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| Titolo | Applied Conjoint Analysis / / by Vithala R. Rao |
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| ISBN | 3-540-87753-3 |
| Edizione | [1st ed. 2014.] |
| Descrizione fisica | 1 online resource (401 p.) |
| Disciplina | 330 330.015195 658.40301 658.8 |
| Soggetti | Marketing Statistics Marketing research Operations research Decision making Statistics for Business, Management, Economics, Finance, Insurance Market Research/Competitive Intelligence Operations Research/Decision Theory |
| Lingua di pubblicazione | Inglese |
| Formato | Materiale a stampa |
| Livello bibliografico | Monografia |
| Note generali | Description based upon print version of record. |
| Nota di bibliografia | Includes bibliographical references and index. |
| Nota di contenuto | Chapter1-Problem Setting -- Chapter 2 Theory and Design of Conjoint Studies (Ratings Based Methods) -- Chapter 3 Analysis and Utilization of Conjoint Data (Ratings Based Methods) -- Chapter 4 Choice Based Conjoint Studies: Design and Analysis -- Chapter 5 Methods for a Large Number of Attributes -- Chapter 6 Applications for Products and Service Design and Product Line Decisions -- Chapter 7 Applications for Product Positioning and Market Segmentation -- Chapter 8 Applications for Pricing Decisions -- Chapter 9 Applications to a Miscellany of Marketing Problems -- Chapter 10 Recent Developments and Future Outlook. |
| Sommario/riassunto | Conjoint analysis is probably the most significant development in marketing research in the past few decades. It can be described as a set |

of techniques ideally suited to studying customers' decision-making processes and determining tradeoffs. Though this book is oriented towards methods and applications of conjoint analysis in marketing, conjoint methods are also applicable for other business and social sciences. After an introduction to the basic ideas of conjoint analysis the book describes the steps involved in designing a ratings-based conjoint study, it covers various methods for estimating partworth functions from preference ratings data, and dedicates a chapter on methods of design and analysis of conjoint-based choice experiments, where choice is measured directly. Chapter 5 describes several methods for handling a large number of attributes. Chapters 6 through 8 discuss the use of conjoint analysis for specific applications like product and service design or product line decisions, product positioning and market segmentation decisions, and pricing decisions. Chapter 9 collates miscellaneous applications of marketing mix including marketing resource allocation or store location decisions. Finally, Chapter 10 reviews more recent developments in experimental design and data analysis and presents an assessment of future developments.
