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winner of the taa 2017 textbook excellence award social media marketing deserves special kudos for its courage in tackling the

new frontier of social media marketing this textbook challenges its readers to grapple with the daunting task of understanding rapidly evolving social media and its users taa judges panel social media marketing was the first textbook to cover this vital subject it shows how social media fits into and complements the marketer s toolbox the book melds essential theory with practical application as it covers core skills such as strategic planning for social media applications incorporating these platforms into the brand s marketing communications executions and harnessing social media data to yield customer insights the authors outline the four zones of social media that marketers can use to achieve their strategic objectives these include 1 community e g instagram 2 publishing e g tumblr 3 entertainment e g candy crush saga 4 commerce e ggroupon this second edition contains new examples industry developments and academic research to help students remain current in their marketing studies as well as a new and improved user friendly layout to make the text easy to navigate the textbook also provides a free companion website that offers valuable additional resources for both instructors and students visit study.sagepub.com/smm readers of the book are also invited to join the authors and others online by using the hashtag *smm*

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previous ed entered under solomon michael r

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cutting edge and relevant to the local context this first australia and new zealand edition of hoyer consumer behaviour covers the latest research from the academic field of consumer behaviour the text explores new examples of consumer behaviour using case studies advertisements and brands from australia and the asia pacific region the authors recognise the critical links to areas such as marketing public policy and ethics as well as covering the importance of online consumer behaviour with significant content on how social media and smartphones are changing the way marketers understand consumers students grasp the big picture and see how the chapters and topics relate to each other by reviewing detailed concept maps marketing implications boxes examine how theoretical concepts have been used in practice and challenge students to think about how marketing decisions impact consumers considerations boxes require students to think deeply about technological research cultural and

international factors to consider in relation to the contemporary consumer opening vignettes and end of chapter cases give students real world insights into and opportunities to analyse consumer behaviour with extensive Australian and international examples providing issues in context

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