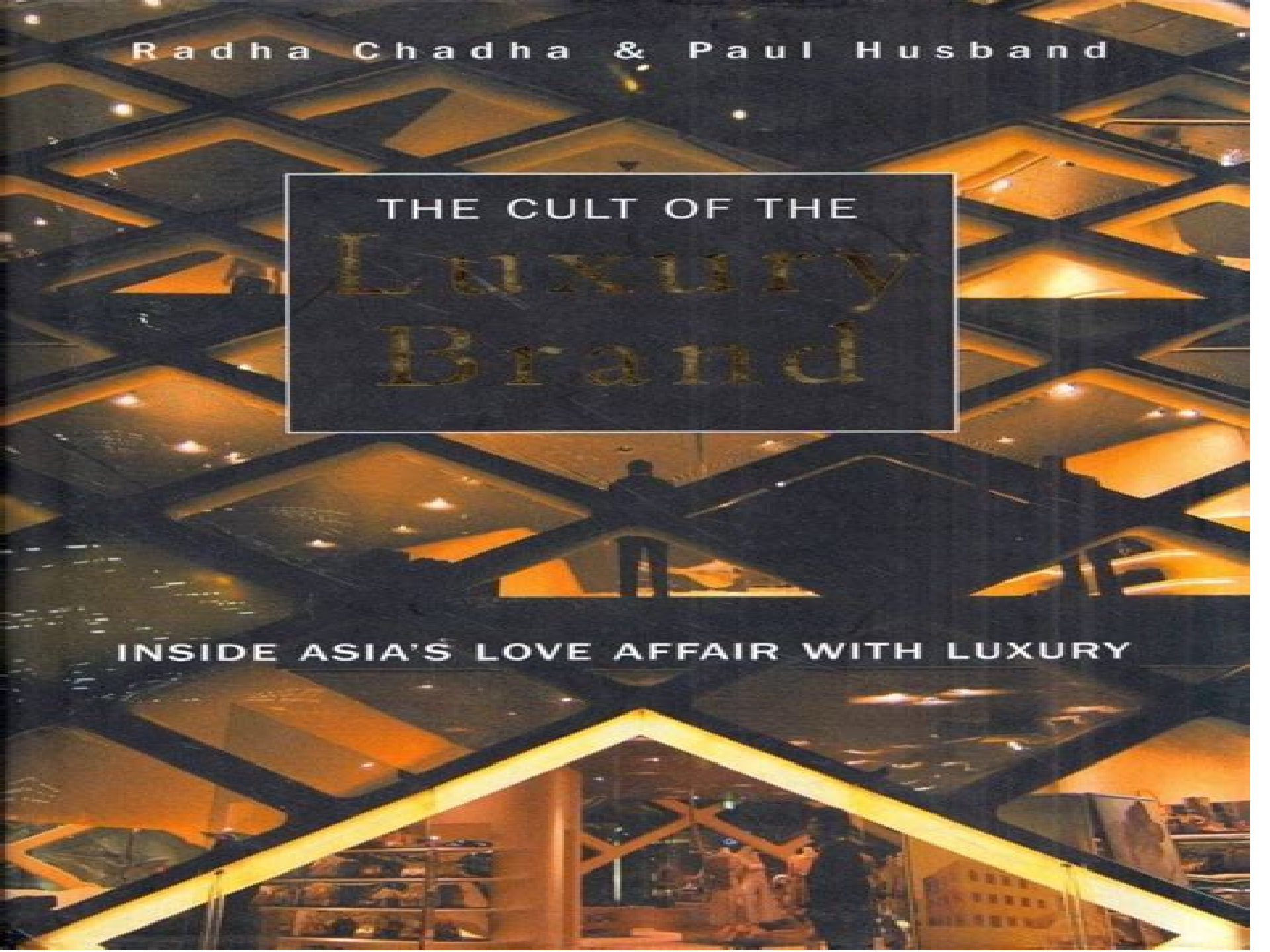




Radha Chadha & Paul Husband

THE CULT OF THE
Luxury
Brand

INSIDE ASIA'S LOVE AFFAIR WITH LUXURY

Cult Of The Luxury Brand Inside Asias Love Affair With Luxury

Jianjun Gao



Cult Of The Luxury Brand Inside Asias Love Affair With Luxury:

The Cult of the Luxury Brand Radha Chadha,Paul Husband,2006 With Hong Kong boasting more Gucci and Herm s stores than New York or Paris and 94% of young women in Tokyo owners of a Louis Vuitton bag the Asian consumer is a new target for brand creation The Cult of the Luxury Brand illuminates the mysterious inner workings of Asia s love affair with luxury for business professionals and intrigued consumers alike The Cult of the Luxury Brand Paul Husband,2010 The Cult of the Luxury Brand is the first book to explore how and why an amazing luxeplosion is rocking Asia sweeping up not just the glitzy upper crust but secretaries toting their Burberry bags junior executives sporting Rolex watches and university students in Ferragamo shoes Hong Kong boasts more Gucci and Hermes stores than New York or Paris China s luxury market is growing with such gusto that it will single handedly be the biggest by 2014 Even India the new kid on the luxury block has three month waiting lists for hot items while in Tokyo the epicenter of the cult 94 per cent of women in their 20s own a Louis Vuitton bag The cult of the luxury brand is so powerful that Asian consumers account for as much as half of the 80 billion global luxe industry Radha Chadha and Paul Husband explain the paradox of simultaneously pumping up your product s status while pumping it out to the masses They crack the code of the cult offering a tried and tested approach to creating an explosive following for your brand They outline a powerful model that explains the spread of luxury in developed markets such as Japan and Hong Kong while predicting the future course for emerging markets such as China and India They also examine the phenomenon of geniune fakes impossible to tell from the real thing but detracting from its sales Written by world leading experts in a highly accessible style the book draws on over 150 interviews with industry experts market studies in 10 countries and the authors collective experience across Asia It offers a glimpse of the thriving retail scene from glorious flagship stores in Tokyo to bustling local markets in Seoul and compares the various consumer segments to understand the inner motives for their obsession It demonstrates how the continent s massive economic and social transformation is dismantling centuries old ways of defining your place in society and how your spot on today s social totem pole is marked by your Chanel suit and your Cartier watch Whether you are a business professional targeting the Asian consumer a marketer interested in trend spotting or a shopper fascinated by luxury brands this book opens the door to success **Cult of the Luxury Brand** Radha Chadha,Paul Husband,2010-12-07 The first book to explore how and why an amazing luxeplosion is rocking Asia *A Study On The Factors Influencing The Purchase Behaviour Of High End Luxury Lifestyle Products* Sandeep Bhanot, Encyclopedia of E-Commerce Development, Implementation, and Management Lee, In,2016-03-31 The convenience of online shopping has driven consumers to turn to the internet to purchase everything from clothing to housewares and even groceries The ubiquity of online retail stores and availability of hard to find products in the digital marketplace has been a catalyst for a heightened interest in research on the best methods techniques and strategies for remaining competitive in the era of e commerce The Encyclopedia of E Commerce Development Implementation and

Management is an authoritative reference source highlighting crucial topics relating to effective business models managerial strategies promotional initiatives development methodologies and end user considerations in the online commerce sphere Emphasizing emerging research on up and coming topics such as social commerce the Internet of Things online gaming digital products and mobile services this multi volume encyclopedia is an essential addition to the reference collection of both academic and corporate libraries and caters to the research needs of graduate level students researchers IT developers and business professionals

Memorable Customer Experiences Joëlle Vanhamme,2016-04-22 Experiential marketing or memorable customer experiences is proving a popular tool amongst businesses seeking to make an impact in a competitive world Yet the scramble to achieve a presence among experience providers has led many companies to design and implement experiential marketing without integrating it with their overall marketing strategy These companies often end up dissatisfying their customers rather than delighting them This research anthology investigates different angles of experiential marketing The 16 chapters are organised in six sections The first section considers whether memorable customer experiences result from the use of traditional marketing practices perhaps implemented more effectively than previously or require entirely new practices with new foundations that turn companies into experience providers Section two details ways businesses seek to build brands through putting experiential marketing into practice while section three asks whether there are general principles that can be applied to the design of customer experiences which ensure successful outcomes whatever market you may operate in Section four examines how companies manage their customer experiences once they have made the strategic decision to provide them and section five looks at methods available to evaluate the success of these customer experiences Experiential marketing changes everything claim the management gurus but is it really so significant that not joining this race is dangerous The last section of the book offers a much needed critique of experiential marketing

Japanese Consumer Dynamics P. Haghirian,2010-11-24 Today Japan is still the second largest and most important consumer market in the world This book discusses the development of Japanese consumerism particularities of Japanese consumer behaviour and consumer rights new consumer groups and emerging trend in the Japanese market

Transcultural Marketing for Incremental and Radical Innovation Christiansen, Bryan,Yıldız, Salih,Yıldız, Emel,2013-11-30 As technology continues to drive innovation and impact societies across multiple national boundaries and cultures new approaches towards marketing products must be created and implemented to be successful in an era of hypercompetition Transcultural Marketing for Incremental Radical Innovation provides in depth discussion on tactics for improving existing products while inventing completely new products and product categories This publication will prove to be helpful for scholars practitioners and university students who wish to better understand the importance of marketing products and services across different cultures and multiple languages

What Chinese Want Tom Doctoroff,2012-05-22 What Chinese Want provides a sweeping look at contemporary Chinese consumer behavior how its

cultural influences separate it from the West and how marketers and businesses can harness the natural strengths of this age old civilization to succeed there Today most Americans take for granted that China will be the next global superpower But despite the nation s growing influence the average Chinese person is still a mystery or at best a baffling set of seeming contradictions to Westerners who expect the rising Chinese consumer to resemble themselves Here Tom Doctoroff the guiding force of advertising giant J Walter Thompson s JWT China operations marshals his 20 years of experience navigating this fascinating intersection of commerce and culture to explain the mysteries of China He explores the many cultural political and economic forces shaping the twenty first century Chinese and their implications for businesspeople marketers and entrepreneurs or anyone else who wants to know what makes the Chinese tick Dismantling common misconceptions Doctoroff provides the context Westerners need to understand the distinctive worldview that drives Chinese businesses and consumers including Why family and social stability take precedence over individual self expression and the consequences for education innovation and growth Their fundamentally different understanding of morality and why Chinese tolerate human rights abuses rampant piracy and endemic government corruption and The long and storied past that still drives decision making at corporate local and national levels Change is coming fast and furious in China challenging not only how the Western world sees the Chinese but how they see themselves From the new generation s embrace of Christmas to the middle class fixation with luxury brands from the exploding senior demographic to what the Internet means for the government s hold on power Doctoroff pulls back the curtain to reveal a complex and nuanced picture of a fascinating people whose lives are becoming ever more entwined with our own

Trending Now: New Developments in Fashion Studies Laura Petican, Mariam Esseghaier, Angela Nurse, Damayanthie Eluwawalage, 2019-05-15 This volume was first published by Inter Disciplinary Press in 2013 This volume includes a selection of papers presented at the Fourth Inter Disciplinary net conference Fashion Exploring Critical Issues held at Oxford University s Mansfield College in September 2012 The chapters offer a wide range of disciplinary perspectives to the field of fashion studies They include analyses of collective and individual identity global and local expressions nationalism modes of self presentation sustainability and ethical fashion developments in the luxury markets and various theoretical and conceptual considerations Its authors seek to challenge and contribute to commonly held understandings in fashion related to power dynamics in the fashion industry representations of gender and class fashion s historiography art and fashion socio political considerations fashion as material culture and fashion across media from literature to music and dance The goal of this collection is to advance knowledge in the field of fashion studies and to expand upon current socio cultural understandings of what constitutes the fashion world

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