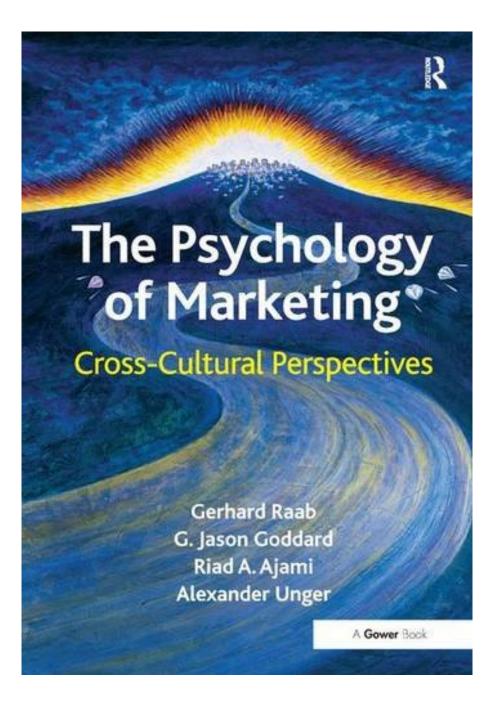


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'The Psychology of Marketing is a must read for advanced students of marketing as well as marketing professionals. Adopting the notion that 'there is nothing as valuable as good theory' the book provides a very comprehensive incisive overview of theories of psychology and their relevance to marketing and personnel management. Its currency is well illustrated by its treatment of recent developments in biological psychology and their applicability to marketing.' - Ram Baliga, John B. McKinnon Professor of Management, Wake Forest University, USA.

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Gerhard Raab is Professor of International Marketing and Management and Director of the Transatlantik-Institut at the Ludwigshafen University of Applied Sciences, Germany. G. Jason Goddard is the Vice President of Wachovia Corporation, Winston-Salem, N. Carolina, USA. Riad Ajami is Professor of International Management and Global Strategy at the Raj Soin College of Business, Wright State University, Dayton, Ohio, USA. Alexander Unger is a research assistant at the Transatlantik-Institut, Ludwigshafen University of Applied Sciences, Germany.

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