

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

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JR Anderson



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Consumer Behavior Arunkumar K,Rajesh Naik,Dr. Srinivasa Murthy M D ,2025-08-21 **Quill & Quire** ,1987

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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

Consumer Behavior Toolkit Chris Vander Mey, Thayer School of Engineering, 2003 Consumer Behaviour Hawkins, 1997-08-01 **Consumer Behavior** Leon G. Schiffman, Lazar Leslie Kanuk, 1991 *Im Consumer Behaviour* Hawkins, 1994-09-01

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web consider the thermochemical equation below 4 no g 6 h 2 o l 4 nh 3 g 5 o 2 g rh 1170 kj a is this reaction endothermic or exothermic endothermic rh gt 0 b how much heat will be absorbed or released if 10 g of no is reacted with 10 g h 2 o

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web sep 5 2023 3 carry out a thermochemical calculation on all these species at their optimized geometries 4 sum up the enthalpies free energy of the products and the reagents keeping into account the

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web answer a 1 explanation the entire reaction was multiplied by 2 therefore Δh must also be halved 3 answer c explanation option c is incorrect because 566 kJ mol is the Δh per mole of O_2 and not for 2 moles even though options b and d are expressed in grams they are still correct because 56

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web q 140 g 4 184 j 16oc g oc q 9372 16 j 35 5 g x 1 mole kcn 0 5453 moles 65 1 g 0 5453 mole moles 5 when a 15 g sample of $SnCl_2$ dissolves in 80 g of water in a calorimeter the temperature drops from 42 °C to 15 °C calculate the Δh for the process

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