



The Unmanageable Consumer

Yiannis Gabriel

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'This book was radically challenging when it was first published, and is only more so today as the concept of consumer collapses under the weight of its many meanings' - Madeleine Bunting, Columnist, The Guardian. Western-style consumerism appears unstoppable. Yet it has failed to deliver greater happiness and is now facing major environmental, population and political challenges. This book examines the key Western traditions of thinking about and being a consumer. Each chapter posits a consumer model with examples from the international community. Readers are invited to enter an exciting and radical analysis of contemporary consumerism which suggests that consumerism is fragile and consumers unpredictable. Updated with new material, this Second Edition looks at the impact of new technologies on consumerism and the consolidation of consumerism and 'consumer' language in spheres like education and health. The authors discuss the spread of consumerism to developing countries like India and the effect of demographic change and migration. The fallout from 9//11 and United States military hegemony is examined, as is the influence on consumerism of Islamic fundamentalism, the anti-globalization movement, environmental concerns and depleting natural resources. This book is of interest to advanced undergraduate, postgraduate and MBA students taking courses on behaviour, buyer behaviour, customer behaviour, consumers and society and retailing. Any one interested in better understanding consumerism will also find this book a fascinating read.

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