

Compassion, Inc.: How Corporate America Blurs the Line between What We Buy, Who We Are, and Those We Help

Mara Einstein

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Pink ribbons, red dresses, and greenwashing—American corporations are scrambling to tug at consumer heartstrings through cause-related marketing, corporate social responsibility, and ethical branding, tactics that can increase sales by as much as 74%. Harmless? Marketing insider Mara Einstein demonstrates in this penetrating analysis why the answer is a resounding "No!" In Compassion, Inc. she outlines how causerelated marketing desensitizes the public by putting a pleasant face on complex problems. She takes us through the unseen ways in which large sums of consumer dollars go into corporate coffers rather than helping the less fortunate. She also discusses companies that truly do make the world a better place, and those that just pretend to.



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