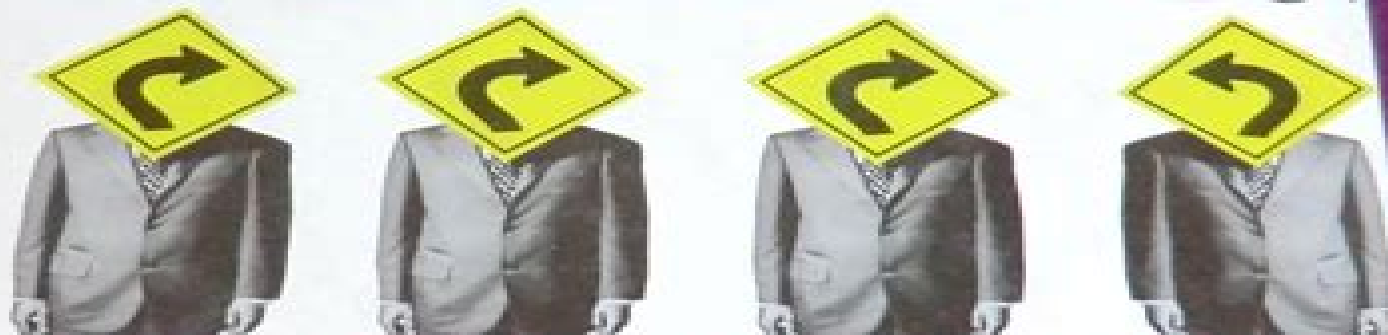


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SOCIAL MARKETING



STRATEGIES FOR CHANGING PUBLIC BEHAVIOR

PHILIP KOTLER

and
EDUARDO L. ROBERTO

Social Marketing Strategies For Changing Public Behavior

Robert Crocker, Steffen Lehmann



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SOCIAL MARKETING Philip Kotler, Ned Roberto, 1989-10-30 Outlines how groups devoted to social change can effectively utilize their resources to maximize results providing a marketing framework for social campaigning and targeting consumer groups

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Motivating Change: Sustainable Design and Behaviour in the Built Environment Robert Crocker, Steffen Lehmann, 2013-07-24 Today's most pressing challenges require behaviour change at many levels from the city to the individual This book focuses on the collective influences that can be seen to shape change Exploring the underlying dimensions of behaviour change in terms of consumption media social innovation and urban systems the essays in this book are from many disciplines including architecture urban design industrial design and engineering sociology psychology cultural studies waste management and public policy Aimed especially at designers and architects *Motivating Change* explores the diversity of current approaches to change and the multiple ways in which behaviour can be understood as an enactment of values and beliefs standards and habitual practices in daily life and more broadly in the urban environment

The SAGE Handbook of Social Marketing Gerard Hastings, Kathryn Angus, Carol Bryant, 2011-11-15 For the first time this benchmark handbook brings together a systematic framework and state of the art thinking to provide complete coverage of the social marketing discipline It presents a major retrospective and prospective overview of social marketing helping to

define and shape its current and future developments by examining the defining elements of social marketing their intellectual origins evolution current status and direction of travel discussing how these have been used in practice emphasising emerging areas and recent innovations and setting the agenda for future research and development in the discipline For academics this book will fill the gap in comprehensive social marketing literature while being of interest to policymakers and post graduate marketing and health studies students alike as it explores the idea that tools used to market fast moving consumer goods and financial services can also be applied to pressing social problems

Social Marketing in the 21st Century Alan R. Andreasen, 2006 This text is well grounded in scholarship synthesizes a number of streams of thought and then proposes thought provoking applications for an existing approach to social and behavioral change through social marketing It could be used with a number of courses and disciplines The level of detail use of various sources and the variety of examples make it appropriate for graduate level studies It can also serve the social marketing or behavior change practitioner who wishes to enhance or expand his or her field of practice to include upstream approaches Written by a highly regarded academic in the Social Marketing community Encourages Social Marketers to think beyond the downstream market of individuals whose behavior they are trying to influence to include the upstream market of individuals whose participation is needed to make changes Utilizes and synthesizes a number of different strands of scholarship the evolution of social problems the science of framing the process of social change social marketing history and elements etc

Social Sector Communication Jaishri Jethwaney, 2024-07-22 Communication advocacy and outreach are germane to the success of any organisation working in the social sector This book provides a robust conceptual framework that is required to understand the demands of the sector and suggests strategies and tools for those engaged in social sector communication This book not only highlights the theoretical underpinnings practice and skill of social sector communications in India but also provides an understanding of various skills and approaches required in communication including social marketing media advocacy social mobilisation grassroots communication and corporate social responsibility CSR With the aid of case studies it offers suggestions on how to plan campaigns write a concept note field report and press release and effectively use social media to achieve developmental programme goals This revised edition discusses the different perspectives of NGOs and programme implementers and helps in understanding the corporate NGO interface vis vis CSR projects This book will be useful to students of social work business and management preparing for roles in social enterprises It will also be of use to working professionals in the social sector

Business Management Practices Emerging Trends Dr G vani, Dr B Nagarjuna, Md Khwaja Moinoddin, Dr Bindu K Nambiar,

The Social Marketing Strategy Bernice Una Khan, 1992

Strategic Marketing for Nonprofit Organizations Philip Kotler, Alan R. Andreasen, 1991 Provides a conceptual and practical foundation for strategic marketing in non profit organizations emphasizing strategic evaluations positioning and market targeting Checklists case studies and sample materials are included The new edition includes a chapter on strategy and

social marketing **Issues in Science and Technology** ,1990 **Five-year Social Marketing Strategy for the Botswana Prevention of Mother-to-Child Transmission of HIV (PMTCT) Program** ,2005 **Annual Review of Public Health** ,1992 Effective Dissemination of Clinical and Health Information ,1994 *Journal of Marketing* ,1999

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