



# Consumer Behavior: Building Marketing Strategy, 12th Edition

By Del I. Hawkins, David L. Mothersbaugh

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*Consumer Behavior: Building Marketing Strategy* provides students with a usable, strategic understanding of consumer behavior. The authors believe that knowledge of the factors that influence consumer behavior can, with practice, be used to develop sound marketing strategy. As a consequence, the text integrates theory, strategy-based examples, and application.

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## **Consumer Behavior: Building Marketing Strategy, 12th Edition By Del I. Hawkins, David L. Mothersbaugh Bibliography**

- Sales Rank: #351684 in Books
- Brand: Brand: McGraw-Hill/Irwin
- Published on: 2012-02-24
- Ingredients: Example Ingredients
- Original language: English
- Number of items: 1
- Dimensions: 12.00" h x .1" w x 8.50" l, .1 pounds
- Binding: Hardcover
- 772 pages

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### **Editorial Review**

About the Author

**Del I. Hawkins BBA, MBA, PhD**

Del is C. H. Lundquist Professor of Marketing and Chair of the Marketing Department at the University of Oregon. He has served as Director of the MBA Program, Director of the Lundquist Center for Entrepreneurship, Director of the Oregon Executive MBA Program, Interim Director of the Museum of Art, and Associate and Acting Dean of the Lundquist College of Business at the University of Oregon. He has also taught at Southern Illinois University, Xiantan University (PRC), the Netherlands School of Business, in Boston University's Overseas Program, Xiamen University (PRC), and the Institute for International Studies and Training in Japan.

Del has written a number of business cases and numerous journal articles as well as three widely used college textbooks.

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