Record Nr. UNINA9910451532603321 Autore Gronbach Kenneth W **Titolo** The age curve [[electronic resource]]: how to profit from the coming demographic storm / / Kenneth W. Gronbach New York, : American Management Association, c2008 Pubbl/distr/stampa **ISBN** 1-281-75786-1 9786611757861 0-8144-1017-0 Edizione [1st edition] Descrizione fisica 1 online resource (289 p.) Disciplina 658.8/343 Soggetti Target marketing - United States Consumer behavior - United States Marketing research - United States Demography - United States Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Includes index. Nota di contenuto CONTENTS; FOREWORD; INTRODUCTION; A WORD FROM THE AUTHOR; PART ONE: THE PARADE OF GENERATIONS: WHY AREN'T MARKETERS PAYING ATTENTION?; PART TWO: THE OLDER GENERATIONS; PART THREE: THE BABY BOOMERS: THE RADICAL-CHANGE GENERATION AND ITS IMPACT ON TODAY AND TOMORROW; PART FOUR: GENERATION X: THE OUTSIZE EXPECTATIONS OF A SMALL GENERATION; PART FIVE: GENERATION Y: THE GIANT ON THE HORIZON; PART SIX: THE GENERATION IMPACT OF SOCIAL ISSUES: APPENDIX A: APPENDIX B: APPENDIX C; APPENDIX D; INDEX; ABOUT THE AUTHOR; A myth-breaking book that will redefine who marketers see as their Sommario/riassunto most valuable customers.