



Laura Helena Hartmann (Autor)

Consumption Motives in Luxury Marketing

An Analysis of two Agricultural Markets: Equestrian Sports and Food

Laura Helena Hartmann

Consumption Motives in Luxury Marketing

**An Analysis of two Agricultural Markets:
Equestrian Sports and Food**



Cuvillier Verlag Göttingen
Internationaler wissenschaftlicher Fachverlag

<https://cuvillier.de/de/shop/publications/7017>

Copyright:

Cuvillier Verlag, Inhaberin Annette Jentzsch-Cuvillier, Nonnenstieg 8, 37075 Göttingen, Germany
Telefon: +49 (0)551 54724-0, E-Mail: info@cuvillier.de, Website: <https://cuvillier.de>

Contents

Contents	5
Short summary	7
Kurzzusammenfassung	8
Introduction	9
Chapter I: Personally-Oriented and Socially-Oriented Luxury Motives in Horse Sports	19
I. 1 Luxusaffinität deutscher Reitsportler – Implikationen für das Marketing im Reitsportsegment	19
I.2 Combining One-to-One-Marketing and High-End Luxury: Theory-building from Customized Luxury Saddles for Chinese Horse Riders	57
Chapter II: Luxury Food: Definition and Consumption Motives	95
II.1 Luxusmarketing bei Lebensmitteln: Eine empirische Studie zu Dimensionen des Luxuskonsums in Deutschland	95
II.2 Segmentation of German Consumers Based on Perceived Dimensions of Luxury Food	124
II.3 The Significance of Definitional Dimensions of Luxury Food	167
Chapter III: Excursus: Marketing Instruments in a Branch that is Associated with Luxury ..	203
III.1 Weiterentwicklung des Rankings im Reitsport – ein Experiment	203
III.2 Success Factors of Equestrian Tourism: Evidence from Germany	243
Summary and Discussion	257
Limitations and Outlook	277
Curriculum Vitae	279
Paper and Presentations	283
Acknowledgements	285