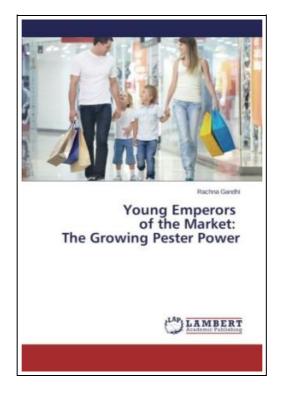
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Condition: New. Publisher/Verlag: LAP Lambert Academic Publishing | Marketers interested in age based segmentation are considering children as an important demographic segment. In recent times, children have been increasingly thought to exert an extraordinary influence on family purchase decisions leading to child-led families. Pester Power is no more a phenomenon restricted to a particular region or nation but transcends across borders as children have universally become more powerful than ever and wield a great influence over their parents. This book provides a conceptual understanding of Pester Power, its genesis and proliferation. Backed by an extensive literature review, this book will be useful for Research Scholars, Researchers and Academicians. A special highlight of the book is the amalgam of studies related to marketing to children with child development and socialization studies. | Format: Paperback | Language/Sprache: english | 120 pp.

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