1. Record Nr. UNINA9910789038003321 Autore Minton Elizabeth A. Titolo Belief systems, religion, and behavioral economics: marketing in multicultural environments / / Elizabeth A. Minton and Lynn R. Kahle Pubbl/distr/stampa New York, New York (222 East 46th Street, New York, NY 10017): .: Business Expert Press, , 2014 **ISBN** 1-60649-705-7 Edizione [First edition.] Descrizione fisica 1 online resource (162 p.) Collana Economics collection, , 2163-7628 Disciplina 174 Soggetti Economics - Religious aspects Economics - Psychological aspects Multiculturalism in advertising Consumer behavior - Religious aspects Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Part of: 2014 digital library. Note generali Includes bibliographical references (pages 123-135) and index. Nota di bibliografia Nota di contenuto Preface -- 1. Behavioral economics and belief systems -- 2. Demystifying belief systems -- 3. Belief systems of the western world & interpretations for behavioral economics -- 4. Belief systems of the eastern world & interpretations for behavioral economics -- 5. The disconnect between belief systems and behavioral economics -- 6. Comparing belief systems: influences on behavioral economics -- 7. Comparing belief systems: influences on consumers -- 8. Managerial implications for businesses -- 9. Cases -- 10. Conclusion -- Appendix -- Notes -- References -- Index. Sommario/riassunto Religion is a topic that businesses often ignore, in spite of 70% of the world being religious. Whether the silence results from the taboo nature of the topic or the thought that religion is a separate domain from consumption and business, it cannot be denied that it has received scant attention. Many do not realize (or resist) the idea that religion is a key contributor to a consumer's core values, which then contribute to consumption decisions, voting practices, reaction to prosocial messages and public policy, as well as donating behavior.