Record Nr. Autore	UNINA9910150208103321 Malhotra Naresh K.
Titolo	Essentials of marketing research / / Naresh K. Malhotra, David F. Birks, Peter Wills
Pubbl/distr/stampa	Harlow, England : , : Pearson Education Limited, , [2013] ©2013
ISBN	1-78764-420-0 0-273-72437-1
Edizione	[1st ed.]
Descrizione fisica	1 online resource (496 pages)
Collana	Always learning
Disciplina	658.83
Soggetti	Marketing research
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Bibliographic Level Mode of Issuance: Monograph
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Cover Contents Preface About the authors Publisher's acknowledgements 1 Management decisions and the marketing research problem Objectives Overview What is marketing research? Definition of marketing research Justifying the value of marketing research A classification of marketing research An overview of the marketing research industry The marketing research process Defining the marketing research problem The marketing research brief The marketing research proposal International marketing research Ethics in marketing research Digital developments in marketing research Summary Questions Exercises Notes 2 Research objectives and research design Objectives Overview The process of defining the problem and developing a research approach Environmental context of the problem Discussions with decision makers Interviews with industry experts Initial secondary data analyses Marketing decision problem and marketing research problem Defining the marketing research problem Developing a research approach Objective/theoretical framework Analytical model Research questions Hypothesis Developing a research design Research design from the decision makers' perspective Research design from the participants' perspective Research design from the participants' perspective Research design classification Descriptive research Causal research Relationships between

1.

exploratory, descriptive and causal research -- Potential sources of error in research designs -- International marketing research -- Ethics in marketing research -- Digital developments in marketing research -- Summary -- Questions -- Exercises -- Notes -- 3 Secondary data collection and analysis: internal and external sources -- Objectives --Overview -- Defining primary data and secondary data. Advantages and uses of secondary data -- Disadvantages of secondary data -- Criteria for evaluating secondary data -- Classification of secondary data -- Internal secondary data -- External secondary data -- Databases -- Classification of online databases -- Syndicated sources of secondary data -- Syndicated data from households --Syndicated data from institutions -- International marketing research -- Ethics in marketing research -- Digital developments in marketing research -- Summary -- Questions -- Exercises -- Notes -- 4 Qualitative research methods -- Objectives -- Overview -- Primary data: qualitative versus quantitative research -- Rationale for using qualitative research -- Focus group discussions -- Planning and conducting focus groups -- Online focus groups: e-groups -- In-depth interviews -- Projective techniques -- Ethnographic approaches --Comparison between qualitative techniques -- International marketing research -- Ethics in marketing research -- Digital developments in marketing research -- Summary -- Questions -- Exercises -- Notes --5 Descriptive research design: survey, observation and causal research -- Objectives -- Overview -- SURVEY METHODS -- Online surveys --Telephone surveys -- Face-to-face surveys -- Postal surveys -- A comparative evaluation of survey methods -- Task factors --Situational factors -- Participant factors -- Other survey methods --Mixed-mode surveys -- OBSERVATION TECHNIQUES -- Observation techniques classified by mode of administration -- A comparative evaluation of the observation techniques -- Advantages and disadvantages of observation techniques -- CAUSALITY -- Conditions for causality -- Definitions and concepts -- Validity in experimentation -- Extraneous variables -- Controlling extraneous variables -- A classification of experimental designs -- Laboratory versus field experiments.

Experimental versus non-experimental designs -- Limitations of experimentation -- International marketing research -- Ethics in marketing research -- Digital developments in marketing research --Summary -- SNAP Learning Edition -- Questions -- Exercises -- Notes -- 6 Social media research methods -- Objectives -- Overview -- What is social media research? -- The emergence of social media research --Active and passive social media research -- Social media research methods -- International marketing research -- Ethics in marketing research -- Digital developments in marketing research -- Summary --Questions -- Exercises -- Notes -- 7 Questionnaire design, measurement and scaling -- Objectives -- Overview -- Questionnaire definition -- Questionnaire design process -- Specify the information needed -- Specify the type of interviewing method -- Determine the content of individual questions -- Overcoming the participant's inability and unwillingness to answer -- Choose question structure --Choose question wording -- Arrange the questions in proper order --Identify the form and layout -- Reproduce the questionnaire --Eliminate problems by pilot-testing -- Summarising the questionnaire design process -- Measurement and scaling -- Primary scales of measurement -- A comparison of scaling techniques -- Comparative scaling techniques -- Non-comparative scaling techniques -- Itemised rating scales -- Itemised rating scale decisions -- Multi-item scales --International marketing research -- Ethics in marketing research --

Digital developments in marketing research -- Summary -- SNAP Learning Edition -- Questions -- Exercises -- Notes -- 8 Sampling: design and procedures -- Objectives -- Overview -- Sample or census -- The sampling design process -- A classification of sampling techniques -- Non-probability sampling techniques. Probability sampling techniques -- Choosing non-probability versus probability sampling -- Uses of non-probability and probability sampling -- Summary of sampling techniques -- International marketing research -- Ethics in marketing research -- Digital developments in marketing research -- Summary -- SNAP Learning Edition -- Questions -- Exercises -- Notes -- 9 Fieldwork and data integrity -- Objectives -- Overview -- The nature of survey fieldwork -- Survey fieldwork and the data collection process -- Selecting survey fieldworkers -- Training survey fieldworkers -- Recording the answers -- Supervising survey fieldworkers -- Validating survey fieldwork --Evaluating survey fieldworkers -- Errors related to fieldwork -- Nonresponse issues -- The data integrity process -- Checking the questionnaire -- Editing -- Coding -- Transcribing -- Cleaning the data -- Statistically adjusting the data -- Selecting a data analysis strategy -- International marketing research -- Ethics in marketing research -- Digital developments in marketing research -- Summary --SNAP Learning Edition -- Questions -- Exercises -- Notes -- 10 Qualitative data analysis -- Objectives -- Overview -- The qualitative researcher -- The process of qualitative data analysis -- International marketing research -- Ethics in marketing research -- Digital developments in marketing research -- Summary -- Questions --Exercises -- Notes -- 11 Basic quantitative data analysis -- Objectives -- Overview -- Frequency distribution -- Statistics associated with frequency distribution -- Cross-tabulations -- The application of hypothesis tests -- The general approach to hypothesis testing --Types of hypothesis tests -- Parametric tests -- Non-parametric tests -- Statistics associated with cross-tabulation -- Summary -- SNAP Learning Edition -- Questions -- Exercises -- Notes. 12 Advanced quantitative data analysis -- Objectives -- Overview --Factor analysis -- Basic concept -- Factor analysis model -- Statistics associated with factor analysis -- Conducting factor analysis -- Cluster analysis -- Basic concept -- Statistics associated with cluster analysis -- Conducting cluster analysis -- Summary -- SNAP Learning Edition -- Questions -- Exercises -- Notes -- 13 Report preparation and presentation -- Objectives -- Overview -- Importance of the report and presentation -- Preparation and presentation process -- Report preparation -- Oral presentation -- Research follow-up --International marketing research -- Ethics in marketing research --Digital developments in marketing research -- Summary -- SNAP Learning Edition -- Questions -- Exercises -- Notes -- 14 International marketing research -- Objectives -- Overview -- What is international marketing research? -- A framework for international marketing research -- Secondary data -- Qualitative methods -- Survey methods -- Measurement and scaling -- Questionnaire translation -- Ethics in marketing research -- Digital developments in marketing research --Summary -- Questions -- Exercises -- Notes -- Appendix: Statistical tables -- Glossary. Essentials of Marketing Research offers a balance of contemporary theory, European case material and software to help students to understand and apply the principles of designing and conducting high quality quantitative and qualitative marketing research and to give them the study skills to confidently design all stages of the marketing research process.

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