

CONSUMER BEHAVIOR MULTIPLE CHOICE QUESTIONS AND ANSWERS 2025

Kimberly really wants to go on a hiking trip to Colorado. She has been climbing with her family for several years and now she is off from school for the summer. As an internal consumer process, this is an example of having

- A. Motivation, ability, and opportunity.
- B. Exposure, disposal, and memory.
- C. Acquisition, usage, and disposal.
- D. Perceptiveness, retention, and memory. - A

Even if consumers are exposed to information about a product, there must first be _____ in order for it to have an effect.

- A. Exposure
- B. Ability
- C. Perception
- D. Opportunity - C

Reference groups are a group of people

- A. We go to when we want to increase our knowledge of social influence.
- B. Who are experts to whom we can ask brand and product information.
- C. Who are subcultural groups.
- D. We compare ourselves to for information about ourselves. - D

In marketing, positioning refers to

- A. Where the brand is placed on the stores' shelves.
- B. How the consumer perceives the brand in relation to the competition.
- C. Where to place marketing communications for a brand so it capture the consumer's attention.
- D. How to develop attractive packaging to entice consumers to try the brand. - B

The Wild Planet toy company, based on the video, studies the consumer behavior of:

- A. Product purchasers (parents)
- B. Product users (kids) - B

Virgin Atlantic, based on ad showing 2 men marrying, shows evidence that the ad appeals to business travelers.

- A. True

Consumer Behavior Multiple Choice Questions And Answers

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NEP Consumer Behaviour B. Com. 4th Sem (MIC-4) Dr. F. C. Sharma, Amit Nag, 2025-02-09

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- 2 Consumer Behaviour
- 3 Personal and Psychological Factors Affective Consumer Behaviour
- 4 Influence of Culture on Consumer Behaviour
- 5 Social Factors Influence on Consumer Behaviour
- 6 Consumer Decision Making Process
- 7 Consumer Decision Making Models
- 8 Concept of Motivation
- 9 Involvement of Consumer

NEP Fundamentals of Marketing B.Com. IVth Sem Dr. F. C. Sharma, 2023-10-08

- 1 Introduction to Marketing Nature Scope Importance and Evolution of Marketing
- 2 Marketing Mix
- 3 Marketing Environment
- 4 Consumer Behaviour
- 5 Market Segmentation
- 6 Product and Product Mix
- 7 Product Life Cycle
- 8 Branding Packaging and Labelling After Sales Services
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- 10 Price Importance of Price in Marketing and Factors Affecting Price of a Product Kind and Methods of Pricing Policies and Strategies
- 11 Promotion Nature and Importance Methods of Promotion and Optimum Promotion Mix
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- 15 Publicity and Public Relations
- 16 Distribution Types and Selection of Channels
- 17 Wholesaler and Retailer
- 18 Recent Developments in Marketing Social Marketing Online Marketing Direct Marketing Service Marketing Green marketing Relationship Marketing and Rural Marketing

Research Methodology and Biostatistics - E-book Suresh Sharma, 2016-12-14

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