

## Exam 1 - Consumer Behavior

### Chapter 1 - Introduction

- **Definition and scope of consumer behavior**
  - Definition
    - Study of consumers' actions during searching for, purchasing, using, evaluating, and disposing of products and services that they expect will satisfy their needs
  - Scope
    - How do individuals make decisions to spend their resources on consumption-related items
    - How do individuals dispose of their once-new purchases
- **Two kinds of consumers and their characteristics**
  - Personal
    - Goods and services for their own use
    - End users or ultimate consumers
  - Organizational
    - Profit and not-for-profit businesses, government agency and institutions
    - Buy products, equipment and services to run organizations
- **Development of the marketing concept**
  - Production
    - Consumers are interested primarily in product availability at low prices
    - Cheap, efficient production
    - Intensive distribution
    - Market expansion
  - Product
    - Consumers will buy the product that offers them the highest quality, best performance, most features
    - Quality improvement
    - Addition of features
  - Selling
    - Consumers are unlikely to buy a product unless they are aggressively persuaded to
    - Lack of concern for customer needs and satisfaction
  - marketing
    - Satisfying consumer needs, creating value, retaining customers
    - Make what you can sell
    - Focus on buyer's needs
- **Implementing the marketing concept**
  - Market research
    -
  - Segmentation
    - Dividing the market into subst of consumers with common needs or characteristics

# Practice Exam For Chapter Consumer Behavior

**M Walker**



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