



Branding through Neuroscience

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ABSTRACT

The expansion of neuroscience to marketing. It examines brain reactions to ads, appeals and visuals influencing consumer behaviour. Consumer responses to different marketing initiatives are assessed using different neuromarketing techniques. This article covers the importance of neuromarketing, its techniques, and organisations' examples of neuromarketing...

Keywords: consumers, Neuromarketing, , decision-making process, positioning

1 Introduction

Neuroscience deals with nervous system structure and brain function, and neuromarketing is a combination of neuroscience and marketing that understands the emotional link with brand name that helps to organise, create and marketing campaigns. Neuromarketing is the study of advertising and branding reactions in the brain.

Various technologies such as FMI and electroencephalography are utilised to measure advertising messages' brain activity. This information helps companies to understand and motivate the customer decision-making process.

Even eye tracking is used to assess attentiveness and exciting additional facial coding that may monitor the movement of the muscular tissues of the face.

2 What approaches in neuromarketing are used to neuroscience?

A broad array of instruments and techniques for the measuring and mapping, and understanding of the reactions of our brain to various somatosensory stimuli, are neuro scientific methodologies and processes. The following approaches can provide emotional, cognitive, and behavioural information.

Neuromarketing studies are, however, not all neuroscience approaches.

Three categories may be classified into neuroscientific approaches used in business and advertising research:

- Techniques that record the activity of the brain.
- Techniques which record other activities.
- Other approaches which record conduct and behaviour.

3 Branding Neuromarketing

One of the most natural applications is applied neuromarketing. Finally, a brand is nothing more than a concept in a customer's heads. Contacts – employing products or services, Internet exhibition, conventional marketing, customer experiences etc. This concept is established through contacts.

See some of neuromarketing's most common research:

- Brand emotion: evaluates the emotion that a brand and its competitors have produced.
- Brand personality: evaluates a brand association or rivals of a number of assets for the brand.
- Single asset assessment: Association for evaluation

4 Numerous uses of Neuromarketing

- Sales point: analyses consumer behaviour and experience at a shop or mall.
- Animation: assesses experiences like museum visits, a TV show or film, virtual reality, a video game play, etc.
- Policy: research aiming, for example, to identify what is unconsciously linked with the party or candidate and what may enhance a pamphlet for speech or information.
- Industrial design: assesses the different designs of the product to discover areas for usability enhancement, aesthetics, etc.

5 Brands Using Psychology in Social Media Marketing

Social media is a fantastic field to be expanded by marketers. Many marketers in social media today use human psychology when marketing a brand on social media. In terms of vocabulary, we call it neuromarketing.

A thorough neuromarketing research must include how efforts and genuine effects of organisations are pushed on the present marketing arena. You may be startled to find that neuromarketing is not really a modern marketing method. The phrase was originally used in 2002 when neural activity experts began analysing and brain activity examining consumer ads or items.

6 Conclusion

For companies, it is therefore important that they understand, using various neuromarketing techniques and methods, the decision-making elements of customers, and therefore design marketing strategies that enable them to be placed onto the market successfully and effectively.

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