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Titolo	Third party product reviews and consumer behaviour : a dichotomous measuring via Rasch, paired comparison and graphical chain models // Wolfgang Ziniel
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Soggetti	New products - Management Consumer behavior
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Nota di bibliografia	Includes bibliographical references.
Nota di contenuto	Definition of Third-Party Product Reviews (TPPRs) -- Theories Explaining TPPR Effects on Consumer Behaviour -- Perceived Quality Research -- Customer Value -- Empirical Approach and Conceptual Models -- Rasch Modelling and Scale Development -- TPPR and the Product Choice Progress -- TPPR, Quality, Purchase Intentions and Value.
Sommario/riassunto	By exploiting the potential of the Internet, independent product reviews can reach more consumers than ever before. The numerous publications of product reviews in the mass media (e.g., magazines, news services on the Internet) and on Web 2.0 are received with rising resonance that is not restricted to products of broad interest only. Apart from purely descriptive approaches, however, no systematic studies which examine the possible impacts of these tests on consumer behaviour have been presented so far. Wolfgang Ziniel combines both a theoretical and an experimental approach when investigating the relevance of product tests for product choice, product quality, value, and purchase intention from the consumers' point of view. Concerning the dichotomous measurement approach graphical chain models, Rasch- and paired comparison conjoint-models are applied. This thesis has been granted the Stephan Koren Award for outstanding scientific achievements. Contents · Perceived Quality Research

· Customer Value · Rasch Modelling and Scale Development,
Graphical Chain Modelling, Bradley-Terry Model · Third-Party
Product Tests · Product Choice Process · Purchase
Intentions · Target Groups · Academics and researchers in the
fields of marketing, psychometrics, psychological consumer behaviour
research · Practitioners in the fields of marketing, sales, product
management, online marketing, Web 2.0. Author Wolfgang Ziniel
completed his doctoral thesis as a research assistant under the
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