

Redcoon Electronic Trade SI in Retailing (Spain)

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Abstracts

Aware of the current trend in Spain of consumers checking out, seeking information on and trying appliances and electrical goods in store, but finally ordering these goods at a cheaper price over the internet, Redcoon opened a showroom in Barcelona at the beginning of 2013, which became a great success. Spanish consumers are attracted by cheaper online prices, but still prefer personal guidance when purchasing these types of products. The showroom combines all these factors: personal attention,...

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