

Consumer Psychology **in** Behavioral Perspective

by GORDON FOXALL



Consumer Psychology In Behavioral Perspective

Gordon R. Foxall



Consumer Psychology In Behavioral Perspective:

Consumer Psychology in Behavioural Perspective G. R. Foxall, 1990 The purpose of the thesis is to assess the contribution of the experimental analysis of behaviour EAB which is closely associated with the work of B F Skinner to the development of consumer psychology an applied subdiscipline which is currently dominated by cognitive models of choice Chapter 1 argues that the predominance of the cognitive model impedes the scientific progress of the psychology of consumer behaviour by inhibiting the development of alternative models A proliferation of competing explanations is advocated for the clash of explanations which Feyerabend argues is a prerequisite of such progress The EAB is advanced as a vehicle for the erosion of the dominating paradigm it not only draws attention to the neglected environmental determinants of behaviour but also provides a philosophical standpoint from which to conduct a critique of the prevailing cognitivism The EAB is described in detail in Chapter 2 its philosophical foundation is examined in terms of the radical epiphenomenalism upon which its mode of explanation rests and an account of operant conditioning demonstrates the empirical basis of the paradigm Skinner's ontological redefinition of behavioural science is outlined through a comparison of classical and operant conditioning The critical significance of the EAB for consumer psychology is explained in Chapter 3 Attention is drawn to the EAB's emphasis on the critical evaluation of theoretical terms unobservables alternative sources of explanation derived from a behaviourist perspective on choice are presented and the more direct route to knowledge provided by a theoretically based experimental method is discussed The EAB is itself subjected to criticism in Chapter 4 which examines its limited capacity to explain human behaviour in complex social situations The verbal control of behaviour the dualistic function of reinforcement informational and hedonic and the disparity between the closed setting of the operant chamber and the relatively open settings in which purchase and consumption occur are noted as undermining radical behaviourism's claim to embody a comprehensive explanation of behaviour Chapter 5 is concerned with the development and evaluation of a model of consumer behaviour derived from the EAB as reconstructed after the critical examination pursued in Chapter 4 The Behavioural Perspective Model seeks to explain patterns of purchase and consumption by the relative openness of the settings in which they take place and the patterns of reinforcement which apparently control them The model's contribution to consumer psychology is discussed in terms of the relevance of its variables to the outcomes of published behaviour modification experiments concerned with environmental conservation Chapter 6 summarises the argument and its implications

Consumer Psychology in Behavioral Perspective Gordon Foxall, 2004-12 This is a reprint of a formerly published book It deals with the psychology and behavior that motivates people to make the purchase and consumer choices that they do The book makes a major new contribution to our understanding of consumer decision making **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 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 Psychology in Behavioural Perspective Gordon R. Foxall,1991-02-01

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

Satisfaction Richard L. Oliver,2010-01-04 Designed for advanced MBA and doctoral course in Consumer Behavior and Customer Satisfaction this is the definitive text on the meaning causes and consequences of customer satisfaction It covers every psychological aspect of satisfaction formation and the contents are applicable to all consumables product or service Author Richard L Oliver traces the history of consumer satisfaction from its earliest roots and brings together the very latest thinking on the consequences of satisfying or not satisfying a firm s customers He describes today s best practices in business and broadens the determinants of satisfaction to include needs quality fairness and regret what might have been The chapters in atisfaction culminate in Oliver s detailed model of consumption processing and his satisfaction measurment scale The text concludes with a section on the long term effects of satisfaction and why an understanding of satisfaction psychology is vitally important to top management

Consumers in Context Gordon Foxall,2016-01-29 This book first published in 1996 presents a collection of papers by Gordon Foxall charting the development of the Behavioural Perspective Model BPM which he

devised in the early 1980s and subsequently developed The model offers a unique and original behaviour based theory of consumer choice In seeking to answer the question where does consumer choice take place by drawing upon behavioural psychology Foxall presents an exciting challenge to previous theories whose emphasis has been on the internal working of the consumer s mind in reaching rational decisions and choices Bringing alive the important subject of economic consumption this seminal volume will be of great interest to students and researchers in consumer research

Intentional Behaviorism Gordon Foxall,2020-04-10 Intentional behaviorism is a philosophy of psychology that seeks to ascertain the place and nature of cognitive explanation of behavior by empirically determining the scope of an extensional account of behavior based on the limitations of a behavioral approach to explanation This book draws on an empirical program of research in economic psychology to establish a route to a reliable and justifiable intentional explanation of behavior Since the cognitive revolution in psychology intentional explanations of behavior have become the norm and as the methodology that provides the normal science component of psychology cognitivism is sometimes accepted relatively uncritically However there is a lack of understanding of the role of psychological research in determining the place and shape of intentionality This book explicates the philosophy of psychology that the author has devised and applied in his work on economic psychology and behavioral economics Given the provenance of intentional behaviorism economic and consumer psychology forms the primary application basis for the book This book provides a theoretical background to understanding how and why consumers make the choices they do The book integrates behavioral economics consumer psychology and decision making research to explore intentional behaviorism which is proposed as a philosophical framework for consumer psychology viewing economic behavior in the contexts of modern human consumers in affluent marketing oriented societies Integrates research in behavioral economics decision making cognitive psychology and consumer psychology Offers readers an interdisciplinary look at intentionality and intentional explanations Proposes a theory of intentional behaviorism to explain economic behavior consumer choice and other decision making Examines the methodologies of philosophers of mind such as Dennett and Searle

Social Psychology of Consumer Behavior Michaela Wanke,2008-12-16 The Social Psychology of Consumer Behavior brings together the most promising and theoretically fruitful research developments by internationally renowned scholars whose work is at the cutting edge of research Experts from both fields social psychology and consumer behavior provide an informed up to date overview from an original integrative perspective The aim of this volume is two fold On the one hand the application of social psychology to consumer behavior is meant to broaden the horizon of social psychologists On the other hand students and researchers of consumer behavior will be offered an advanced account of relevant theories tailored to their interests While the range of topics is rather broad including the construal of judgments and decisions affective and cognitive feelings social and media influences and goals and self regulation each chapter is focused on one specific theoretical or methodological perspective and thereby gives a comprehensive and penetrative account of the

relevant issues and the respective research The volume provides an invaluable resource to students researchers and instructors in social psychology consumer psychology consumer behavior and marketing **Consumer Behaviour**

Analysis: The behavioural basis of consumer choice Gordon R. Foxall,2002 *Advanced Introduction to Consumer Behavior Analysis* Gordon Foxall,2017-05-26 This concise introduction presents a rigorous analysis of consumer choice from the perspective of consumer behavior analysis Gordon Foxall provides a deeper understanding of what consumers actually buy and the nature of the utility that shapes and maintains patterns of consumption *Consumer Behaviour* John

O'Shaughnessy,2012-12-04 A high level textbook discussing different perspectives in consumer behaviour Drawing on real life case studies this book enables students to critically approach and evaluate behavioural concepts **The Routledge**

Companion to Consumer Behavior Analysis Gordon Foxall,2015-08-20 The Routledge Companion to Consumer Behavior Analysis provides a unique and eclectic combination of behavioral cognitive and environmental perspectives to illuminate the real world complexities of consumer choice in a marketing oriented economy Edited by a leading authority in the field the contributing authors have created a unique anthology for understanding consumer preference by bringing together the very latest research and thinking in consumer behavior analysis This comprehensive and innovative volume ranges over a broad multi disciplinary perspective from economic psychology behavioral psychology and experimental economics but its chief focus is on the critical evaluation of consumer choice in the natural settings of affluent marketing oriented economies By focussing on human economic and social choices which involve social exchange it explores and reveals the enormous potential of consumer behavior analysis to illuminate the role of modern marketing oriented business organizations in shaping and responding to consumer choice This will be of particular interest to academics researchers and advanced students in marketing consumer behavior behavior analysis social psychology behavioral economics and behavioral psychology Perspectives on Consumer Choice Gordon R. Foxall,2016-10-11 Evaluating the ways in which we construe

consumer choice this book examines the psychology methods and realities of the role it plays for today s consumer Confronted by competing brands and products services and e tailed opportunities that are but a click away how does the consumer choose among them to achieve the particular array of goods to suit their lifestyle Consumer researchers often seek to explain consumer choice by attributing it to beliefs desires attitudes and intentions in the absence of any theoretical justification Perspectives on Consumer Choice is the outcome of a research program that employs cognitive explanations in a responsible and disciplined way to genuinely elucidate consumer choice in social scientific terms Employing a reasoned approach to understanding consumption this book builds upon theoretical and empirical research in economic psychology behavioral economics and philosophy as well as marketing and consumer research The Behavioral Perspective Model of Purchase and Consumption G. R. Foxall,1993 **Handbook of Consumer Psychology** Curtis P. Haugtvedt,Paul M.

Herr, Frank R. Kardes,2018-12-07 This Handbook contains a unique collection of chapters written by the world s leading

researchers in the dynamic field of consumer psychology Although these researchers are housed in different academic departments ie marketing psychology advertising communications all have the common goal of attaining a better scientific understanding of cognitive affective and behavioral responses to products and services the marketing of these products and services and societal and ethical concerns associated with marketing processes Consumer psychology is a discipline at the interface of marketing advertising and psychology The research in this area focuses on fundamental psychological processes as well as on issues associated with the use of theoretical principles in applied contexts The Handbook presents state of the art research as well as providing a place for authors to put forward suggestions for future research and practice The Handbook is most appropriate for graduate level courses in marketing psychology communications consumer behavior and advertising

The Continuum of Consumer Choice Gordon R. Foxall, 2024-03-12 Human consumption is multi faceted and so requires inter disciplinary exploration in order to explain a spectrum of experiences that is at once particular and allpervading Consumer choice is a microcosm of human activity which transcends the purview of the archetypal marketing or consumer psychology textbook Its perspective is that of social science itself This book understands the study of consumer choice as a paradigm of human socio economic activity and seeks further understanding of its socio economic and philosophical bases The Continuum of Consumer Choice provides a novel view of consumer choice based on the temporal horizon of the consumer giving rise to a spectrum of consumption styles from the everyday to the extreme The focus is on explaining this continuum in behavioral cognitive and neurophysiological terms affording the reader a unique perspective on the intellectual basis of consumer psychology and marketing The reader gains insight into a critical combination of economic psychology neurophysiology and philosophy which contributes to establishing marketing and consumer research as scholarly academic pursuits The book s particular focus is the proper place and form of an intentional cognitive and perceptual explanation of consumer choice This is an essential monograph for advanced students in consumer psychology and marketing as well as for researchers in these areas It is particularly relevant to marketing and consumer theory providing appreciation of their scholarly foundations It also appeals to students lecturers and researchers in social science generally who are alert to the intellectual potential of consumer psychology and marketing as contributors to a full understanding of human behavior and experience

Consumer Behavior Theories Rajagopal, 2018-02-25 This book critically examines and analyzes the classical and neoclassical behavioral theories in reference to consumer decision making across the business cultures Discussions in the book present new insights on drawing contemporary interpretations to the behavioral theories of consumers and guide the breakthrough strategies in marketing

Context and Cognition in Consumer Psychology Gordon Foxall, 2017-10-16 Context and Cognition in Consumer Psychology is concerned with the psychological explanation of consumer choice It pays particular attention to the roles of perception and emotion in accounting for consumers actions and their interaction with the desires and beliefs in terms of which consumer choice is frequently analyzed In this engaging book

Gordon Foxall extends and elaborates his theory of consumer action based on the philosophical strategy of Intentional Behaviorism. In doing so, he introduces the concept of contingency representation to explore the ways in which consumers mentally represent the consequences of past decisions and the likely outcomes of present consumption. The emphasis is on action rather than behavior and the manner in which the intentional consumer situation as the immediate precursor of consumer choice can be reconstructed in order to explain consumer actions in the absence of the environmental stimuli required by behaviorist psychology. The result is a novel reaffirmation of the role of cognition in the determination of consumer choice. Besides the concept of contingency representation, which the author introduces, the analysis draws upon psychoanalytic concepts, theories of cognitive structure and processing, and the philosophy of perception to generate a stimulating synthesis for consumer research. The book will be of interest to students and researchers in consumer behavior and economic psychology and to all who seek a deeper interdisciplinary understanding of the contextual and cognitive interactions that guide choice in the market place.

The Behavioral Economics of Brand Choice G. Foxall, 2007-06-27

Understanding consumer choice is central to modern marketing thought and practice. This volume presents a groundbreaking approach to the analysis of brand choice, which is relevant to both marketing practice and social science. This unique analysis reveals the causes of consumer choice that underlie patterns of brand selection, the role of price and non-price elements of the marketing mix in influencing brand choice, a novel means of describing the structure of markets in terms of the combination of utilitarian and symbolic benefits consumers obtain from their purchases, and a new means of analyzing consumer behaviour in terms of elasticity of demand.

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