

# Summary Consumer Behavior

## Chapter 1: Buying, Having and Being: An Introduction to Consumer Behavior

### Consumer Behavior: People in the Marketplace

**Demographics:** descriptive characteristics of a population like age, gender, income or occupation.

Knowledge of consumer characteristics plays an extremely important role in many marketing applications.

**Consumption communities:** where members share opinions and recommendations about anything.

**Market segmentation strategies:** an organization targets its product, service or idea only to specific groups of consumers rather than to everybody — even if it means that other consumers who don't belong to this target market aren't attracted to it.

Brands often have clearly defined images, or "personalities", that advertising packaging, branding and other marketing elements help to shape. This can create brand loyalty.

**Brand loyalty:** a bond between product and consumer that is difficult for competitors to break.

### What is Consumer Behavior?

Consumer behavior: the study of the process involved when individuals or groups select, purchase, use or dispose of products, services, ideas, or experiences to satisfy needs and desires.

### Consumer Behavior is a Process

Consumer behavior is an ongoing process.

**Exchange:** a transaction in which two or more organizations or people give and receive something of value. This is an integral part of marketing.

Although exchange theory remains an important part of consumer behavior, the expanded view emphasizes the entire consumption process, which includes the issues that influence the consumer before, during and after a purchase.

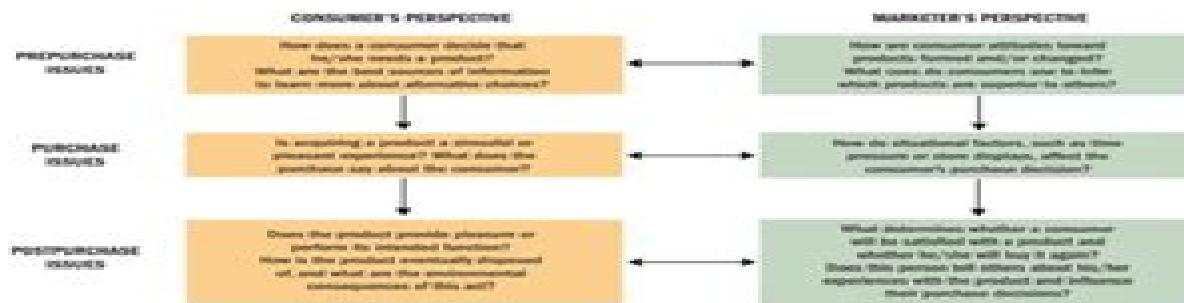


Figure 1.1 STAGES IN THE CONSUMPTION PROCESS

**Consumer:** a person who identifies a need or desire, makes a purchase and then disposes of the product during the three stages of the consumption process. The purchaser and user of a product might not be

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**William J. Carner, Frederick G. Crane**

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**Consumer Behaviour** Peter Young, Andrew Creed, 1999      **Consumer Behaviour** Ron M. Breth, 2000 Includes bibliographical references      **Consumer Behaviour**, 1999 Includes bibliographical references      *Consumer Psychology: A Study Guide to Qualitative Research Methods* Paul M.W. Hackett, Jessica Schwarzenbach, Uta Maria Jürgens, 2016-04-18 This book provides students with a clear and concise guide to studying undergraduate courses in qualitative consumer research and ethnography. The authors present the major qualitative research approaches used in consumer and marketing research as well as practical procedures and theoretical aspects of research design, report presentation, etc. In addition to that a weekly study guide including comprehensive reading lists completes the book      **IBPS SO Main Marketing Officer 15 Practice Sets (Complete study material) 2021** ,      **Consumer Behaviour Concepts** Pauline Farrell, 1999      Study Guide to Accompany Economics : Principles, Problems and Policies, Third Canadian Edition Bingham, Robert C, McConnell, Campbell R, W. H. (William Henry) Pope, 1984      **Study Guide for Use with Microeconomics, Ninth Canadian Edition** Torben Andersen, Robert C. Bingham, Campbell Robertson McConnell, William B. Walstad, 2002      Consumer Behaviour (RLE Consumer Behaviour) Gordon Foxall, 2014-12-05 This book is concerned with the application of the behavioural sciences, notably social psychology and sociology, to the study of consumer behaviour. The emphasis throughout is on making these sciences practical for the marketing manager by focusing on those aspects of consumer behaviour which prove useful for managerial decision making. The introduction defines the scope of the book in these terms and outlines a model for the consumer buying process. The book concludes with detailed models of consumer choice      CIMA Official Learning System Enterprise Operations Bob Perry, 2009-07-28 CIMA Official Learning Systems are the only textbooks recommended by CIMA as core reading. Written by the CIMA examiners, markers and lecturers, they specifically prepare students to pass the CIMA exams first time. Fully updated to reflect the 2010 syllabus, they are crammed with features to reinforce learning, including step by step coverage directly linked to CIMA's learning outcomes, fully revised examples and case studies, extensive question practice to test knowledge and understanding, integrated readings to increase understanding of key theory, colour used throughout to aid navigation. The Official Learning systems are the only study materials endorsed by CIMA. Key sections written by former examiners for the most accurate up to date guidance towards exam success. Complete integrated package incorporating syllabus guidance, full text recommended articles, revision guides and extensive question practice      Study Guide for Use with Marketing, Fifth Canadian Edition Gerard Edwards, Carla Gail Tibbo, 2003      **Study Guide for Use with Marketing, Fourth Canadian Edition** William J. Carner, Frederick G. Crane, 2000      **Study Guide to Accompany Economics, Third Canadian Edition** Beverly J. Cameron, Edwin G. Dolan, 1988      *Consumer Behavior* Nessim Hanna, Richard Wozniak, 2001 For courses in Consumer Behavior and Buyer Behavior in the departments of marketing and business administration. This text uses the latest research to provide a survey of the important topics in consumer behavior. It

then gets students involved by using Internet exercises cross functional perspectives and real life business oriented examples

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