Record Nr. UNINA9910450758603321 Pharmaceutical marketing [[electronic resource] /] / guest editor Ross **Titolo** Mullner Pubbl/distr/stampa Bradford, England, : Emerald Group Publishing, c2005 **ISBN** 1-280-50980-5 9786610509805 1-84544-856-1 Descrizione fisica 1 online resource (92 p.) Collana Journal of consumer marketing; ; v.22, no. 7 Altri autori (Persone) MullnerRoss M Disciplina 338.476151 Soggetti Marketing Pharmacology - Marketing Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Contents: Editorial: Introduction: For the drugs we need: Direct-to-Nota di contenuto consumer prescription drug advertising: a study of consumer attitudes and behavioral intentions: Direct-to-consumer advertising and young consumers: building brand value; Understanding the dynamics of the pharmaceutical market using a social marketing framework; Direct-toconsumer prescription drug advertising: concerns and evidence on consumers' benefit; Global marketing of lifesaving drugs: an analogical model; Does DTC mean "direct to court"? Pharmaceutical marketing on the internet: marketing techniques and customer profileDirect-to-consumer advertising of prescription drugs: help or hindrance to the public's health?; Herbal product claims: boundaries of marketing and science: Executive summary: Book reviews; Computer currency; Internet currency; Note from the publisher Today, pharmaceutical companies are increasing theirmarketing Sommario/riassunto budgets to advertise directly to the consumer. This spiraling effort has begun to attract the attention of bothconsumer advocacy groups, as well as the federal government(in the USA), in terms of taking a closer look at the effects of such advertising efforts. In July of 2005, the US

SenateMajority leader asked pharmaceutical marketers to

voluntarilystop their direct-to-consumer advertising during a drug's firsttwo years on the market. The ability for a pharmaceuticalcompany to affect both the physician (who can prescribe aspecific dr