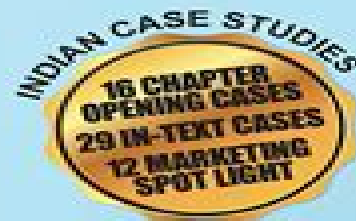
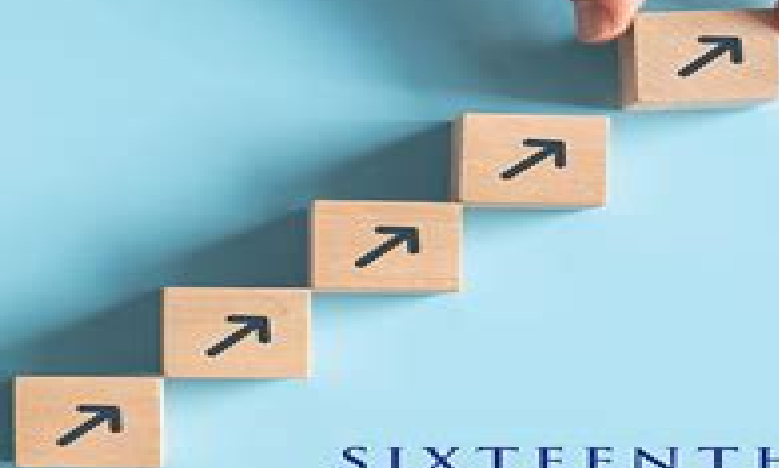


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**Consumer Dilemma to Purchase Hybrid Car** Kooi Chung Leng,Tooi Ai Chin,Abu Bakar A Hamid,2020-06-30 As

industrialisation continues to evolve exacerbating environmental problems such as global warming and climate change have raised the concern across the globe Road transport is primarily the most notable source of pollution in the world With the sophistication in environmental technology a variety of environmentally friendly products have been introduced in the market and hybrid vehicle is highly recommended However in Malaysia automotive market demand for hybrid vehicle is still considered very low compared to non hybrid vehicles and thus to conduct a study on consumer s adoption toward hybrid car is timely The study investigated the relationships between marketing mix 4Ps environmental concern governmental incentive and purchase intention of hybrid car in Malaysia A total of 372 valid samples were collected using convenience sampling technique The Structural Equation Modelling SEM by using Smart PLS was employed to investigate the significance of individual path correlations measurement model and overall fit of structural model The results of the study revealed that marketing mix 4Ps governmental incentive attitude subject norm and perceived behavioural control showed a significant and positive relationship with hybrid car purchase intention In addition environmental concern exhibits the moderation effect among those relationships

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**Marketing Management** John Mullins,Orville C. Walker,Harper W. Boyd,

Jr.,2012-01-31      ROI in Marketing: The Design Thinking Approach to Measure, Prove, and Improve the Value of Marketing  
Jack J. Phillips, Frank Q. Fu, Patricia Pulliam Phillips, Hong Yi, 2020-10-27 Get your bottom line results where you want them by putting your marketing campaigns and initiatives to powerful new use Marketing is all about understanding and serving your customers needs but how do you know that your events campaigns and communication initiatives are working at top effectiveness And how can you determine whether your marketing investments are reaping real rewards ROI Return on Investment is a performance measure used to evaluate the efficiency of all types of investments and in this powerful guide the team at the ROI Institute offer you a proven method for understanding your own marketing benchmarks as never before Drawing on real data collected from real cases of real companies in a variety of industries ROI in Marketing uses a data driven process to help you measure Input including types of projects audience reach number of customers costs and more Reactions of target groups to products services and messages Actions including how to process and monetize what the target group thinks believes and knows Business impact of actions taken by the target group and their influence on sales new accounts and profits ROI monetary benefits of marketing programs compared to costs Intangibles such as image reputation corporate social responsibility and more Packed with actionable results driven processes ROI in Marketing offers a powerful blueprint for transforming how you interact with your customers to get clear bottom line results      **Relationship between**

**Marketing Communication and Organizational Profitability. Research Proposal for a Case Study** Leslie Acheson Wey, 2021-08-06 Case Study from the year 2021 in the subject Business economics Operations Research language English abstract This paper contains a research proposal for a case study In his research the author wants to find out whether there is a correlation between marketing communication and the profitability of the company What are the impacts of effective marketing communication in profitability What are the practical opportunities that would enhance effective marketing communication What factors in marketing communications enable improves sales and revenue in an organization The paper describes the background to the study the problem statement and the research objectives questions and hypothesis It also gives an overview about literature methodology data collection and analysis and the planned structure of the final study It ends with a cost estimate for the research      Marketing Management in China Philip Kotler, Kevin Lane Keller, Taihong Lu, 2009

This adaptation provides hard to find and well researched China cases that offer insights while covering a wide variety of contexts spanning international companies operating in China to Chinese companies that are beginning to venture overseas

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