Record Nr. UNINA9910465744603321 Online consumer behavior: theory and research in social media, **Titolo** advertising, and e-tail / / edited by Angeline G. Close Pubbl/distr/stampa New York:,: Routledge,, 2012 **ISBN** 1-280-66491-6 9786613641847 0-203-12391-3 1-136-34222-2 Descrizione fisica 1 online resource (401 p.) Altri autori (Persone) CloseAngeline Disciplina 381/.142 Soggetti Consumer behavior Internet marketing Electronic commerce - Psychological aspects Electronic books. 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 Cover; online consumer behavior: theory and research insocial media. advertising, and e-tail; Copyright; Contents; Foreword; Preface; About the editor; About the Contributors; Section I Consumers' Online Identity: 1 Snapshots of the Self: Exploring the Role of online Mobile Photo Sharing in identity Development Among Adolescent Girls; 2 Source Characteristics in online Shopping: Do Avatar Expertise, Similarity, and Attractiveness Affect Purchase outcomes?; 3 overcoming Human Limits Through the Satisfaction of Desires on Virtual Worlds; Section II Social Media, Blogs, and Privacy Issues 4 Managing new Media: Tools for Brand Management in Social Media5 Consumer Activism Through Social Media: Carrots Versus Sticks; 6 Authenticity in online Communications: Examining Antecedents and Consequences; 7 Web 2.0 and Consumers' Digital Footprint: Managing Privacy and Disclosure Choices in Social Media; Section III Online

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Sommario/riassunto

Social media (e.g., Facebook, LinkedIn, Groupon, Twitter) have changed the way consumers and advertisers behave. It is crucial to understand how consumers think, feel and act regarding social media, online advertising, and online shopping. Business practitioners, students and marketers are trying to understand online consumer experiences that help instill brand loyalty. This book is one of the first to present scholarly theory and research to help explain and predict online consumer behavior.