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Description

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Sample Questions

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Chapter 03

Consumer Behaviour

True / False Questions

1. The purchase decision process begins with information search and ends once the consumer has made a purchase.
FALSE

Accessibility: Keyboard Navigation

Blooms: Remember

Difficulty: Easy

Learning Objective: 03-01 Describe the stages in the consumer purchase decision process.

Topic: 03-01 Consumer Purchase Decision Process

2. Hank is watching television and sees an advertisement for a new snack food that he decides to purchase. This is an example of recognizing a need.
TRUE

Accessibility: Keyboard Navigation

Blooms: Understand

Difficulty: Moderate

Learning Objective: 03-01 Describe the stages in the consumer purchase decision process.

Topic: 03-01 Consumer Purchase Decision Process

Topic: 03-02 Problem Recognition: Perceiving a Need

3. Information search includes memories of personal experience and casual inquiries with friends.
FALSE

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