



# Consumers' product evaluations in emerging markets

## Does country of design, country of manufacture, or brand image matter?

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### Abstract

**Purpose** – The purpose of this paper is to investigate, in an emerging market, the simultaneous effects of country of design (COD), country of manufacture (COM), and brand image on consumers' perceptions of bi-national products. A comprehensive model broadens country-of-origin literature by incorporating brand image and the concepts of fit and congruity borrowed from brand extension research. Perceptual (in)coherences that might exist among COD, COM, and the brand are incorporated.

**Design/methodology/approach** – Tunisia is the emerging market studied. A total of 389 respondents evaluated different product combinations (COD/COM/brand) in two categories. Relationships between constructs are tested using structural equation modelling.

**Findings** – Consumers are sensitive to the COD (more so for public than for private goods) and also value the COM of branded products. The transfer of the COD image to brand image is significant. It is very high for one product category (cars). Brand/COM congruity is also important since product evaluations decrease when consumers perceive incoherence in a manufacturing location.

**Research limitations/implications** – The paper used limited informational cues for products' descriptions and concentrate on fairly complex durable goods. Research design should be expanded.

**Practical implications** – Perceived COD competencies can benefit brand image through strong COD-brand associations. In emerging markets, COD (through brand image) and COM effects are important for understanding consumers' perceptions of publicly versus privately used branded products.

**Originality/value** – The major contribution consists of a simultaneous examination of the effects of COD, COM, brand, and of their inter-relationships. Investigating bi-national products and related consumer behaviour in emerging markets is of particular interest as it corresponds to the reality of these markets.

**Keywords** Country of origin, Brand image, Customer behaviour, Emerging markets

**Paper type** Research paper

### Introduction

Consumption is increasing rapidly in developing economies such as China, India, Malaysia, and Tunisia, to name few, whereas a parallel stagnation in the mature markets of developed countries seems prevalent (Wilson and Purushotaman, 2003). International marketers thus are seeking opportunities outside advanced markets, and multinational firms are considering emerging markets with renewed interest (Keller and Moorthi, 2003).



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buyer behaviour to assist developing successful products Recognise the diversity between consumers and learn how to cater for their needs Covers cultural and individual differences in food choice      **Consumer Reports 2002** Consumer Reports,2003-02      **Handbook of Research on Effective Marketing in Contemporary Globalism** Christiansen, Bryan,Yildiz, Salih,Yildiz, Emel,2014-06-30 The 21st century has brought about many changes in the economic realm due to acceleration of globalization The competitive landscape in numerous areas must always be reinvented to account for these changes therefore making different marketing efforts a requirement for long term success The Handbook of Research on Effective Marketing in Contemporary Globalism provides readers with an understanding of the importance of marketing products and services across different cultures and languages in an era of high global competition Intensified globalization shifting demographics and rapid innovations in technology and productivity solidify this publication s importance to scholar practitioners business executives and undergraduate graduate students      **Ulrich's Periodicals Directory 2003** Edgar H. Adcock (Jr.),2003      *Oxbridge Directory of Newsletters* ,2002      *Source Equivocality and Claim Verifiability in Remote Product Evaluation* David Robert Danielson,2008      **Bibliographic Index** ,2002      **"Code of Massachusetts regulations, 2002"** ,2002 Archival snapshot of entire looseleaf Code of Massachusetts Regulations held by the Social Law Library of Massachusetts as of January 2020      *Business Periodicals Index* ,2003      *Consumer Drug Reference* Thomson Micromedex,United States Pharmacopeia,2002-12 Unlike other drug references the CDR relies solely on medical experts for its facts not drug companies package inserts These experts have worked with the United States Pharmacopeia to bring unbiased authoritative information on more than 11 000 drugs including vitamins and minerals      *Visionary Pricing* Gerald E. Smith,2012-11-29 Presents the thinking from preeminent pricing thought leaders from North America Europe and Asia who originally came together many years ago to encourage the development of pricing In this book they assess the present and future destiny of pricing pricing innovation and pricing paradigms that are influencing the evolution of pricing

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