

A Focus on Consumer Behaviours and Experiences in an Online Shopping Environment

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Geoffrey Paul Lantos

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Consumer Behavior Patricia Huddleston, Stella Minahan, 2011-01-20 Women and shopping why is it important It s important because as a business owner you ve probably realized you re missing a market segment for your product and you re not sure who or why It's important because as a CEO you realize women have tremendous consumer spending power and are crucial to survival in the competitive retail industry in America This book details facts that could help any retailer or product manager including women control over 20 trillion in consumer spending they are better educated they have more financial power they have greater decision making abilities and they have more mobility than any previous generation Consumer Behavior Women and Shopping provides a fascinating insight into women's shopping habits and motivations their many choices about when and where to shop Retailers and business managers need to understand a woman's needs and wants in order to attract and maintain their business User Behavior in Ubiquitous Online Environments Pelet, Jean-Eric, Papadopoulou, Panagiota, 2013-09-30 As mobile technologies grow in popularity and widespread use more and more applications from banking software to online education make their way to smartphones tablets and other such mobile devices To be truly effective organizations must adapt to this changing online landscape and the paradigm of anytime anywhere access User Behavior in Ubiquitous Online Environments explores how users interact with mobile devices and applications in an array of contexts providing relevant theoretical frameworks and the latest empirical research on ubiquitous computing Within this reference researchers and professionals in fields such as computer science information technology education and library science will find a detailed discussion of implementing ubiquitous technologies in a variety of organizations and situations Web Systems Design and Online Consumer Behavior Yuan Gao, 2005-01-01 Web Systems Design and Online Consumer Behavior takes and interdisciplinary approach toward systems design in the online environment by providing an understanding of how consumers behave while shopping online and how certain system design elements may impact consumers perceptions attitude intentions and actual behavior This book contains theoretical and empirical research from expert scholars in a number of areas including communications psychology marketing and advertising and information systems This book provides an integrated look at the subject area as described above to further our understanding of the linkage among various disciplines inherently connected with one another in electronic commerce Handbook of Research on Retailing Techniques for Optimal Consumer Engagement and Experiences Musso, Fabio, Druica, Elena, 2019-10-11 In the world of economics and business engaging with loyal customers while also seeking out new potential customers is a must With the recent advancements of social media technology these operations have increased the need for more developed methods to mesh consumer business relationships and retention The Handbook of Research on Retailing Techniques for Optimal Consumer Engagement and Experiences is a thought provoking reference source that provides vital insight into the application of present day customer relationship management within the retail industry While highlighting topics such as

digital communication e retailing and social media marketing this publication explores in depth merchandiser knowledge as well as the methods behind positive retailer consumer relationships This book is ideally designed for managers executives CEOs sales professionals marketers advertisers brand managers retail experts academicians researchers and students

Hedonism, **Utilitarianism**, and **Consumer Behavior** Daniele Scarpi,2020-05-28 This book investigates the effects of utilitarian and hedonic shopping behavior drawing on original empirical research Consumers have been shown to shop in one of two ways they are either mainly driven by fun escapism and variety or by need and efficiency While previous literature has focused on the drivers of hedonic or utilitarian shopping this book explores the consequences of these styles of shopping and addresses their impact on perceived value money spent and willingness to return to the store in future The author synthesizes theories from previous studies applying them to two key retailing contexts intensive distribution and selective distribution Ultimately this book highlights the need for retailers to adopt a more consumer based perspective to improve shopping experiences It will prove useful for academics who want to gain a better understanding of hedonic and utilitarian behavior and also offers practitioners with useful insights on how to target different customer segments Food Heather Mair, Jennifer Sumner, 2017-10-02 Leisure and food seem to be a natural fit but the recent unprecedented focus on all aspects of food has not been reflected in the field of leisure studies. This book is the first to combine these vital aspects of human interest by exploring the interface between leisure and food in a number of areas For example it examines sports nutrition products which straddle the boundary between junk and food It also looks into hosting sustainable meals and what eaters can learn about sustainable food choices and food citizenship It visits ethnic restaurants and inquires about the authenticity of eatertainment experiences from both the supply and demand side And it takes up gardening while investigating questions of food security social capital gardening narratives and the role of place The book concludes with a dynamic reflection that sums up these leisure and food practices and sites and challenges us to continue these debates This book was published as a special issue of Leisure Loisir Handbook of Research on Consumer Behavior Change and Data Analytics in the Socio-Digital Era Keikhosrokiani, Pantea, 2022-06-24 The emergence of new technologies within the industrial revolution has transformed businesses to a new socio digital era In this new era businesses are concerned with collecting data on customer needs behaviors and preferences for driving effective customer engagement and product development as well as for crucial decision making However the ever shifting behaviors of consumers provide many challenges for businesses to pinpoint the wants and needs of their audience The Handbook of Research on Consumer Behavior Change and Data Analytics in the Socio Digital Era focuses on the concepts theories and analytical techniques to track consumer behavior change It provides multidisciplinary research and practice focusing on social and behavioral analytics to track consumer behavior shifts and improve decision making among businesses Covering topics such as consumer sentiment analysis emotional intelligence and online purchase decision making this premier reference source is a

timely resource for business executives entrepreneurs data analysts marketers advertisers government officials social media professionals libraries students and educators of higher education researchers and academicians The Routledge Companion to Consumer Behavior Analysis Gordon Foxall, 2015-08-20 The Routledge Companion to Consumer Behavior Analysis provides a unique and eclectic combination of behavioral cognitive and environmental perspectives to illuminate the real world complexities of consumer choice in a marketing oriented economy Edited by a leading authority in the field the contributing authors have created a unique anthology for understanding consumer preference by bringing together the very latest research and thinking in consumer behavior analysis This comprehensive and innovative volume ranges over a broad multi disciplinary perspective from economic psychology behavioral psychology and experimental economics but its chief focus is on the critical evaluation of consumer choice in the natural settings of affluent marketing oriented economies By focussing on human economic and social choices which involve social exchange it explores and reveals the enormous potential of consumer behavior analysis to illuminate the role of modern marketing oriented business organizations in shaping and responding to consumer choice This will be of particular interest to academics researchers and advanced students in marketing consumer behavior behavior analysis social psychology behavioral economics and behavioral Oualitative Research Methods in Consumer Psychology Paul Hackett, 2015-08-20 While consumer research is psychology founded on traditional quantitative approaches the insight produced through qualitative research methods within consumer settings has not gone unnoticed. The culturally situated consumer who is in intimate dialogue with their physical virtual and social surroundings has become integral to understanding the psychology behind consumer choices This volume presents readers with theoretical and applied approaches to using qualitative research methods in ethnographic studies looking at consumer behavior It brings together an international group of leading scholars in the field of consumer research with educational and professional backgrounds in marketing advertising business education therapy and health Researchers teaching faculty and students in the field of consumer and social psychology will benefit from the applied examples of qualitative and ethnographic consumer research this volume presents Proceedings of 20th International Conference on Industrial Engineering and Engineering Management Ershi Qi, Jiang Shen, Runliang Dou, 2013-12-17 The International Conference on Industrial Engineering and Engineering Management is sponsored by the Chinese Industrial Engineering Institution CMES which is the only national level academic society for Industrial Engineering The conference is held annually as the major event in this arena Being the largest and the most authoritative international academic conference held in China it provides an academic platform for experts and entrepreneurs in the areas of international industrial engineering and management to exchange their research findings Many experts in various fields from China and around the world gather together at the conference to review exchange summarize and promote their achievements in the fields of industrial engineering and engineering management For example some experts pay special attention to the current state of the

application of related techniques in China as well as their future prospects such as green product design quality control and management supply chain and logistics management to address the need for amongst other things low carbon energy saving and emission reduction They also offer opinions on the outlook for the development of related techniques The proceedings offers impressive methods and concrete applications for experts from colleges and universities research institutions and enterprises who are engaged in theoretical research into industrial engineering and engineering management and its applications As all the papers are of great value from both an academic and a practical point of view they also provide research data for international scholars who are investigating Chinese style enterprises and engineering management

Consumer Behavior in Action Geoffrey Paul Lantos, 2015-01-28 Consumer Behavior in Action is a down to earth highly engaging and thorough introduction to consumer behavior It goes further than other consumer behavior textbooks to generate student interest and activity through extensive use of in class and written applications exercises Each chapter presents several exercises in self contained units each with its own applications Learning objectives background and context are provided in an easy to digest format with liberal use of lists and bullet points Also included in each chapter are a key concepts list review questions and a solid summary to help initiate further student research. The author's practical focus and clear conversational writing style combined with an active learning approach make this textbook the student friendly choice for courses on consumer behavior Handbook of Consumer Behavior, Tourism, and the Internet Juline E. Mills, Rob Law, 2013-07-04 Make the most of your online business resources The growing acceptance and use of the Internet as an increasingly valuable travel tool has tourism and hospitality businesses taking a critical look at their business to customer online environments while pondering such questions as How do I get people to visit my Web site Is my Web site attracting the right kind of e consumers and How do I turn browsers into buyers The Handbook of Consumer Behavior Tourism and the Internet analyzes the latest strategies involving Internet business applications that will help you attractand keeponline travel customers Researchers from the United States Europe and Asia present the latest findings you need to make the right decisions regarding long term e commerce development and planning The Handbook of Consumer Behavior Tourism and the Internet examines vital issues affecting the travel and tourism industry from an online perspective This book analyzes the latest theory and research on general online buyer characteristics the differences between online and offline consumer behavior the differences between broadband and narrowband users the online search process quality and perception of lodging brands and Web site design maintenance and development Each section of the book includes a model diagram that serves as an overview of the topic followed by a thorough discussion on the topic from several sources Each section ends with commentary on the areas where future research is needed. The book s contributors use a variety of research methodologies ranging from qualitative data analyses using artificial neutral network analysis to experimental design non parametric statistical tests and structural equation modeling Topics examined in the Handbook of Consumer Behavior Tourism and the

Internet include the need for businesses to use internal examinations to determine and meet online consumer needs the emerging field of e complaint behaviorconsumers taking to the Web to voice complaints about travel services how to use e tools to measure guest satisfaction how to measure consumer reaction to Web based technology the Internet's impact on decision making for travel products and how to use e mail marketing electronic customer relationship management eCRM Web positioning and search engine placement The Handbook of Consumer Behavior Tourism and the Internet is equally valuable as a classroom resource or professional reference providing up to date material on Internet applications and their impact on consumers and e commerce Human-Computer Interaction. User Experience and Behavior Masaaki Kurosu, 2022-06-16 The three volume set LNCS 13302 13303 and 13304 constitutes the refereed proceedings of the Human Computer Interaction thematic area of the 24th International Conference on Human Computer Interaction HCII 2022 which took place virtually in June July 2022 The 132 papers included in this HCI 2022 proceedings were organized in topical sections as follows Part I Theoretical and Multidisciplinary Approaches in HCI Design and Evaluation Methods Techniques and Tools Emotions and Design and Children Computer Interaction Part II Novel Interaction Devices Methods and Techniques Text Speech and Image Processing in HCI Emotion and Physiological Reactions Recognition and Human Robot Interaction Part III Design and User Experience Case Studies Persuasive Design and Behavioral Change and Interacting with Chatbots and Virtual Agents Essays on congruence theory in marketing Robér Rollin, 2022-09-30 Digital products are intangible goods mainly presented visually and acoustically to consumers in the form of videos images texts and music that can be bought downloaded or streamed via various web stores Their consumption primarily fulfills hedonic needs Before purchasing a consumer s interaction with a digital product is always mediated by technology Therefore consumers cannot directly judge the quality through touch and feel experiences This book diminishes the ability to evaluate digital products Therefore his thesis seeks to answer which product attributes have an impact on consumers product evaluation and purchase Proceedings of the 2000 Academy of Marketing Science (AMS) Annual Conference Harlan E. Spotts, H. intention Lee Meadow, 2014-11-05 Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy s flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science This volume includes the full proceedings from the 2000 Academy of Marketing Science AMS Annual Conference held in Montreal Canada Sustainable Digital Technology and Ethics in an Ever-Changing Environment Muneer Al Mubarak, 2025-08-02

Digital technology contributes to sustainability as it positively impacts society and environment improves efficiency and minimizes waste It is best functioned when ethics in technology and privacy are fully considered Digital ethics deals with the impact of digital information on societies and the environment Issues that are of concern include privacy information overload Internet addiction and robotics Digital ethics pays special attention to developing rules and moral guidelines that individuals and companies should follow when interacting with technology Digital ethics gives guidelines on what is the right thing to do and wrong thing to avoid No doubt that the emergence of digital technologies such as IoT and AI can improve people s life and organizations efficiency but should be appropriately governed Today s society places a growing emphasis on sustainability and digital technologies as they are essential to attaining sustainable development Digital technologies can be used to lessen negative environmental impact conserve resources and create communities that are more resilient Digital technologies can help to promote sustainability through the utilization of renewable energy sources Sustainable environmental practices can benefit from the transition to digital technology revolution Sustainability solutions are developed and put into practice using a variety of technologies including AI big data analytics IoT social media as well as mobile technology To discover infections that occur in the river systems for instance smart water management systems an AI based technology is being utilized Data obtained from such technologies may be used to analyze the problem of water contamination and create and execute remedies Additionally through lowering waste and carbon emissions AI IoT and Big Data analytics technologies improve the sustainability of corporate activities Technology is an essential aspect of modern life and it has transformed the way people communicate work and interact with each other drastically over the last few decades While technology has brought many benefits it has also created ethical challenges Technology ethics is a field of study that seeks to understand and address the ethical challenges posed by the advancement and development of technology The Routledge Companion to Digital Consumption Rosa Llamas, Russell Belk, 2013-05-07 The first generation that has grown up in a digital world is now in our university classrooms. They their teachers and their parents have been fundamentally affected by the digitization of text images sound objects and signals They interact socially play games shop read write work listen to music collaborate produce and co produce search and browse very differently than in the pre digital age Adopting emerging technologies easily spending a large proportion of time online and multitasking are signs of the increasingly digital nature of our everyday lives Yet consumer research is just beginning to emerge on how this affects basic human and consumer behaviours such as attention learning communications relationships entertainment and knowledge The Routledge Companion to Digital Consumption offers an introduction to the perspectives needed to rethink consumer behaviour in a digital age that we are coming to take for granted and which therefore often escapes careful research and reflective critical appraisal Swipe, Scan, Shop Kate Schaefer, 2021-03-11 Successful fashion merchandising branding and communication start with satisfyingly sensory and interactive shopping experiences With Kate Schaefer's beautifully illustrated and practical

book learn how retailers create these experiences to connect with shoppers enhance the retail experience and achieve brand loyalty With company highlights from brands such as Amazon Go FIT MATCH and Sephora Swipe Scan Shop shows how fashion retailers are embracing the omnichannel retail experience by using virtual and augmented reality beacon technologies and facial recognition among others As shoppers become more dependent on digital devices as part of their shopping experience visual merchandisers are adapting by incorporating mobile tech to tell a story alert shoppers of product locations and inventory levels and allow for the customization of products and sharing with friends With a companion website that includes resources and links to further information and videos discussed in the book this practical guide shows how to inform entice and engage customers by incorporating social technology throughout the shopping experience Sensory Science J. Ben Lawlor, Jean A. McEwan, David Labbe, 2023-07-26 Digital Sensory Science Applications in New Product Development provides a comprehensive overview of digital sensory science an area that has broadly been defined as the use of technology to capture or model human sensory perception This book provides methods on how to best recruit and train sensory panels suggestions for data capture and data analysis an overview of sensory science instruments and information on the use and relevance of virtual and augmented reality to capture sensory perception This book offers practical guidance to researchers in and practitioners of sensory and consumer science alike Explores how technologies create further opportunities around the use of sensory panels instrumentation and flavor biometrics and implicit measures immersion and context and communication of sensory findings Presents these opportunities with case studies Provides guidance for both researchers and practitioners of sensory science in a digital age **Customer Loyalty and Brand** Management María Jesús Yagüe Guillén, Natalia Rubio, 2019-09-23 Loyalty is one of the main assets of a brand In today s markets achieving and maintaining loyal customers has become an increasingly complex challenge for brands due to the widespread acceptance and adoption of diverse technologies by which customers communicate with brands Customers use different channels physical web apps social media to seek information about a brand communicate with it chat about the brand and purchase its products Firms are thus continuously changing and adapting their processes to provide customers with agile communication channels and coherent integrated brand experiences through the different channels in which customers are present In this context understanding how brand management can improve value co creation and multichannel experience among other issues and contribute to improving a brand s portfolio of loyal customers constitutes an area of special interest for academics and marketing professionals This Special Issue explores new areas of customer lovalty and brand management providing new insights into the field Both concepts have evolved over the last decade to encompass such concepts and practices as brand image experiences multichannel context multimedia platforms and value co creation as well as relational variables such as trust engagement and identification among others

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