1. Record Nr. UNINA9910782445203321 Autore Velayudhan Sanal Kumar <1955-> Titolo Rural marketing [[electronic resource]]: targeting the non-urban consumer / / Sanal Kumar Velayudhan Los Angeles; ; London, : Response, 2007 Pubbl/distr/stampa 93-5150-001-2 **ISBN** 1-281-96541-3 9786611965419 81-7829-975-5 Edizione [2nd ed.] Descrizione fisica 1 online resource (251 p.) 658.800954/091734 Disciplina 658.8700954091734 Soggetti Marketing - India Consumer behavior - India India Rural conditions Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di bibliografia Includes bibliographical references (p. [242]-249). Nota di contenuto Cover; Contents; Preface to the Second Edition; Preface to the First Edition: Rural Marketing: Profile of the Rural Market: Rural Consumer: Researching Rural Markets; Value Offering; Communicating in the Rural Market Landscape; Communication; Operationalising Communication Strategy; Retailer as a Route to the Rural Market; Haats, Melas and Mobile Traders; Access the Rural Consumer; A Competitive Strategy for Rural Markets; Appendix; Bibliography; About the Author Sommario/riassunto This highly practical and informative book provides unique insights into the essential. features of rural markets in India as well as challenges posed by the rural consumer. Retaining the managerial perspective of the first edition, this second edition. has been thoroughly revised and expanded, and examines in greater detail the concept. of rural markets and rural marketing. It also contains numerous short cases to. illustrate how social and cultural habits influence rural consumer behaviour. The

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