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Consumer Behaviour Book

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Consumer Behavior Peter D. Bennett, Harold Haig Kassarian, 1972

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provides an invaluable resource to students researchers and instructors in social psychology consumer psychology consumer behavior and marketing Consumer Behaviour Matin A. Khan,2001 **Consumer Behaviour - SBPD Publications** Dr. Gaurav Agarwal,2021-11-20 1 Customer Meaning and Classification 2 Building Customer Satisfaction Through Quality Service and Value 3 Customer Lifetime Value and Profitability 4 Customer Relationship Management Tool for Attracting and Retaining Customers 5 Introduction to Consumer Behaviour 6 Consumer Research Process 7 Models of Consumer Behaviour 8 Individual Determinants Personal and Psychological Forces Affecting Consumer Behaviour 9 Influence of Culture on Consumer Behaviour 10 Social Factors Influence on Consumer Behaviour 11 Consumer Decision Making 12 Consumer Communication 13 Industrial Buying Behaviour 14 Industrial Buying Process Consumer Behavior Stefan Hoffmann, Payam Akbar, 2023-01-03 Detailed textbook with a focus on consumer behavior research This textbook addresses the central question of whether and in what way advertising has a lasting influence on the purchase decision process For this purpose it takes a look at the focus of consumer behavior and market research In the course of this the work conveys the basics of consumer behaviour in a comprehensible and clear language Why is the shopping cart fuller than planned Why does everyone want the latest smartphone so badly The authors Stefan Hoffmann and Payam Akbar address the following topics in their book Consumer Behaviour They begin with the understanding of the term and briefly outline the theoretical as well as methodological approach to consumer behaviour They then discuss influences on consumer behaviour which take place first and foremost within us Motivation emotion and cognition as well as attitude and decision They then show that behaviour differs systematically between different consumer groups For this purpose they consider influences from the social physical and media environment At the end of the consumer behavior book they illustrate how buying behavior is embedded in general societal developments and thus constantly changes over time This second edition of the book has been revised and updated by the authors Clear textbook for exam preparation with many practical aids The Consumer Behavior textbook is intended for students in the following disciplines Business Administration Psychology Communications Related disciplines It follows a consistent didactic concept as a reader you observe the fictional characters Lea and Ben in numerous consumption situations In this way you get to know essential theories and models in a lively way and close to everyday life The following elements also help you to quickly grasp and effectively learn the contents of the textbook Consumer Behaviour Case studies Descriptions of relevant studies QR codes to video content e g videos and websites This makes this book ideal for reviewing lectures and preparing for exams At the end of each chapter you will find questions for self monitoring and recommended reading

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