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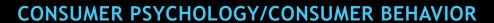
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From the classic Don't Mess With Texas to the 2025 Rare Beauty

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Case 3	Don't Wear Your Stockings; Spray Them
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Case 5	Rare Beauty: How A Brand Speaks Consumers' Language
Case 6	These Brands Are Showing Up in Strange Places!
Case 7	A "Boring" Shoe Brand Tries to Win Over New Yorkers
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Experiential Learning

Easy Stimuli to Kickstart Your Practice Projects

Social + Digital **Short Bursts of Action on**

Social Media

From Drawing Perceptual Maps to Crafting **Brand Personalities**

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SYLLABUS GLANCE

Master Sequence



FEATURES

- » Each chapter is written so that a prior reading of the preceding chapters is not required. This frees the reader to read the book in any sequence of one's choosing.
- » SPECIAL TOPICS can be read anytime in the sequence. All of them pertain to the "Inside the Consumer's Mind" module. Special Topic 1 provides insights based on "positivist" research; Topics 2 and 3 offer post-modernist perspectives.
- » Cases connect with topics across chapters (more specifics within) and can be interspersed as needed.
- » Resources R1 and R2 also require no knowledge of any prior chapters; however, re-reading them after reading a few chapters will add to your "take away."

SEQUENCE OPTION 2

External Environment and Demographics before Internal Influences



SEQUENCE OPTION 3

Consumer Decision Making before Internal Influences and External **Environment**







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