

Buyology

By Martin Lindstrom

Random House LCC US Feb 2010, 2010. Taschenbuch. Condition: Neu. Neuware - How much do we know about why we buy What truly influences our decisions in today's message-cluttered world An eye-grabbing advertisement, a catchy slogan, an infectious jingle Or do our buying decisions take place below the surface, so deep within our subconscious minds, we're barely aware of them In BUYOLOGY, Lindstrom, who was voted one of Time Magazine's most influential people of 2009, presents the astonishing findings from his groundbreaking, three-year, seven-million-dollar neuromarketing study, a cutting-edge experiment that peered inside the brains of 2,000 volunteers from all around the world as they encountered various ads, logos, commercials, brands, and products. His startling results shatter much of what we have long believed about what seduces our interest and drives us to buy. Among the questions he explores: Does sex actually sell To what extent do people in skimpy clothing and suggestive poses persuade us to buy products Despite government bans, does subliminal advertising still surround us - from bars to highway billboards to supermarket shelves Can 'Cool' brands, like iPods, trigger our mating instincts Can other senses - smell, touch, and sound - be so powerful as to physically arouse...



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-- Audra Klocko PhD

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