

Luxury Fashion Branding Trends Tactics Techniques

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Colour Forecasting for Fashion - Debra Johnston
Cob 2012-02-12

Colour is a powerful selling tool. It is the first thing to catch the consumer's eye in the shop

window. Get the colour choice wrong and an entire range can stay on the racks. So, how do colours arrive on the catwalk or the sales floor – and why do different companies all seem to choose similar colours each season? The answer lies in the work of the huge colour forecasting industry. With case studies that show the industry at work, this book breaks down the forecasting process – from how to put together a colour palette to colour theory and the way that colours behave – and helps you to build the combination of research and intuitive skills that a successful designer or forecaster needs.

Advertising and Branding: Concepts, Methodologies, Tools, and Applications - Management Association, Information Resources 2017-01-06

Effective marketing techniques are a driving force behind the success or failure of a particular product or service. When utilized correctly, such methods increase competitive advantage and customer engagement.

Advertising and Branding: Concepts, Methodologies, Tools, and Applications is a comprehensive reference source for the latest scholarly material on emerging technologies, techniques, strategies, and theories for the development of advertising and branding campaigns in the modern marketplace.

Featuring extensive coverage across a range of topics, such as customer retention, brand identity, and global advertising, this innovative publication is ideally designed for professionals, researchers, academics, students, managers, and practitioners actively involved in the marketing industry.

Internationalization of Luxury Fashion Firms - Andrea Runfola 2021-12-08

Internationalization is an essential component of the business model for luxury fashion companies. Hence, regardless of their size, luxury firms have to develop in foreign markets to seek global demand, build a global image, and manage distribution and communications

effectively. Filling a gap in current literature, this book examines the motives, processes, and forms assumed for the internationalization of luxury fashion companies and the relationship between internationalization and business models, with a focus on small and medium-sized enterprises (SMEs) and the specific challenges they face. The book proposes cases of Italian SMEs, being Italy a country that is globally recognized as a key player in the luxury fashion industry. Specifically, the authors link internationalization with business models and discuss the business model of luxury fashion SMEs, characterized by "genetic internationalization". Finally, the authors address the main theoretical and managerial implications emerging from their empirical research and discuss the applicability of this model to luxury companies in general. Offering a comprehensive and in-depth view of luxury fashion SMEs, this book is targeted to students, scholars and practitioners interested in luxury

firms, internationalization, and business models.

Digitalization in the Luxury Fashion

Industry - Anna Cabigiosu 2020-07-13

The luxury fashion industry is one of the best performing and fastest growing industries in today's business landscape, and is set to continue expanding over the next years.

Exploring the effects of digitalization, this book aims to increase our understanding of the key drivers of internal growth and competitiveness in luxury fashion firms. With a focus on the development of new brand strategies brought about by digitalization, the author outlines the need for business models to be redesigned in order to make use of social media and satisfy Millennial consumers. Offering case studies on leading luxury fashion brands, this timely book evaluates new digital technologies and strategies including omnichannel marketing, 3D printing and smart textiles. A must-read for those researching digital marketing and branding, as well as luxury or fashion

management, this book provides a much-needed and up-to-date analysis of a successful and digitally aware industry.

Fashion Management - Rosemary Varley
2018-10-30

This new textbook, authored by a team of expert researchers and lecturers based at the London College of Fashion, is one of the first in the field to examine strategic management in the context of the fashion industry, catering specifically for students hoping to work in the sector.

International in approach, the text covers all aspects of strategic management, from growth strategy and financial management to brand and supply chain management. Fashion

Management's engaging style, page design and pedagogical framework makes it accessible to students at all levels, while the authors' extensive expertise ensures that the content is always underpinned by rigorous academic research. Established key topics and significant contemporary issues - such as sustainability, the

digital, and corporate social responsibility - are considered from both a theoretical and practical perspective, with real-world examples drawn from high-profile, global fashion organisations. This is an ideal core textbook for those studying on undergraduate and postgraduate degree courses in fashion management and fashion marketing. The book will also be an important supplementary resource for courses in marketing, retailing and business studies, with the fashion industry providing an effective context for students to engage with the application of theory.

Management and Information Systems -
Bahattin KARADEMİR 2019-03-13

The Driving Trends of International Business in the 21st Century - Jessica Lichy
2019-06-10

Based on ongoing research at IDRAC Business School (France) and drawing from guest lectures at international partner universities, this volume

discusses the changing landscape of 21st century business. Written by scholars and practitioners across the globe, it covers a number of business-related issues, ranging from contemporary consumer trends to management styles, underscoring the notion of the global village and drawing attention to subtle differences. The book will appeal to undergraduates, postgraduates and managers who have an interest in how theories can be used to explain and identify the changes taking place in the global, online business environment. *New Perspectives in Luxury Branding* - Emerald Group Publishing Limited 2015-10-29

This collection of key articles offers insights across a range of sectors. Some of the things the book will explain include: - The influence of social media on the building of luxury brands - The effect of the consumption of counterfeit luxury goods on identity - The value of brand extension as a strategy in regards to luxury fashion brands

The Oxford Handbook of Luxury Business - Pierre-Yves Donzé 2022

This innovative volume brings together contributions from leading experts in the study of luxury to present the full range of perspectives on luxury business, from a variety of social science approaches. Topics include conceptual foundations and the evolution of the luxury industry; the production of luxury goods; luxury branding and marketing; distributing luxury; globalization and markets; and issues of morality, inequality, and environmental sustainability. The Oxford Handbook of Luxury Business is a necessary resource for all students and researchers of the field as well as for forward-thinking industry professionals.

Luxury Fashion Branding - U. Okonkwo 2016-01-18

This groundbreaking fashion branding and management text brings an analytical business dimension to the marketing and corporate techniques of the luxury fashion goods industry.

It will make engaging reading for anyone who wishes to learn about the captivating business of turning functional products into objects of desire.

Global Marketing Strategies for the Promotion of Luxury Goods - Mosca, Fabrizio 2016-03-31

Vast markets for high-symbolic-value goods serve as an expansive worldwide arena where luxury brands and products compete for consumer attention. As global luxury markets have grown and continue to grow, uncovering successful methods for maintaining brand image and consumer desire is critical to the success of high-end brands. *Global Marketing Strategies for the Promotion of Luxury Goods* explores the latest promotional trends, business models, and challenges within the luxury goods market.

Focusing on strategies for achieving competitive advantage, new market development, as well as the role of the media in luxury brand building, this timely reference publication is designed for use by business professionals, researchers, and

graduate-level students.

Sustainable Business: Concepts, Methodologies, Tools, and Applications - Management Association, Information Resources 2019-08-02

In the increasingly competitive corporate sector, businesses must examine their current practices to ensure business success. By examining their social, financial, and environmental risks, obligations, and opportunities, businesses can re-design their operations more effectively to ensure prosperity. *Sustainable Business: Concepts, Methodologies, Tools, and Applications* is a vital reference source that explores the best practices that promote business sustainability, including examining how economic, social, and environmental aspects are related to each other in the company's management and performance. Highlighting a range of topics such as lean manufacturing, sustainable business model innovation, and ethical consumerism, this multi-volume book is

ideally designed for entrepreneurs, business executives, business professionals, managers, and academics seeking current research on sustainable business practices.

Brand Management and Marketing of Luxury Goods - Lucie Scholz 2014

The marketing of luxury brands is a highly complex and difficult task and differs strongly from the management of ordinary brands. At the heart of the difficulty lies a paradox: To increase sales and at the same time to preserve exclusivity. A luxury brand has to be anchored in the heads of as many people as possible and be desired but it must remain inaccessible to most of them. The more a luxury brand or good gets actually purchased, the more it loses its aura of exclusivity, its attractiveness and its 'dream value'. The purpose of this book is to analyze the specificities of the management and marketing of luxury brands in comparison to ordinary brands. The analysis will mainly focus on the four elements of the marketing mix, namely

product, place, price and promotion. A detailed analysis of the four elements will disclose the particularities of luxury brands and present the requirements of successful luxury brand management which is able to overcome the difficulties resulting from the mentioned paradox.

Advances in Fashion and Design Research - Ana Cristina Broega 2022-10-19

This book offers a multidisciplinary perspective on research and developments at the interface between industrial design, textile engineering and fashion. It covers advances in fashion and product design, and in textile production alike, reporting on smart and sustainable industrial procedures and 3D printing, issues in marketing and communication, and topics concerning social responsibility, sustainability, emotions, creativity and education. It highlights research that is expected to foster the development of design and fashion on a global and interdisciplinary scale. Gathering the

proceedings of the 5th International Fashion and Design Congress, CIMODE 2022, held on July 4-7, 2022, in Guimarães, Portugal, this book offers extensive information and a source of inspiration to both researchers and professionals in the field of fashion, design, engineering, communication as well as education.

Harnessing Omni-Channel Marketing Strategies for Fashion and Luxury Brands - Wilson Ozuem
2019-11-15

This book provides a contemporary theoretical insight into the fashion and luxury industry, addressing potential gray areas within the literature. The authors analyze the luxury and fashion industry using multiple perspectives, allowing for a critical comprehensive overview of the phenomenon across diverse streams. The book provides insight into fashion and luxury retailing in the context of both online and brick and mortar retailers based on a variety of market scenarios. It deciphers the rationale of customer behavioral and decision making in

online and offline luxury and fashion purchasing contexts. It provides an overview of the challenges that the industry faces with the advent of the evolving omni-channel environment. The multiple theoretical and practical nuances of the fashion and luxury industry are presented. In this sense, the book is a fundamental reference point for the students and academics. This book will be of interest to practitioners in the fashion and luxury retailing sectors. Also, many policy makers will find the conceptual and exploratory insight of this book relevant to their organizational and retailing policies. The new knowledge that is produced in this book is a ground breaker in the fashion and luxury literature. It offers insight from both theoretical and practical perspectives from both retailer and customer perspectives.

The Art of Digital Marketing for Fashion and Luxury Brands - Wilson Ozuem
2021-07-17

This book explores omnichannel fashion and luxury retailing with a particular emphasis on

the role of computer-mediated marketing environments in determining a consumer's purchase and post-purchase trajectories. The fashion industry has evolved rapidly over the last few years with the diffusion of fast fashion and luxury democratization, not to mention the advent of ICT and the development of communication. Today, fashion companies face new challenges, such as how to manage brands and how to choose between marketplaces and digital marketspaces. While some companies focus on one channel selection, others embrace the omnichannel choice and look for a balance between the two environments. Whatever the strategy, it is essential to manage these touch-points in order to create interaction between consumers and brands, provide meaningful customer experiences, and to maximize customers' engagement. An insightful read for scholars in marketing, fashion and retail, this book investigates the triangulation between branding, marketplace, and marketpace and its

impact on the organization.

Luxury the Chinese Way - S. Rovai 2016-04-08
China's love for luxury is not a phenomenon brought on by the contemporary luxury market, but has been a part of Chinese culture and history for generations. The Chinese luxury industry is again re-emerging along modern cultural and socio-economic contexts, and is taking the market by storm. *Luxury the Chinese Way* identifies the main strengths and opportunities associated with the Chinese luxury market, explains the influence of 'Chinese characteristics' on its development and mode of operations, and reflects on the challenges associated with diverse consumption orientations. Using references from the fields and real-life data, this book provides a comprehensive overview on China's innovation in luxury, and is an important contribution to the study of the phenomenon that is the global luxury industry.

The Emerald Handbook of Luxury

Management for Hospitality and Tourism -

Anupama S. Kotur 2022-01-25

The Emerald Handbook of Luxury Management for Hospitality and Tourism brings together global philosophies, principles and practices in luxury tourism management, exploring the changing paradigms of the upcoming post-pandemic global luxury travel market.

Fashion Capital: Style Economies, Sites and Cultures -

Jess Berry 2020-05-06
Originating from the 2nd Global Fashion Conference hosted by Inter-Disciplinary.Net in Oxford, UK 2010.

The Luxury Strategy - Jean-Noël Kapferer
2012-09-03

The Luxury Strategy, written by two world experts on the subject, provides the first rigorous blueprint for the effective management of luxury brands and companies at the highest level. It rationalizes those business models that have achieved profitability and unveils the original methods that were used to transform

small family businesses such as Ferrari, Louis Vuitton, Cartier, Chanel, Armani, Gucci, and Ralph Lauren into profitable global brands. By defining the differences between premium and luxury brands and products, analysing the nature of true luxury brands and turning established marketing 'rules' upside down, it has established itself as the definitive work on the essence of a luxury brand strategy. This fully revised second edition of The Luxury Strategy explores the diversity of meanings of 'luxury' across different markets. It also now includes a section on marketing and selling luxury goods online and the impact of social networks and digital developments, cementing its position as the authority on luxury strategy.

Academic Brands - Mario Biagioli 2022-05-31
The first comprehensive analysis of the emergence of academic brands, this book explores how the modern university is being transformed in an increasingly global economy of higher education where luxury is replacing

access. More than just a sign of corporatization and privatization, academic brands provide a unique window on the university's concerns and struggles with conveying 'excellence' and reputation in a competitive landscape organized by rankings, while also capitalizing on its brand to generate revenue when state support dwindles. This multidisciplinary volume addresses topics including the uniqueness of academic brands, their role in the global brand economy of distinction, and their vulnerability to problematic social and political associations. By focusing on brands, the volume analyzes the tensions between the university's traditional commitment to public interest values - education, research, and the production of knowledge - and its increasingly managerial culture framed by corporate, private values. Available as Open Access on Cambridge Core.

The Artification of Luxury Fashion Brands - Marta Massi 2020-06-18

Despite being vastly different both socially and

economically, art and fashion are increasingly converging to collaborate in mutually advantageous ways. This book discusses the mutual benefits of collaboration through analysis of successful case studies, including corporate art collections and museums, patronage and sponsorship initiatives, and art-based brand management in the fashion sector. It provides a categorization of the strategies that fashion firms employ when they join the art world and illustrates how art and fashion brands can interact strategically at different levels. This book will be a valuable resource to researchers, providing an enhanced understanding of the potential of artification for managing brands and products.

[Handbook of Sustainable Luxury Textiles and Fashion](#) - Miguel Angel Gardetti 2015-08-10

The first volume of this handbook explores different aspects of sustainable luxury textiles and fashion, broadly based on the following topics: Sustainability and business management,

Value chain management, Use of materials and Sustainable production processes.

Fashion Communication - Teresa Sádaba 2021

These conference proceedings are the output of one of the first academic events of its nature happening globally, targeting fashion from a communication sciences perspective, including, in a broad sense, cultural heritage studies and marketing. The chapters present theoretical and empirical interdisciplinary work on how various communication practices impact the fashion industry and on societal fashion-related practices and values. The special focus of this volume is how digital transformation is changing the field and its utility to practitioners. Using these academic insights, practitioners can understand the core causes and reasons for trends and developments in the field of fashion communication and marketing.

Global Luxury - Pierre-Yves Donzé 2017-10-05

This book explores the luxury industry and how it has undoubtedly been one of the fastest-

growing sectors since the 1970s, and one in which Europe has managed to strengthen its competitiveness in the world market. While many aspects of globalization remain abstract and intangible, the luxury industry has created markets where previously there were none, by educating Japanese about the history of French handbags, Chinese about the finest wines, and setting global standards for an elite, inspirational lifestyle. In this edited volume, a wide range of scholars comes together to analyze the history of the business and the innovations in management and marketing that have emerged from it. Invaluable for scholars, industry figures, and dilettantes alike, it will define the field of study for years to come.

Interpretations of Luxury - Linda Lisa Maria Turunen 2017-09-15

Exploring the elements that constitute the perceived luxuriousness of a brand, this book addresses the changing definitions of the term 'luxury' in today's world. Taking the approach

that the concept of luxury evolves from the consumer, the author introduces a conceptual model which explains how the consumer interprets the luxuriousness of a brand. This innovative study analyses the key elements that influence luxury branding, such as extended product, perceived uniqueness, authenticity and context specificity. By critically reflecting on the existing definitions of luxury and its challenges, this book makes a unique contribution to research and an essential read for marketing students and scholars.

Luxury, Lies and Marketing - M. Sicard
2013-12-15

Uncovers the truth about luxury brand marketing and shows that like any other commercial brand, they manipulate and influence their customers with traditional commercial techniques. Full of case studies and practical tools for understanding luxury brand marketing the author provides frameworks to help companies with their own branding

strategy

Fashion Brand Internationalization - Byoungho Jin
2016-06-28

The first volume in the Palgrave Studies in Practice: Global Fashion Brand Management series, this book provides a comprehensive view on the internationalization of fashion brands, offering unique academic and managerial insights into how fashion brands in diverse sizes can build and sustain their businesses in competitive global marketplaces. It explores the theories and trends occurring within the fashion industry, one of the most active sectors of internationalization. The majority of global fashion brands operate beyond their home countries, yet not much is known about the ventures that generate more than half of their revenues. This book takes a critical look at the global-by-nature fashion industry through a collection of actual cases from multiple countries and cultural backgrounds.

Engaging with Fashion - Federica Carlotto

2018-11-26

This book is a modern exploration of how we engage with fashion today through the fields of Fashion, Dress, Material Culture, Fashion Management & Communication.

Global Branding: Breakthroughs in Research and Practice - Management

Association, Information Resources 2019-07-05

To survive in today's competitive and globalized business environment, marketing professionals must look to develop innovative methods of reaching their customers and stakeholders.

Examining the relationship between culture and marketing can provide companies with the data they need to expand their reach and increase their profits. *Global Branding: Breakthroughs in Research and Practice* provides international insights into marketing strategies and techniques employed to create and sustain a globally recognized brand. Highlighting a range of pertinent topics such as brand communication, consumer engagement, and

product innovation, this publication is an ideal reference source for business executives, marketing professionals, business managers, academicians, and researchers actively involved in the marketing industry.

Understanding Luxury Fashion - Isabel Cantista
2019-11-08

Offering an original contribution to the field of luxury and fashion studies, this edited collection takes a philosophical perspective, addressing the idea that humans need luxury. From this framework it delves deep into two particular dimensions of luxury, emotions and society, and concludes with cases of brand building in order to illustrate the two dimensions at work.

Comparative analysis between countries is brought together with an emphasis on China. Chapters address the ongoing growth in the market, as well as the significant changes in the sector brought about by fast international expansion and an increased focus on ethical supply and sustainability, making the book an

insightful read for scholars of fashion business, luxury and branding.

Luxury Fashion Branding - U. Okonkwo
2007-05-03

This groundbreaking fashion branding and management text brings an analytical business dimension to the marketing and corporate techniques of the luxury fashion goods industry. It will make engaging reading for anyone who wishes to learn about the captivating business of turning functional products into objects of desire.

Luxury Online - Uché Okonkwo 2010-02-26

This new book focuses on the analysis of the online strategy and development of the luxury industry, tracing the evolution of the Internet from a means of communication to a trade and distribution channel. The author provides a comprehensive evaluation and a critical assessment of the tactics required for the management of luxury brands online.

Vintage Luxury Fashion - Daniella Ryding

2018-03-27

Providing a critical insight into the growth of the secondhand luxury and vintage fashion industry, this book offers a compendium of business developments from across the globe, including examples from Europe, the Middle East and Asia. The 'pre-loved or pre-owned' clothing trade has grown as an economic entity, providing a living for over 100,000 people and creating a desirable and essential clothing source in under-developed economies. By debating and deliberating contemporary cases, the authors illustrate how companies can optimise key managerial activities surrounding product branding, location marketing and supply chain buying. This timely collection is an important read for anyone involved in fashion, but particularly those interested in the retail and marketing perspective of the industry, as it explores an emerging and significant retail format.

Developing Successful Global Strategies for

Marketing Luxury Brands - Mosca, Fabrizio
2021-03-26

In recent times, the advent of new technologies, the concerns about sustainability, and the new tastes of the youngest generations of luxury consumers have affected the traditional dynamics of the luxury goods markets. These emerging issues have caused significant changes in the marketing of luxury goods. Sustainable development is not a new practice in the luxury market but is of increasing importance. The real challenge is for luxury companies to overcome the residual corporate social responsibility perspective to embrace a real integration of environmental, ethical, and social concerns into the corporate strategy. Integrated output and sustainable processes, the introduction of non-financial reporting as operational practice, and a new orientation to circular economy practices are emerging issues that still today request for a deeper exploration both on the academic and managerial point of view. Digitalization is

another relevant issue that is reshaping the business model of luxury companies. Big data, blockchain, omnichannel experience, and digital customer experience represent the main digital challenges that luxury brand companies are facing nowadays. Luxury brands must keep up with these digital demands and sustainability concerns to maintain their position in the global market. *Developing Successful Global Strategies for Marketing Luxury Brands* upgrades the most relevant theoretical frameworks and empirical research about the marketing of luxury goods. This book is focused on contemporary issues affecting luxury industries such as digital transformation (blockchain, big data, analytics, innovation processes), sustainable development, changes in luxury consumers' behavior, integration between physical and online channels, and the development of social media marketing strategies. Chapters will cover areas of marketing, management, buyer behavior, and international business, creating a

multidisciplinary approach for this book. This book is ideal for scholars, local government agencies and public bodies, managers, luxury business owners, along with practitioners, stakeholders, researchers, academicians, and students who are interested in emerging issues affecting the luxury market, such as sustainability and digital transformation.

Fashion Branding and Communication -

Byoungho Jin 2017-04-26

This second volume in the Palgrave Studies in Practice: Global Fashion Management series focuses on core strategies of branding and communication of European luxury and premium brands. Brand is a critical asset many firms strive to establish, maintain, and grow. It is more so for fashion companies when consumers purchase styles, dreams and symbolic images through a brand. The volume starts with an introductory chapter that epitomizes the essence of fashion brand management with a particular emphasis on emerging branding practices,

challenges and trends in the fashion industry. The subsequent five cases demonstrate how a family workshop from a small town can grow into a global luxury or premium brand within a relatively short amount of time. Scholars and practitioners in fashion, retail, branding, and international business will learn how companies can establish a strong brand identity through innovative strategies and management.

Digital Marketing Strategies for Fashion and

Luxury Brands - Ozuem, Wilson 2017-10-31

Online shopping has become increasingly popular due to its availability and ease. As a result, it is important for companies that sell high-end products to maintain the same marketing success as companies selling more affordable brands in order keep up with the market. Digital Marketing Strategies for Fashion and Luxury Brands is an essential reference source for the latest scholarly research on the need for a variety of technologies and new techniques in which companies and brand

managers can promote higher-end products. Featuring coverage on a broad range of topics and perspectives such as brand communication, mobile commerce, and multichannel retailing, this publication is ideally designed for managers, academicians, and researchers seeking current material on effectively promoting more expensive merchandise using technology.

Handbook of Research on Global Fashion Management and Merchandising - Vecchi, Alessandra 2016-05-03

Innovation and novel leadership strategies have aided the successful growth of the fashion industry around the globe. However, as the dynamics of the industry are constantly changing, a deficit can emerge in the overall comprehension of industry strategies and practices. The Handbook of Research on Global Fashion Management and Merchandising explores the various facets of effective management procedures within the fashion industry. Featuring research on

entrepreneurship, operations management, marketing, business modeling, and fashion technology, this publication is an extensive reference source for practitioners, academics, researchers, and students interested in the dynamics of the fashion industry.

Finding New Ways to Engage and Satisfy Global Customers - Patricia Rossi 2019-04-01

This proceedings volume explores the new and innovative ways in which marketers find new global customers and build meaningful bridges to them based on their wants and needs in order to ensure high levels of customer satisfaction. Customer loyalty is ensured through continuous engagement with an ever-changing and demanding customer base. Global forces are bringing cultures into collision, creating new challenges for firms wanting to reach geographically and culturally distant markets, and causing marketing managers to rethink how to build meaningful and stable relationships with evermore demanding customers. In an era of

vast new data sources and a need for innovative analytics, the challenge for the marketer is to reach customers in new and powerful ways. Featuring the full proceedings from the 2018 Academy of Marketing Science (AMS) World Marketing Congress (WMC) held in Porto, Portugal, this volume provides current and emerging research from global scholars and practitioners that will help marketers to engage and promote customer satisfaction. Founded in 1971, the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory, research, and practice. Among its services to members and the community at large, the Academy offers conferences, congresses, and symposia that attract delegates from around the world. Presentations from these events are published in this Proceedings series, which offers a comprehensive archive of volumes reflecting the evolution of the field. Volumes

deliver cutting-edge research and insights, complementing the Academy's flagship journals, the Journal of the Academy of Marketing Science (JAMS) and AMS Review. Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science.

Advances in Luxury Brand Management -
Jean-Noël Kapferer 2017-09-21

Presenting some of the most significant research on the modern understanding of luxury, this edited collection of articles from the Journal of Brand Management explores the complex relationships consumers tie with luxury, and the unique characteristics of luxury brand management. Covering the segmentation of luxury consumers worldwide, the specificity of luxury management, the role of sustainability for luxury brands and major insights from a customer point of view, *Advances in Luxury Brand Management* is essential reading for upper level students as well as scholars and discerning practitioners.