

## Consumer Behaviour MCQs [set-2]

**26. According to the stimulus-response model of buyer behavior (as presented in your text), the place where consumers process marketing stimuli prior to making purchase decision is called the:**

- A. consumer's value chain.
- B. consumer's cognitive schema.
- C. consumer's black box. .
- D. consumer's thoughts-emotions network.

**Answer: C**

**27. Consumer purchases are influenced strongly by cultural, social, personal, and:**

- A. psychographic characteristics.
- B. psychological characteristics. .
- C. psychometric characteristics.
- D. supply and demand characteristics.

**Answer: B**

**28. \_\_\_\_\_ is the most basic cause of a person's wants and behaviors.**

- A. culture .
- B. social class
- C. personality
- D. lifestyle

**Answer: A**

**29. Marketers are always trying to spot \_\_\_\_\_ in order to discover new products that might be wanted.**

- A. opinion graphers
- B. dissonant groups
- C. cultural shifts .
- D. benchmarks

**Answer: C**

# Mcq On Consumer Behavior Hawkins

**Del I. Hawkins, Roger J. Best, Kenneth  
A. Coney**



## **Mcq On Consumer Behavior Hawkins:**

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Manual of Objective Tests to Accompany Consumer Behaviour Del I. Hawkins, Pascale Genevieve Quester, Cathy M. Neal, 1995      **Consumer Behaviour** Mr. Rohit Manglik, 2023-05-23 Analyzes consumer decision making processes motivations attitudes and influences of culture and marketing in shaping buying behavior in various markets      Consumer Behavior Delbert Hawkins, 2009      *Consumer Behavior* Del I. Hawkins, Roger J. Best, Kenneth A. Coney, 1995      **Consumer Behaviour** Zubin Sethna, Jim Blythe, 2016-08-27 Praised for its no nonsense approach to engaging students and conveying key learning outcomes and for striking a good balance between sociological and psychological aspects of consumer behaviour the new edition now features increased coverage of social media digital consumption and up to date marketing practice Written from a European perspective international in its scope and with an array of global international examples and cases from a variety of geographic locations and different industry sectors threaded throughout the text students understanding and retention of the subject is encouraged through innovative learning features including how to impress your examiner boxes ideas and tips for what an examiner may be looking for to help students get the best possible grades in their assessments consumer behaviour in action boxes focus on consumer decisions allowing students to focus on the applications of the concepts and theories underpinning the motivations of consumers something they are likely to do in their future careers as marketers challenging the status quo boxes encouraging students to think outside the box think critically and exercise their problem solving skills The book is complemented by a companion website featuring a range of tools and resources for lecturers and students including PowerPoint slides multiple choice questions case studies interactive glossary flashcards multimedia links and selected author videos to make the examples in each chapter come to life Suitable for Undergraduate students with little or no background knowledge of consumer behaviour      **Outlines and Highlights for Consumer Behavior by Hawkins, Delbert I / Mothersbaugh, David L / Bes Hawkins, Delbert I / Mothersbaugh, David L / Best** Cram101 Textbook Reviews, 2009-09 Never HIGHLIGHT a Book Again Virtually all of the testable terms concepts persons places and events from the textbook are included Cram101 Just the FACTS101 studyguides give all of the outlines highlights notes and quizzes for your textbook with optional online comprehensive practice tests Only Cram101 is Textbook Specific Accompanys 9780205545674      **Consumer Behavior** Wayne D. Hoyer, Deborah J. MacInnis, 2007 Active field researchers and award winning teachers Hoyer and MacInnis provide students with an accessible and topical introduction to consumer behavior A broad conceptual model helps students see how all chapter topics tie together and real world examples reinforce each concept and theoretical principle under review The text also focuses on the implications of consumer behavior research for marketers Updated to reflect the most recent research and examples the Fourth Edition features streamlined content and organization from 21 to 20 chapters as well as a new interior design and new photos and advertisements In addition several pedagogical features make the material accessible and meaningful to marketing students chapter opening cases show the anecdotal application of concepts while end of chapter questions and exercises require

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