

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

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Cybellium



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Practice Exam For Chapter Consumer Behavior Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become more apparent than ever. Its ability to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Practice Exam For Chapter Consumer Behavior**," published by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound affect our existence. Throughout this critique, we shall delve to the book is central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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