
Consumer Behaviour — MARK 305

Final Exam (20%) — Chapters 9–10–11–15

Chapter 9: Individual Decision Making (p.242–276)

GLOSSARY

Consumer Hyperchoice: an overabundance of choices for the consumer

Rational Perspective: a view of the consumer as a careful, analytical decision maker who tries to maximize utility in purchase decisions

Purchase Momentum: an increase in the likelihood of buying after initial purchases are made

Behavioural Influence Perspective: an increase in the likelihood of buying after initial purchases are made

Experiential Perspective: an approach stressing the gestalt, or totality, of the product or service experience, focusing on consumers' affective responses in the marketplace

Habitual Decision Making: the consumption choices that are made out of habit, without additional information search or deliberation among products

Extended Problem Solving: an elaborate decision-making process, often initiated by a motive that is fairly central to the self-concept and accompanied by perceived risk; the consumer tries to collect as much information as possible and carefully weighs product alternatives

Limited Problem Solving: a problem-solving process in which consumers are not motivated to search for information or to evaluate each alternative rigorously; they instead use simple decision rules to arrive at a purchase decision

Problem Recognition: stage in decision making in which the consumer realizes that there is some difference between his or her actual state of affairs and some desired state

Information Search: the process whereby a consumer searches for appropriate information to make a reasonable decision

Search Engine: a program that searches for and identifies items in a database that correspond to keywords or characters specified by the user; used especially for finding particular sites or sources of information on the Web

Search Engine Optimization: the procedures companies use to design the content of websites and posts to maximize the likelihood that their content will show up when someone searches for a relevant term

Maximizing: a decision strategy that seeks to deliver the best possible result

Practice Exam For Chapter 9 Consumer Behavior

S Marginson



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Consumer Behavior Kanuk, 1973 Consumers in Context Gordon Foxall, 2016-01-29 This book first published in 1996 presents a collection of papers by Gordon Foxall charting the development of the Behavioural Perspective Model BPM which he devised in the early 1980s and subsequently developed The model offers a unique and original behaviour based theory of consumer choice In seeking to answer the question where does consumer choice take place by drawing upon behavioural psychology Foxall presents an exciting challenge to previous theories whose emphasis has been on the internal working of the consumer's mind in reaching rational decisions and choices Bringing alive the important subject of economic consumption this seminal volume will be of great interest to students and researchers in consumer research

, Unveiling the Secrets Behind Consumer Choices Pasquale De Marco, 2025-05-03 Unveiling the Secrets Behind Consumer Choices provides a comprehensive overview of the latest research on consumer behavior This book covers a wide range of topics including the psychology of consumer behavior the economics of consumer behavior the sociology of consumer behavior the anthropology of consumer behavior the neuroscience of consumer behavior the ethics of consumer behavior and the future of consumer behavior This book is essential reading for anyone who wants to understand and influence consumer behavior Whether you are a marketer product developer or simply a consumer who wants to make better choices this book will provide you with valuable insights into the fascinating world of consumer behavior By understanding the factors that influence consumer behavior you can make better decisions about how to market your products and services develop new products and services and create more effective marketing campaigns You can also use this knowledge to make better choices about what to buy and how to use it Consumer behavior is a complex and fascinating field of study By

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Sensory Discrimination Tests and Measurements Jian

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The Secret of an Unbreakable Business Frederico Ribeiro Ramos,2025-09-25

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