



# Nature of Consumer Behaviour

**Systematic  
process**

Consumer behaviour is a systematic process relating to buying decisions of the customers.

**Influenced  
by various  
factors**

Consumer behaviour is influenced by a number of factors the factors that influence consumers include marketing, personal, psychological, situational, social and cultural etc.

**Different  
for  
different  
customers**

Different consumers behave differently. The different in consumer behaviour is due to individual factors such as nature of the consumer's lifestyle, culture etc.

# Nature Scope Important Of Consumer Behaviour

**Tilman Becker**



## **Nature Scope Important Of Consumer Behaviour:**

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University while aligning with the latest developments in marketing strategies and practices This book provides a comprehensive yet simplified approach to the fundamental concepts of marketing ensuring clarity and application oriented learning The content is structured into five well defined units covering key aspects of marketing Unit I Introduction This unit lays the foundation for marketing by exploring its nature scope and importance It traces the evolution of marketing and differentiates it from selling Additionally it introduces the marketing mix and examines the marketing environment discussing its various components including economic demographic technological natural socio cultural and legal factors Unit II Consumer Behaviour A marketer s success largely depends on understanding consumer behavior This unit explains the nature and importance of consumer behavior the buying decision process and the various factors that influence consumer choices It further explores market segmentation targeting and positioning STP and distinguishes between product differentiation and market segmentation Unit III Product This unit focuses on product concepts and classifications along with the importance of product mix branding packaging and labeling It also discusses product support services the product life cycle and the new product development process The consumer adoption process is explained to provide insights into how consumers accept and use new products Unit IV Pricing and Distribution Pricing is a crucial aspect of marketing strategy This unit delves into the significance of pricing factors affecting price determination and various pricing policies and strategies It also covers distribution channels their types functions and factors affecting their selection Special attention is given to wholesaling retailing e tailing and physical distribution Unit V Promotion and Recent Developments in Marketing This unit discusses the nature and importance of promotion the communication process and the different types of promotion including advertising personal selling public relations and sales promotion It also examines the promotion mix and the factors affecting promotional decisions Additionally this unit introduces students to emerging trends in marketing such as social marketing online marketing direct marketing services marketing green marketing rural marketing and consumerism Throughout the book efforts have been made to present the concepts in a structured and student friendly manner The book includes real life examples case studies and self assessment questions to encourage critical thinking and practical application of marketing concepts This book is expected to serve as a valuable resource for students educators and aspiring marketers We hope it fosters a deeper understanding of marketing principles and equips students with the knowledge required to navigate the ever evolving marketing landscape

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 9 New Product Development 10 Price Importance of Proce in Marketing and Factors Affecting Price of a Product Kind and Methods of Pricing Polices and Strategies 11 Promotion Nature and Importance Methods of Promotion and Optimum Promotion Mix 12 Advertising 13 Personal Selling 14 Sales Promotion

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

**The implications of consumer behavior for marketing** Alex Cole,2013-04-04 Thesis M A from the year 2012 in the subject Business economics Business Management Corporate Governance grade A University of Canberra course MA language English abstract This particular research is aimed at finding the marketing implication of influence of social class on consumer behavior for Sainsbury Social classes differ in respect of behaviors attitudes and preferences To investigate the consumer behavior and social class relationship triangulation methodology has been adopted A sample of 75 consumers of Sainsbury has been selected through convenience sampling A questionnaire has been designed to collect data from sample The findings showed that most of the respondents belonged to middle and lower social classes The research found that middle and lower classes spend major part of their income on food and necessities of life whereas upper class spends its income on luxuries It has been found that upper class uses internet for getting information about products and services of Sainsbury Middle class uses televisions and newspaper for getting information about products and services of company Upper class has more intentions of online shopping as compared to other classes Upper classes have more attitude of investing in profitable projects It has been found that lower and middle classes use credit cards for shopping and take bank loans for fulfilling their needs Marketers can identify needs and preferences of different social classes from results of this particular research Research has been limited to the findings only which have been collected from a small sample

*Marketing Management - SBPD Publications* Dr. F. C. Sharma,2021-12-22

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*Quality Policy and Consumer Behaviour in the European Union* Tilman Becker,2000

*Consumer Behavior and the Practice of Marketing* Kenneth E. Runyon,David W. Stewart,1987

**Consumer Behavior** David L. Loudon,Albert J. Della Bitta,1988

**Buying on the Web? Isn't that dangerous? - Consumer Behaviour on Internet Shopping: Consumer Profiles, Decision Processes, Drivers and Barriers in the Virtual Environment** - Daniel Springer,2002-12-19 Seminar paper from the year 2002 in the subject Business economics Offline Marketing and Online Marketing grade 1 3 A Stellenbosch Universitiy Department of Industrial Psychology language English abstract This paper attempts to gain a better understanding of consumer behavior on Internet

purchases To address this objective a secondary literature survey was conducted In the first part the paper focuses on characteristics of Internet consumers through briefly exploring online demographics and activities and then through classifying several shopper types Second the established five stages model of the consumer decision process is examined in the online shopping context Third potential drivers of Internet shopping are derived focusing on benefits of online shopping Web loyalty and Web site design quality The fourth part deals with acceptance barriers to Internet shopping in particular with general barriers security issues and privacy concerns Implications for online marketers are derived after each part of the paper Finally several conclusions a summary of implications and further notes are presented at the end

**Handbook of Consumer Behavior** Thomas S. Robertson, Harold H. Kassarian, 1991 An exploration of the field of consumer behaviour research Focusing on theoretical approaches underlying consumer behaviour the editors include the application of behavioural concepts to the study of consumer information processing decision making attitude change and affect *Rock Products and Building Materials*, 1920 Consumer Behavior Charles Glenn Walters, 1978 **The Statistical Method in Economics and Political Science; a Treatise on the Quantitative and Institutional Approach to Social and Industrial Problems** Philip Sargant Florence, 1929 Rubber Journal, 1923 **Consumer Behavior II: Possessions, brands and the self** Margaret K. Hogg, 2006 *A Theory of Consumption* Hazel Kyrk, 1923

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