

CONSUMER BEHAVIOUR

A EUROPEAN PERSPECTIVE

Fourth Edition



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experiences or ideas to satisfy needs and the impacts that these processes have on the consumer and society Although it is not necessary to memorize this definition it brings up some useful points Behavior occurs either for the individual or in the context of a group e.g. friends influence what kinds of clothes a person wears or an organization people on the job make decisions as to which products the firm should use Consumer behavior within European Community involves the use and disposal of products as well as the study of how they are purchased Product use is often of great interest to the marketer because this may influence how a product is best positioned or how we can encourage increased consumption Since many environmental problems result from product disposal e.g. motor oil being sent into sewage systems to save the recycling fee or garbage piling up at landfills this is also an area of interest Nowadays consumer behavior in EU involves services and ideas as well as tangible products The impact of consumer behavior on society is also of relevance For example aggressive marketing of high fat foods or aggressive marketing of easy credit may have serious repercussions for the national health and economy With the unifying of EU the impact is even bigger

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