

Four Woodlock

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Fourt-Woodlock equation

Regarding the development of market share over time, the Fourt-Woodlock model differentiates between product trials and repeat purchases, whereas the Bass diffusion model describes the early phases of a product lifecycle in more mathematical terms, claiming to model the share of innovators and imitators among customers.

Fourt-Woodlock model □ Strategies for Uncertainty

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Louis A. Fourt, Joseph W. Woodlock Assistant Manager of the Statistical Control Department of the Consumer Panel Division of Market Research Corporation of America, Chicago Vice President of the Consumer Panel Division of MRCA, engaged in client service work

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