



KINEMASTER

- (d) What do you mean by 'high involvement' in purchase decision making ?
खरीद निर्णयन में उच्च भागीदारी से आपका क्या तात्पर्य है ?
- (e) What is 'empty nest stage' in family life-cycle ?
पारिवारिक जीवन-चक्र में खाली घोंसला मंच क्या है ?
- (f) Define culture and subculture.
संस्कृति तथा उपसंस्कृति को परिभाषित कीजिए ।
2. How does culture influence consumer buying process ?
Explain with the help of examples.
उपभोक्ता खरीद प्रक्रिया पर संस्कृति कैसे प्रभाव डालती है ?
उदाहरणों सहित वर्णन कीजिए ।
3. Differentiate between extensive and routine problem solving behaviours in context of consumer behaviour. Do the consumer decision making processes differ in these cases ? Explain with the help of suitable examples.
उपभोक्ता खरीद प्रक्रिया के संबंध में व्यापक और रूटिन समस्या समाधान व्यवहारों में अंतर स्पष्ट कीजिए । क्या इन मामलों में निर्णयन प्रक्रियाएँ भिन्न होती हैं ? उचित उदाहरणों द्वारा स्पष्ट कीजिए ।
4. Define Motivation. How can the consumers be motivated for purchase ? Explain with the help of application of two theories of motivation used for motivating the consumers to buy the products or service.

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Joacim Rocklöv



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