

# Introduction to Consumer Behaviour

## University Prescribed Syllabus

Meaning of Consumer Behaviour, Features and Importance, Types of Consumer (Institutional & Retail), Diversity of consumers and their behaviour- Types Of Consumer Behaviour, Profiling the consumer and understanding their needs, Consumer Involvement, Application of Consumer Behaviour knowledge in Marketing, Consumer Decision Making Process and Determinants of Buyer, Behaviour, factors affecting each stage, and Need recognition.

## Syllabus Topic : Meaning of Consumer Behaviour

### 1.1 Consumer Behaviour

#### Introduction and Meaning

- On a broader perspective consumer behaviour a blend of two interrelated disciplines i.e. Marketing and Psychology.
- However it also blends elements from other disciplines such as sociology, social anthropology, marketing and economics.
- It examines how emotions, attitudes and preferences affect buying behaviour.
- The study of consumer behaviour is concerned with all aspects of purchasing behaviour i.e. right from pre-purchase behaviour to post-purchase consumption and evaluation behaviour.
- It is also concerned with all persons involved, either directly or indirectly, in purchasing decisions and consumption activities including brand-influencers and opinion leaders.
- The purpose to study consumer behaviour study is to understand human actions and reactions (consumer behaviour) in the best possible manner.

# Consumer Behaviour Notes For Bba

**Joacim Rocklöv**



## **Consumer Behaviour Notes For Bba:**

This book delves into Consumer Behaviour Notes For Bba. Consumer Behaviour Notes For Bba is a crucial topic that needs to be grasped by everyone, from students and scholars to the general public. This book will furnish comprehensive and in-depth insights into Consumer Behaviour Notes For Bba, encompassing both the fundamentals and more intricate discussions.

1. The book is structured into several chapters, namely:

- Chapter 1: Introduction to Consumer Behaviour Notes For Bba
- Chapter 2: Essential Elements of Consumer Behaviour Notes For Bba
- Chapter 3: Consumer Behaviour Notes For Bba in Everyday Life
- Chapter 4: Consumer Behaviour Notes For Bba in Specific Contexts
- Chapter 5: Conclusion

2. In chapter 1, the author will provide an overview of Consumer Behaviour Notes For Bba. This chapter will explore what Consumer Behaviour Notes For Bba is, why Consumer Behaviour Notes For Bba is vital, and how to effectively learn about Consumer Behaviour Notes For Bba.

3. In chapter 2, the author will delve into the foundational concepts of Consumer Behaviour Notes For Bba. This chapter will elucidate the essential principles that need to be understood to grasp Consumer Behaviour Notes For Bba in its entirety.

4. In chapter 3, this book will examine the practical applications of Consumer Behaviour Notes For Bba in daily life. This chapter will showcase real-world examples of how Consumer Behaviour Notes For Bba can be effectively utilized in everyday scenarios.

5. In chapter 4, this book will scrutinize the relevance of Consumer Behaviour Notes For Bba in specific contexts. This chapter will explore how Consumer Behaviour Notes For Bba is applied in specialized fields, such as education, business, and technology.

6. In chapter 5, this book will draw a conclusion about Consumer Behaviour Notes For Bba. This chapter will summarize the key points that have been discussed throughout the book.

This book is crafted in an easy-to-understand language and is complemented by engaging illustrations. It is highly recommended for anyone seeking to gain a comprehensive understanding of Consumer Behaviour Notes For Bba.

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