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# Consumer Behaviour — MARK 305

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

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### *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

**Guilherme Pires, John Stanton**



## **Practice Exam For Chapter 9 Consumer Behavior:**

## Reviewing **Practice Exam For Chapter 9 Consumer Behavior**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is truly astonishing. Within the pages of "**Practice Exam For Chapter 9 Consumer Behavior**," an enthralling opus penned by a very acclaimed wordsmith, readers embark on an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve into the book's central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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