

# **CONSUMER BEHAVIOUR EXAM REVISION QUESTIONS WITH CORRECT ANSWERS 100% 2024**

Definition of consumer behaviour - CORRECT ANSWERS-Consumer behaviour reflects ability of consumers decisions with respect to the acquisition, usage, and disposition of an offering by human decision-making units (overtime)

Hoyer McInnis

- Consumer behaviour can be:

- Products
- Services
- Experiences
- Ideas

What affects consumer behaviour? - CORRECT ANSWERS-1. Psychological core

2. Process of judgement and decision making

3. consumer culture

Consumer motivation - CORRECT ANSWERS-needs, wants, drives & desires of an individual that lead him or her towards the purchase of products or ideas. The motivation may be physiologically, psychologically, or even environmentally driven (internal and external)

High Effort consumers - CORRECT ANSWERS-Takes considerable effort and willingness to expend time and energy engaging in these behaviours

Motivated reasoning - CORRECT ANSWERS-processing information in a way that allows consumers to reach the conclusion that they may want to reach

Types of involvement - CORRECT ANSWERS-1. Felt involvement (arousal or interest)

2. Enduring involvement (long term)

3. Situational Involvement (temporary)

4. Cognitive Involvement (reaching goals, learning and processing info)

5. Affective involvement (expending emotional energy)

6. Response involvement (responding to certain decisions and behaviours)

What affects motivation - CORRECT ANSWERS-1. Personal Relevance

2. Consistency w/ self concept

# Consumer Behaviour Exam Questions Answers

**Harold W. Berkman, Christopher C.  
Gilson**



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*Cambridge International AS and A Level Psychology Coursebook* Julia Russell, Fiona Lintern, Jamie Davies, Lizzie Gauntlett, 2016-09 Skills focused resources to support the study of Cambridge International AS and A Level Psychology 9990 for first examination in 2018 This vibrant coursebook is tailored to the Cambridge International AS and A Level Psychology 9990 syllabus for first examination in 2018 and is endorsed by Cambridge International Examinations It contains rigorous comprehensive coverage at the most appropriate level of depth and detail for the course The coursebook contains extra focus on the key concepts of research methods and ethics as well as crucial debates such as nature versus nurture The content encourages the development of necessary skills of analysis interpretation application and evaluation and promotes understanding of ethical and moral issues and their implications for psychological research

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