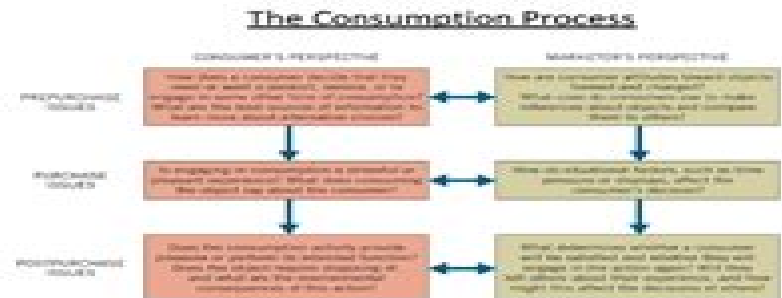


COMM 305

Ch.1: Consumer Behaviour

1.1 Consumer Behaviour

- **Consumer Behaviour:** study of the process involved when individuals or groups select, purchase, use, or dispose of products, services, ideas, or experiences to satisfy needs or desires.
 - Aka *buyer behaviour*
 - Ongoing process that doesn't need to involve purchase and extends beyond what happens during transaction.
 - Exchange: 2 or more orgs. Or people give and receive something of value.



1.2 Consumers Impact on Marketing Strategy

- Crucial to understand consumer behaviour (wants and needs in diff consumer segments)
 - To predict the future
- **Marketing Segmentation:** identifies groups of consumers who are similar to one another in one or more ways and devises marketing strategies that appeal to one or more groups.
 - We must identify distinct market segments and pay attention to developing marketing mixes associated with each segment.
- 80/20 rule (20% of users account of 80% of sales) ← to define market segments, identify customers (loyalty is marketing strategy)
- **Demographics:** observable aspects of a population
 - Age, Gender, Family structure and life stage, Social class and Income, Ethnicity, Geography, Lifestyles.
- **Psychographics:** differences in consumers' personalities, attitudes, values, and lifestyles
- **Relationship Marketing:** making effort to interact with customers on reg. basis, giving them reason to maintain bond with company in long term.
 - Use database marketing (tracks individuals' behaviours and crafts offering and messages tailored to wants and needs based on info.) to create relationships.
 - Types of relationships:
 - *Self-concept attachment* (prod helps establish users' identity)
 - *Nostalgic attachment* (prod serves as link with past self)
 - *Interdependence* (prod part of daily routine)
 - *Love* (prod elicits emotional bonds of warmth, passion, positive feelings)

1.3 Marketing Impact on Consumers

- Pop culture is inspiration for marketers.
- **User-generated content:** consumers voice opinions about prods, brands, and companies on blogs, podcasts, and social platforms.

Consumer Behaviormarketing 305

Jeff Ostroff



Consumer Behaviormarketing 305:

EBOOK: Marketing: The Core KERIN,2017-01-26 **EBOOK Marketing The Core Time, Space, and the Market**

Stephen Brown,John F. Sherry Jr,2014-12-18 A study of retrosapes commercial environments that evoke past times and places a ubiquitous manifestation of modern marketing It covers an array of retailing milieux in a number of different countries at a variety of spatial scales and from various evaluative perspectives both pro and con **Routledge Handbook of Hospitality Marketing** Dogan Gursoy,2017-10-02 This handbook analyzes the main issues in the field of hospitality marketing by focusing on past present and future challenges and trends from a multidisciplinary global perspective The book uniquely combines both theoretical and practical approaches in debating some of the most important marketing issues faced by the hospitality industry Parts I and II define and examine the main hospitality marketing concepts and methodologies Part III offers a comprehensive review of the development of hospitality marketing over the years The remaining parts IV IX address key cutting edge marketing issues such as innovation in hospitality sustainability social media peer to peer applications Web 3 0 etc in a wide variety of hospitality settings In addition this book provides a platform for debate and critical evaluation that enables the reader to learn from the industry s past mistakes as well as future opportunities The handbook is international in its constitution as it attempts to examine marketing issues challenges and trends globally drawing on the knowledge of experts from around the world Because of the nature of hospitality which often makes it inseparable from other industries such as tourism events sports and even retail the book has a multidisciplinary approach that will appeal to these disciplines as well as others including management human resources technology consumer behavior and anthropology **Catalogue** Kansas State Agricultural College,Kansas State College of Agriculture and Applied Science,Kansas State University,1970 Elementary Statistics: A step by step approach 9e Allan Bluman,2014-09-16 *Elementary Statistics A step by step approach 9e A Guide to Educational Programs in Noncollegiate Organizations* ,1982 **Catalog** Columbus College,1992 **New Perspectives on the Internet Using Netscape Communicator Software** Sandra E. Poindexter,Joan Carey,1997-09 New Perspectives on the Internet Using Netscape Navigator Software Sandra E. Poindexter,1996 This is the last of a set of three texts introducing students to the world of the Internet using Netscape in four tutorials It leads students through the immediately useful skills they will need to successfully connect to and navigate within the Internet **Emerging Trends and Innovation in Business and Finance** Rim El Khoury,Nohade Nasrallah,2023-10-28 This book explores diverse dimensions of innovation in business and finance from a micro as well as macro perspective through various case studies and analyses of trends The previous decade is known as the era of digital transformation and innovation The rise of new technologies is having an impact on the global trends and leading to innovation in business and finance In this competitive market businesses and financial institutions must be responsive to the trends in order to survive and thrive governments must cope with the complex and uncertain environments by being smart

transforming service delivery and implementing smart governance practices and entrepreneurs and investors are faced with alternative sources of finance and investment. However, keeping up with these trends and innovations is fraught with its own set of challenges. Thus, it is important to analyze new and emerging technologies and innovations through a myriad of disciplinary lenses. This book not only expands conceptual understanding of digital transformation and innovation by presenting strong empirical evidence but also by adding to the vigorous worldwide policy discussion on how to assist businesses in the digital transition. The book will be useful to scholars and researchers of business management, financial management, business economics, international business, human resources, and marketing. It will also be of interest to entrepreneurs, policymakers, academicians, and practitioners in the field.

Consumer Behavior and the Practice of Marketing Kenneth E. Runyon, David W. Stewart, 1987

New Perspectives on Microsoft Internet Explorer 4 Sandra E. Poindexter, 1998

Successful Marketing to the 50+ Consumer Jeff Ostroff, 1989

Marketing, an Integrated Approach Carl D. McDaniel, 1979

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Academics, corporate marketing managers, advertising executives, and market researchers examine the impact of new electronic technology on marketing practices. The volume begins with the scenario of a 1990s world that interacts via computer. Part I examines technology as a link between supplier and customer and the advantages of direct order entry in home retailing, laser disc sales, training systems, and electronic data interchange. Part II focuses on Marketing Decision Support Systems (MDSSs) along with case studies of applications. Part III deals with the effects on advertising of satellite-aided transmission, increasing the number of cable subscribers so that advertisers can narrowcast rather than broadcast their messages to consumers, the use of infomercials which present information along with a sales pitch, and the issue of who owns the rights to information. Part IV deals with potential developments. ISBN 0 87584 159 7 32 50

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Consumer Behavior Wayne D. Hoyer, Deborah J. MacInnis, 2004

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