moskowitz, Sebastiano Porretta, Matthias Silcher, 2008-02-28 Concepts are critical for the development and marketing of products and services They constitute the blueprint for these products and services albeit at the level of consumers rather than at the technical level A good product concept can help make the product a success by guiding developers and advertising in the right direction Yet there is a dearth of both practical and scientific information about how to create and evaluate concepts There has been little or no focus on establishing knowledge bases for concepts Concept development is too often relegated to the so called fuzzy front end Concept Research in Food Product Design and Development remedies this inattention to product concepts by providing a unique treatment of concepts for the business professional as well as for research scientists The book begins with simple principles of concepts moves forward to methods for testing concepts and then on to more substantive areas such as establishing validity testing internationally and with children creating databases and selling in new methods for concept testing The book combines a how to business book with a detailed treatment of the different facets of concept research As such the book represents a unique contribution to business applications in food and consumer research methods The book is positioned specifically for foods to maintain a focus on a coherent set of topics Concept Research in Food Product Design and Development appeals to a wide variety of audiences R D marketing sensory analysts and universities alike Corporate R D professionals will learn how to create strong concepts Marketers will recognize how concepts are at the heart of their business Sensory analysts will find the book a natural extension of their interest in product features University students will understand how concept research is a critical part of the consumer connection Concept Research in Food Product Design and Development is the definitive innovative text in describing how to create analyze and capitalize upon new product concepts

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analysis of the factors that work to make a brand successful Ace Marketer and consultant Jagdeep Kapoor presents 18 brand abilities that a brand must have to be successful Terming them as astras meaning weapons he explains how it is critical that marketers have an awareness and understanding of these abilities to promote their brand effectively Some key brand abilities that he talks of are those of Reliability Acceptability Availability and Visibility Adopting a simple and jargon free style the book explains What constitutes each brand ability The connection between these abilities How these abilities must be used in conjunction for maximum results How these abilities are integrated to form the CRISP Branding model Written in an irreverent conversation style the book simplifies the key concepts behind brands and brand building making it accessible to the novice and expert alike

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