

Introduction to Consumer Behaviour

University Prescribed Syllabus

Meaning of Consumer Behaviour, Features and Importance, Types of Consumer (Institutional & Retail), Diversity of consumers and their behaviour- Types Of Consumer Behaviour, Profiling the consumer and understanding their needs, Consumer Involvement, Application of Consumer Behaviour knowledge in Marketing, Consumer Decision Making Process and Determinants of Buyer, Behaviour, factors affecting each stage, and Need recognition.

Syllabus Topic : Meaning of Consumer Behaviour

1.1 Consumer Behaviour

Introduction and Meaning

- On a broader perspective consumer behaviour a blend of two interrelated disciplines i.e. Marketing and Psychology.
- However it also blends elements from other disciplines such as sociology, social anthropology, marketing and economics.
- It examines how emotions, attitudes and preferences affect buying behaviour.
- The study of consumer behaviour is concerned with all aspects of purchasing behaviour i.e. right from pre-purchase behaviour to post-purchase consumption and evaluation behaviour.
- It is also concerned with all persons involved, either directly or indirectly, in purchasing decisions and consumption activities including brand-influencers and opinion leaders.
- The purpose to study consumer behaviour study is to understand human actions and reactions (consumer behaviour) in the best possible manner.

Consumer Behaviour Notes For Bba

**Arnab Gantait, Sujay Vikram
Singh, Anika Nashat Matin, Kuldeep
Singh**

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Regulating Consumer Credit Great Britain: National Audit Office,2012-12-19 UK consumers borrowed 176 billion in 2011 12 from credit card companies small businesses offering hire purchase arrangements and payday lenders The NAO estimates the Office of Fair Trading saved consumers 8 60 for every 1 it spent on enforcing regulations in 2010 11 by taking action against non compliant firms During the same period nevertheless consumers lost at least 450 million from problems that regulation did not address such as malpractice by firms that was not reported to the regulator Consumers can also make poor choices themselves The OFT is not resourced to carry out on a day to day basis either the supervision of firms or the monitoring of their compliance with licence standards This means it can act only when it receives information of non compliant behaviour by a firm Therefore some harm must already have taken place in order to prevent further losses to consumers The OFT funds consumer credit regulation solely from licence fees and today s report shows it had 11 5 million to regulate the market in 2011 12 which is not enough Furthermore weaknesses in the OFT s management information mean it cannot be sure these limited resources are being targeted to the areas of greatest risk to consumers The OFT s limited understanding of the costs of enforcement means it does not have an accurate picture of the proportion of its budget which is spent on different activities In addition the OFT does not collect information on the level of lending provided by each firm and therefore does not have a quantified understanding of the supply in the market

The Rise of Asian Firms T. Chan,G. Cui,2014-11-21 Asian economies have become a driving force in the world economy so are the Asian firms especially those from emerging markets This book presents a collection of articles that address the strengths and strategies of the rising Asian firms in the process of internationalization and the challenges they face

Innovative Research Methodologies in Management Luiz Moutinho,Mladen Sokele,2017-12-05 A seminal collection of research methodology themes this two volume work provides a set of key scholarly developments related to robustness allowing scholars to advance their knowledge of research methods used outside of their own immediate fields With a focus on emerging methodologies within management key areas of importance are dissected with chapters covering statistical modelling new measurements digital research biometrics and neuroscience the philosophy of research computer modelling approaches and new mathematical theories among others A genuinely pioneering contribution to the advancement of research methods in business studies Innovative Research Methodologies in Management presents an analytical and engaging discussion on each topic By introducing new research agendas it aims to pave the way for increased application of innovative techniques allowing the exploration of future research perspectives Volume II explores a range of research methodologies including the Spatial Delphi and Spatial Shang Virtual Reality the Futures Polygon and Neuroscience research

Management and Marketing of Wine Tourism Business Marianna Sigala,Richard N. S. Robinson,2018-09-02 This book links research in wine marketing management and wine tourism offering international and multidisciplinary perspectives Addressing the evolving nature of the wine tourism

industry and market the book brings in new research streams and technology advances such as social media customer empowerment and engagement co creation social responsible marketing and wine consumption Each section includes an introductory chapter written by the editors discussing the aims and the chapters of the section Section chapters provide theoretical and research based insights with practical implications while every section is also complemented with case studies that further enrich the practice and industry implications of theory Researchers will find in this book a holistic analysis of research and cases relating to the management and marketing of wine tourism businesses and visitors

Financial Literacy and the Limits of Financial Decision-Making Tina Harrison,2016-09-20 This book presents selected papers on the factors that serve to influence an individual s capacity in financial decision making Initial chapters provide an overview of the cognitive factors affecting financial decisions and suggest a link between limited cognitive capacity and the need for financial education The book then expands on these cognitive limitations to explore the tendency for overconfidence in decision making and the interplay between rational and irrational factors Later contributions show how credit card companies benefit from limitations in consumer financial literacy how gender and cognition intersect to play an important role in financial decision making and how to improve financial capacity through financial literacy and education campaigns including those addressing developed marketplaces This comprehensive collection of papers will be of value to all readers who seek to better understand the multi factorial and complex nature of personal financial management in today s economic climate

EVOLVING TRENDS IN TOURISM & HOSPITALITY INDUSTRY : A GLOBAL LENS Arnab Gantait,Sujay Vikram Singh,Anika Nashat Matin,Kuldeep Singh,2025-05-18 *Evolving Trends in Tourism and Hospitality Industry A Global Lens* is an insightful exploration of the dynamic forces reshaping the global tourism and hospitality sectors The book examines contemporary trends such as technological innovation sustainable practices experiential travel and the growing influence of social media It highlights how these global shifts manifest differently across regions shaped by local cultures resources and policies With contributions from scholars in countries like Greece Vietnam Morocco Turkey Canada Bangladesh Ethiopia and India the book offers a rich diverse perspective on the industry s evolution Each chapter addresses specific challenges and opportunities combining empirical research case studies and practical solutions The book aims to foster a deeper dialogue between academics industry professionals and policymakers providing valuable guidance to navigate an ever changing landscape Its central objective is to inspire collaboration innovation and further research equipping readers with the knowledge and tools to understand and respond to the evolving tourism and hospitality industry

ICTs in Developing Countries Bidit Dey,Karim Sorour,Raffaele Filieri,2016-01-26 *ICTs in Developing Countries* is a collection of conceptual and empirical works on the adoption and impacts of ICT use in developing societies Bringing together a wide range of disciplines and contributors it offers a rich examination of digital divide and ICT for development both in terms of contextual information and disciplinary perspectives

Drum ,1998 *Consumer Behaviour* Mr. Rohit Manglik,2023-05-23 Analyzes consumer

decision making processes motivations attitudes and influences of culture and marketing in shaping buying behavior in various markets Consumer Behaviour C.L. Tyagi, Arun Kumar, 2004 The Book Consumer Behaviour Is Written In Easy Language And Lucid Style It Examines The Importance Of Understanding Consumer Behaviour And Tools And Techniques Available For Doing So The Book Highlights Consumers Motivation Goals Incentives And Uncertainties It Studies Differences Between New And Repeat Buyers And Covers Market Segmentation Evaluation Of Consumer Attitudes And Buyers Behaviour In The Marketplace All Marketing Students Executives And Managers Especially Those With Marketing Responsibilities Or Interest Will Find This Book Most Ideal And Useful The Book Has Been Written As A Textbook Primarily For Students Pursuing B B A M B A D B M And Marketing Courses Marketing Executives Managers And General Readers Can Also Appraise Themselves Of The Subject **Who's who in Finance and Industry** ,2001 **Books of the Month** ,1961

Consumer Behaviour Zubin Sethna, Jim Blythe, 2016-08-27 Praised for its no nonsense approach to engaging students and conveying key learning outcomes and for striking a good balance between sociological and psychological aspects of consumer behaviour the new edition now features increased coverage of social media digital consumption and up to date marketing practice Written from a European perspective international in its scope and with an array of global international examples and cases from a variety of geographic locations and different industry sectors threaded throughout the text students understanding and retention of the subject is encouraged through innovative learning features including how to impress your examiner boxes ideas and tips for what an examiner may be looking for to help students get the best possible grades in their assessments consumer behaviour in action boxes focus on consumer decisions allowing students to focus on the applications of the concepts and theories underpinning the motivations of consumers something they are likely to do in their future careers as marketers challenging the status quo boxes encouraging students to think outside the box think critically and exercise their problem solving skills The book is complemented by a companion website featuring a range of tools and resources for lecturers and students including PowerPoint slides multiple choice questions case studies interactive glossary flashcards multimedia links and selected author videos to make the examples in each chapter come to life Suitable for Undergraduate students with little or no background knowledge of consumer behaviour *American Men and Women of Science* ,1974 Consumer Behaviour Martin M. Evans, Gordon Foxall, Ahmad Jamal, 2009-12-21 Consumer behaviour is the study of how where when and why we conduct the exchange elements of our lives to satisfy our needs and desires It is fundamental to marketing as marketing is concerned with supplying and anticipating customer requirements therefore understanding how customers behave is at the very heart of the marketing concept Consumer Behaviour 2nd Edition is more student centred than the competition manifested in the use of cases and exercises to be used in participative and applied ways reflecting the clear trend towards student centred and application based marketing courses Features Coverage of consumer buying behaviour from a marketing rather than a behavioural science perspective The addition of new journal

articles from a range of journals The Times Index ,2008 Indexes the Times and its supplements *Lecture Notes on Consumer Behaviour* Leo Sin,1994 *Who's who in America* ,2003 eBook Instant Access - for Consumer Behaviour, Global Edition Leon Schiffman,Leslie Kanuk,2014-09-04 For undergraduate and graduate consumer behaviour courses The text that set the standard for consumer behaviour study Consumer Behaviour explores how the examination and application of consumer behavior is central to the planning development and implementation of marketing strategies The full text downloaded to your computer With eBooks you can search for key concepts words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf available as a free download available online and also via the iPad and Android apps Upon purchase you ll gain instant access to this eBook Time limit The eBooks products do not have an expiry date You will continue to access your digital ebook products whilst you have your Bookshelf installed **Faculty Personnel** American Assembly of Collegiate Schools of Business,1976

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