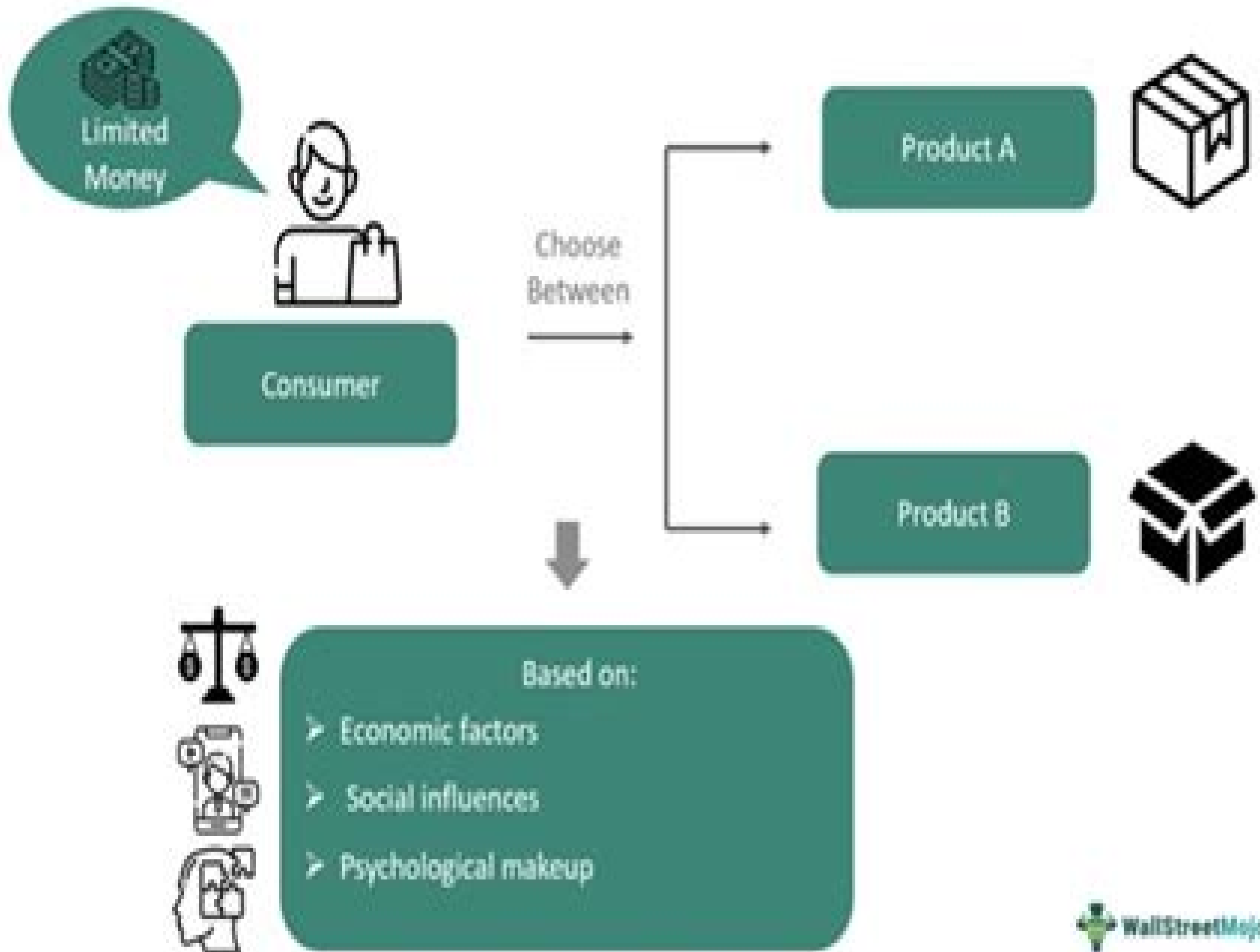


Consumer Choice



Consumer Choice

Gordon R. Foxall



Consumer Choice:

Consumer Choice Behavior: a Cognitive Theory Flemming Hansen, 1972 Emotions, Advertising and Consumer Choice Flemming Hansen, Sverre Riis Christensen, 2007 Emotions Advertising and Consumer Choice focuses on recent neurological and psychological insights originating from brain scanning or neurological experiments on basic emotional processes in the brain and their role in controlling human behaviour. These insights are translated by the authors to cover the behaviour of ordinary individuals in everyday life. The book looks at these developments in the light of traditional cognitive theories of consumer choice and it discusses the implications for advertising and other communication testing. Jacket

Understanding Consumer Choice G. Foxall, 2005-03-11 Understanding Consumer Choice shows how attempts to relate consumers' attitudes and actions have implicitly incorporated measures of the very variables at the heart of a situational theory of consumer choice. These are the buyer's consumption history and the physical and social setting in which consumer behaviour occurs. The book explores the capacity of the resulting model to explain consumer behaviour in retail and consumption situations and to elucidate brand choice. The result is a novel interrogation of cognitive and behavioural perspectives and an overarching philosophy for consumer research. **The Active Consumer** Marina Bianchi, 2006-05-10 The Active Consumer discusses how consumers seem to delight in trying new solutions and exploring new combinatory possibilities. This book provides an economic theoretical understanding of this phenomenon and the many ways in which innovation can structure consumer choice. The authors show from different points of view how central novelty can be in consumer behaviour, how it relates to technical change and how new consumer capabilities are developed and organized.

Interpreting Consumer Choice Gordon Foxall, 2009-09-10 Interpretive consumer research usually proceeds with a minimum of structure and preconceptions. This book presents a more structured approach than is usual, showing how a simple framework that embodies the rewards and costs associated with consumer choice can be used to interpret a wide range of consumer behaviours from everyday purchasing and saving to innovative choice, imitation, green consumer behavior to compulsive behaviors such as addictions to shopping, to gambling, to alcohol and other drugs etc. Foxall takes a qualitative approach to interpreting behavior, focusing on the epistemological problems that arise in such research and emphasizing the emotional as well as cognitive aspects of consumption. The author argues that consumer behaviour can be understood with the aid of a very simple model that proposes how the consequences of consumption impact consumers' subsequent choices. The objective is to show that a basic model can be used to interpret consumer behaviour in general, not in isolation from the marketing influences that shape it, but as a course of human choice that is dynamically linked with managerial concerns.

Consumer Choice Robert F. Rich, Christopher T. Erb, 2011-12-31 The United States health care system is unique among those of other developed economies, most significantly because health care is not a legal right in the United States. Instead, it is considered an employee benefit and a privilege unless one is over age 65 or of low income. The United States is the only

developed country without some form of universal health care Contributors to this volume represent an interdisciplinary group of academics practitioners and service delivery providers The volume begins with a general examination of the politics of health and social welfare in the United States It then focuses on the importance and role of consumers in the U S economy and dilemmas associated with promoting consumer choice It explores policy issues and challenges in three specific areas controlling health care costs and protecting choice with respect to health care the major challenges to informed choice in health care and barriers to effective health care service delivery Contributors explore changes and reforms that have been introduced within public and privately financed systems over the past ten years Consumer Choice examines in a timely and efficient manner critical social and health policy issues nationally and internationally and the major challenges that face informed choice in health care and social policy Policymakers health care officials and medical personnel in the United States and other countries will find this volume highly informative

Perspectives on Consumer Choice Gordon R. Foxall, 2016

Ethics in Consumer Choice Nina Langen, 2012-12-20 This dissertation elaborates differences and similarities of forms of ethical behaviour in general and analyses whether German consumers differentiate between different types of ethical behaviour in particular The thesis is characterised by its intensive combination of theoretical and empirical research It furthermore contributes to the literature as the method triangulation applied in the different surveys reveals previously unknown relationships between different kinds of ethical behaviour such as ethical consumption and charitable giving as well as between different forms of ethical products Choice experiment latent class analysis information display matrix and item based attitude assessment allowed the comparison of stated and revealed preferences as well as an analysis of the relevance of ethical product features within the context of different product and process attributes The dissertation provides insights into a research field which is becoming more and more relevant and improves the understanding of consumers assessment and the interdependencies of the possibilities of ethical behaviour This allows the development of recommendations for consumer policy makers business and NGOs concerned with the ethics of consumer choice as well as future research on ethical behaviour in general and ethical consumption in particular

Consumer Choice in the American Economy

Robert O. Herrmann, 1988

Consumer Behavior Analysis Donald A. Hantula, Victoria K. Wells, 2014-01-21 Consumption is the primary economic activity in our post industrial society We are consumers not producers Consumer behavior analysis is leading heterodox marketing scholarship and innovative applied behavioral work with much to offer both constituencies This volume shows how consumer behavior analysis fits within a larger scale approach to marketing consumer psychology behavior analysis and organizational behavior management Describing both theoretical analyses and empirical studies including laboratory experiments in e commerce in store experiments in grocery shopping and an analysis of the counterfeit goods market this book is a working example of translational research It contains tools and studies to help understand contemporary consumer behavior particularly for those in marketing Scholars will appreciate the theory and real world

applications evident in each chapter when considering their own research direction All students of marketing theory behavior analysis and consumer choice will find this collection a thought provoking tool for further understanding of a new behavioral approach to marketing strategy consumer decisions and marketing firms This book comprises articles originally published in the Journal of Organizational Behavior Management

Consumer Choice Gordon R Foxall,1983-05-12

S. 2686, the Communications, Consumer's Choice, and Broadband Deployment Act of 2006: S. 2686, the Communications, Consumer's Choice, and Broadband Deployment Act of 2006, May 18, 2006 United States. Congress. Senate. Committee on Commerce, Science, and Transportation,2011

An Information Processing Theory of Consumer Choice James R. Bettman,1979

S. 2686, the Communications, Consumer's Choice, and Broadband Deployment Act of 2006 United States. Congress. Senate. Committee on Commerce, Science, and Transportation,2011

S. 2686, the Communications, Consumer's Choice, and Broadband Deployment Act of 2006: S. 2686, the Communications, Consumer's Choice, and Broadband Deployment Act of 2006: net neutrality and interconnection, May 25, 2006 United States. Congress. Senate. Committee on Commerce, Science, and Transportation,2011

Addiction as Consumer Choice Gordon Foxall,2016-02-12 A striking characteristic of addictive behavior is the pursuit of immediate reward at the risk of longer term detrimental outcomes It is typically accompanied by the expression of a strong desire to cease from or at least control consumption that has such consequences followed by lapse further resolution relapse and so on Understood in this way addiction includes substance abuse as well as behavioral compulsions like excessive gambling or even uncontrollable shopping Behavioral economics and neurophysiology provide well worn paths to understanding this behavior and this book regards them as central components of this quest However the specific question it seeks to answer is What part does cognition the desires we pursue and the beliefs we have about how to accomplish them play in explaining addictive behavior The answer is sought in a methodology that indicates why and where cognitive explanation is necessary the form it should take and the outcomes of employing it to understand addiction It applies the Behavioral Perspective Model BPM of consumer choice a tried and tested theory of more routine consumption ranging from everyday product and brand choice through credit purchasing and environmental despoliation to the more extreme aspects of consumption represented by compulsion and addiction The book will advance debate among behavioral scientists cognitive psychologists and other professionals about the nature of economic and social behavior

S. 2686, the Communications, Consumer's Choice, and Broadband Deployment Act of 2006: S. 2686, the Communications, Consumer's Choice, and Broadband Deployment Act of 2006, June 13, 2006 United States. Congress. Senate. Committee on Commerce, Science, and Transportation,2011

Consumer choices and demand for tilapia in urban Malawi: What are the complementarities and trade-offs? Chikowi, Christopher T. M.,Ochieng, Dennis O.,Jumbe, Charles B. L.,2020-01-09 Despite concerted efforts to develop the fisheries sector in many developing countries fish demand remains poorly understood due to weak and

fragmented domestic markets particularly in Africa south of the Sahara An important area that affects the development of the fishery sector is limited understanding of how the choice between different fish products is affected by the socioeconomic characteristics of consumers marketing factors and fish specific attributes Previous studies in Malawi have assessed consumer choice and demand for fish in general without considering species specific consumer choices This paper analyzes consumer choices and demand for two species of tilapia Lake Malawi *Oreochromis Nyasalapia* spp Ny and *Oreochromis shiranus* Os in unprocessed and processed form in urban Malawi We use data collected from a sample of 584 urban households in Malawi s two major cities Blantyre and Lilongwe Multivariate probit and seemingly unrelated regression models are employed to analyze the correlates of consumer choice and demand for tilapia products Even though most consumers chose farmed tilapia Os over the wild tilapia Ny our results indicate trade offs in choice but complementarities in demand for unprocessed and processed tilapia products We find that the correlates of choice are not the same as correlates of demand for tilapia products This is explained by heterogenous consumer profiles market conditions and tilapia trait descriptors Developing robust tilapia value chains requires exploiting these complementarities and trade offs policy support to boost tilapia production and reducing its relative caloric price to consumers These measures will contribute to increased consumer demand More generally fish breeding programs should also link breeding objectives to consumer choices and demand for fisheries products particularly considering rarely examined fish attributes such as its nutritive value and body texture

Conscious and Unconscious Consumer Choice of Food Products Florian Schleicher, 2013-12-09 Master s Thesis from the year 2013 in the subject Psychology Work Business Organisation grade 2 3 Technical University of Munich language English abstract When going for grocery shopping some consumers make up their minds about what to buy and write down shopping lists Others just go into the supermarket and do not really think beforehand about the things they need Although in both situations individuals engage in different ways of decision making on the purchase of groceries when coming home and putting things into the shelves they positively or negatively assess the things they bought Whereas in some situations one gets a positive feeling because e g s he purchased all the products on the shopping list In another situation a consumer might end up being bored because s he just bought the groceries which are perceived as useful and did not listen to his/her inner voice calling for more than just the fulfillment of utilitarian needs Generally consumers can consciously do their purchases and decide for products after thinking on it or can consider a product s attributes and let their intuition decide In the interest of the consumer the question emerges how the consumer decides at best Does a consumer receive greater satisfaction from consciously elaborating about the products s he is facing or is it better not to think consciously when facing product choices This question is differently assessed by different models on decision making Whereas some authors Ajzen 2011 Bandura 1986 1997 Deci Payne et al 1993 emphasize consciousness in decision making there is also a large number of proponents of unconscious thought Dijksterhuis 2004 Dijksterhuis et al 2005 2006a 2006b 2006c Levine 1996 Bargh 2002 and Wilson et al

1993 Dijksterhuis and Nordgren 2006b p 96 argue for the superiority of unconscious decision making by mentioning that conscious thought is constrained by the low capacity of consciousness which results in sub optimal choices With regard to food products this general superiority of unconscious thought is highly questionable On the one hand consumers constrain themselves in taking into account only specific products which respect certain criteria as e g with diabetics and food products with less sugar content On the other hand food products are also bought because consumers want to confirm their conscience by purchasing e g fair trade products which among other things are associated with a fair payment of farmers

Consumer Behaviour Analysis: The behavioural basis of consumer choice Gordon R. Foxall, 2002

Adopting the Song of Phrase: An Psychological Symphony within **Consumer Choice**

In a global taken by monitors and the ceaseless chatter of instantaneous interaction, the melodic elegance and emotional symphony created by the prepared term often diminish into the back ground, eclipsed by the relentless sound and disturbances that permeate our lives. Nevertheless, situated within the pages of **Consumer Choice** a marvelous fictional value brimming with natural feelings, lies an immersive symphony waiting to be embraced. Constructed by an elegant musician of language, this captivating masterpiece conducts visitors on a mental trip, skillfully unraveling the hidden tunes and profound affect resonating within each cautiously crafted phrase. Within the depths with this touching analysis, we shall discover the book is central harmonies, analyze their enthralling writing model, and surrender ourselves to the profound resonance that echoes in the depths of readers souls.

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