



Consumer Behavior Research And Influences

Geoffrey Paul Lantos



Consumer Behavior Research And Influences:

Consumer Behavior I Margaret Hogg,2005-09-07 This landmark work contains classic and contemporary writings including the most widely cited and influential papers that examine consumer behavior as a field of study The first volume addresses the question how do we study consumers and provides the theoretical and historical context for the debates about consumer behavior research captured in the following volumes The second volume examines consumer decision making and the third volume examines consumer socialization concentrating particularly on studies of childhood children and family consumer behavior

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Handbook of Research on Managing and Influencing Consumer Behavior Kaufmann, Hans-Ruediger,2014-10-31 In recent years all types of businesses have increasingly focused on the importance of the relationship with the customer Customer knowledge management has become a well known term used in the business and academic worlds for understanding how to control consumer behavior The Handbook of Research on Managing and Influencing Consumer Behavior discusses the importance of understanding and implementing customer knowledge management and customer relationship management into everyday business workflows This comprehensive reference work highlights the changes that the Internet and social media have brought to consumer behavior and is of great use to marketers businesses academics students researchers and professionals

[Handbook of Research on Consumer Behavior Change and Data Analytics in the Socio-Digital Era](#) Keikhosrokiani, Pantea,2022-06-24 The emergence of new technologies within the industrial revolution has transformed businesses to a new socio digital era In this new era businesses are concerned with collecting data on customer needs behaviors and preferences for driving effective customer engagement and product development as well as for crucial decision making However the ever shifting behaviors of consumers provide many challenges for businesses to pinpoint the wants and needs of their audience The Handbook of Research on Consumer Behavior Change and Data Analytics in the Socio Digital Era focuses on the concepts theories and analytical techniques to track consumer behavior change It provides multidisciplinary research and practice focusing on social and behavioral analytics to track consumer behavior shifts and improve decision making among businesses Covering topics such as consumer sentiment analysis emotional intelligence and online purchase decision making this premier reference source is a timely resource for business executives entrepreneurs data analysts marketers advertisers government officials social media professionals libraries students and educators of higher education researchers and academicians

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in Action Geoffrey Paul Lantos, 2015-01-28 Consumer Behavior in Action is a down to earth highly engaging and thorough introduction to consumer behavior. It goes further than other consumer behavior textbooks to generate student interest and activity through extensive use of in class and written applications exercises. Each chapter presents several exercises in self contained units each with its own applications. Learning objectives, background and context are provided in an easy to digest format with liberal use of lists and bullet points. Also included in each chapter are a key concepts list, review questions and a solid summary to help initiate further student research. The author's practical focus and clear conversational writing style combined with an active learning approach make this textbook the student friendly choice for courses on consumer behavior.

Cultural and Social Influences on Consumer Behavior Xuehua Wang, 2023-10-03 This book explores how cultural and social influences affect consumer decision making with a focus on uncertainty avoidance, rituals and external threats. Indeed, uncertainty avoidance can exert significant influence on consumer behavior. For example, consumers in a culture with high uncertainty avoidance may show less positive attitudes towards new products than those in a culture with low uncertainty avoidance. Prior cultural research has mainly focused on how individualism, collectivism or power distance belief influences consumer attitudes and behaviors at an individual level while seldom does research investigate the effect of uncertainty avoidance on consumption. This book examines how uncertainty avoidance affects superstitious consumption as well as its underlying mechanism and boundary condition. Rituals as a component of culture can affect consumer behaviors. However, few studies have shedded light on how repeating rituals can affect consumers willingness to use the products involved in the ritual. Consumer behavior is complex. Consumers are surrounded with various external threats such as health, economic and informational threats while prior research has primarily focused on health threats. Beyond this, inter client conflicts as a special type of social threat can also affect consumption experience. In all, this book aims to examine how uncertainty avoidance, rituals and external threats influence consumer attitudes and behaviors. In this book, new research models would be developed. This book enriches our understanding on how cultural and social influences affect consumer decision making and provides insights for both researchers and practitioners in marketing.

The Oxford Handbook of Social Influence Stephen G. Harkins, Kipling D. Williams, Jerry M. Burger, 2017 The Oxford Handbook of Social Influence restores this important field to its once preeminent position within social psychology. Editors Harkins, Williams and Burger lead a team of leading scholars as they explore a variety of topics within social influence seamlessly incorporating a range of analyses including intrapersonal, interpersonal and intragroup and examine critical theories and the role of social influence in applied settings today.

Handbook of Research on Consumerism and Buying Behavior in Developing Nations Gbadamosi, Ayantunji, 2016-05-31 Having a grasp on what appeals to consumers and how consumers are making purchasing decisions is essential to the success of any organization that thrives by offering a product or service. Despite the importance of consumer knowledge and understanding, research based insight into the buying patterns and consumption habits of individuals in

emerging nations remains limited The Handbook of Research on Consumerism and Buying Behavior in Developing Nations takes a critical look at the often overlooked opportunities available for driving consumer demand and interest in developing countries Emphasizing the power of the consumer market in emerging economies and their overall role in the global market system this edited volume features research based perspectives on consumer perception behavior and relationship management across industries This timely publication is an essential resource for marketing professionals consumer researchers international business strategists scholars and graduate level students

Emotions as Key Drivers of Consumer Behaviors: A Multidisciplinary Perspective, 2nd edition Debora Bettiga, Giuliano Noci, Omneya

Yacout, 2025-09-16 Consumers not only make rational decisions but also emotional ones Research now recognizes the significance of diverse neglected factors such as emotions affect arousal and pleasure in appraisal and has identified processes and behaviors that do not fit with the traditional view of acting as a result of a purely deliberate process Consumers behaviors and choices are grounded both in consumer beliefs and judgements and in experiences and emotions Individuals more broadly bring their perceptions values feelings and cognitive schemes to bear in interpreting the world In this context unconscious physiological manifestations can offer indications as to how people evaluate filter and react to external stimuli What is expressed by the conscious mind indeed does not represent a full and perfect representation of the actual needs and wishes of individuals Understanding consumer behaviors has long been a challenging endeavor due to different variables affecting decision making mechanisms and the difficulty of measuring them It requires indeed a comprehension of both the cognitive information processing mechanisms and of the affective and experiential systems of individuals Moreover it demands an appreciation of the rich and deep interplay between cognitive and affective processes Understanding consumers emotions can inform practitioners on how to effectively communicate with their target audience whether internal or external in order to elicit attention engagement and positive emotional responses and to build emotional connections Human stress engagement cognitive and emotional responses may be taken into account in the development of products and services by understanding consumers responses and experience with them This has a deep impact at the organizational level in terms of marketing strategies putting the consumer at the center of the whole organization This Research Topic aims to disseminate knowledge on the role of emotions in consumer behavior throughout the purchasing process while also allowing for dialogue between disciplines such as psychology organizational behavior marketing neuroscience bioscience and design Authors are encouraged to submit empirical theoretical and systematic review papers on themes including but not limited to the role of emotions in consumer behavior throughout the purchasing process neurophysiological methods to detect consumers emotions affective drivers of choice hedonic consumption and individual experience characterization classification and measurement of emotions the effect of positive emotions and negative emotions on the appraisal process the role of anticipated and transient emotions in consumer choices customer centric

marketing strategies consumers expression of emotions on social media consumer emotions during online service encounters consumer emotions after negative service incidences antecedents to brand love and brand hate consumer emotions in ethical consumption contexts **Online Consumer Behavior** Angeline Close,2012 First Published in 2012 Routledge is an imprint of Taylor Francis an informa company *Online Consumer Psychology* Curtis P. Haugtvedt,Karen A. Machleit,Richard Yalch,2005-03-23 Addresses many of the issues created by the Internet and goes beyond the topic of advertising and the web to include topics such as customization site design word of mouth processes and the study of consumer decision making while online **Proceedings of the 1993 Academy of Marketing Science (AMS) Annual Conference** Michael Levy,Dhruv Grewal,2015-01-29 This volume includes the full proceedings from the 1993 Academy of Marketing Science AMS Annual Conference held in Miami Beach Florida The research and presentations offered in this volume cover many aspects of marketing science including marketing strategy consumer behavior business to business marketing international marketing retailing marketing education among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy s flagship journals Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science Advances in Industrial Design Giuseppe Di Bucchianico,Cliff Sungsoo Shin,Scott Shim,Shuichi Fukuda,Gianni Montagna,Cristina Carvalho,2020-07-07 This book addresses current research trends and practice in industrial design Going beyond the traditional design focus it explores a range of recent and emerging aspects concerning service design human computer interaction and user experience design sustainable design virtual augmented reality as well as inclusive universal design and design for all A further focus is on apparel and fashion design here innovations developments and challenges in the textile industry including applications of material engineering are taken into consideration Papers on pleasurable and affective design including studies on emotional user experience emotional interaction design and topics related to social networks make up a major portion of the contributions included in this book which is based on five AHFE 2020 international conferences the AHFE 2020 Virtual Conference on Design for Inclusion the AHFE 2020 Virtual Conference on Interdisciplinary Practice in Industrial Design the AHFE 2020 Virtual Conference on Affective and Pleasurable Design the AHFE 2020 Virtual Conference on Kansei Engineering and the AHFE 2020 Virtual Conference on Human Factors for Apparel and Textile Engineering held on July 16 20 2020 Thanks to its multidisciplinary approach it provides graduate students researchers and professionals in engineering architecture computer and materials science with extensive information on

research trends innovative methods and best practices and a unique bridge fostering collaborations between experts from different disciplines and sectors

Understanding Consumer Behavior and Consumption Experience

Rajagopal,Raquel Castano,2015-01-31 Abstract This book discusses the indispensable value of understanding consumer activities and the crucial role they play in developing successful marketing strategies by focusing on concepts such as consumer perceptions consumption culture and the influence of information technology Provided by publisher

The Unseen Influence: Uncovering Consumer Behavior Pasquale De Marco,2025-03-23 In today's competitive marketplace understanding consumer behavior is not just an advantage it's a necessity The Unseen Influence Uncovering Consumer Behavior provides the key to unlocking this hidden power guiding you through the intricate world of consumer psychology and revealing the forces that drive purchasing decisions This comprehensive guide takes you on a journey into the minds of consumers exploring the motivations desires and decision making processes that shape their buying habits You'll gain insights into the factors that influence consumer preferences from psychological triggers and social influences to cultural norms and environmental cues With its engaging writing style and wealth of practical insights The Unseen Influence is an indispensable resource for marketers business leaders and anyone seeking to understand and influence consumer behavior Whether you're launching a new product optimizing your marketing campaigns or simply gaining a deeper understanding of your customers this book will equip you with the knowledge and tools you need to succeed Discover the power of consumer behavior analysis and learn how to leverage these insights to transform your business From product development and pricing strategies to customer service and brand building you'll gain a comprehensive understanding of the factors that drive consumer decisions and the strategies that can shape them in your favor The Unseen Influence is more than just a book it's an investment in your business's future With its actionable insights and practical advice this guide will help you unlock the secrets of consumer behavior and drive your business toward success Uncover the hidden forces that shape consumer behavior and unlock the key to business growth Get your copy of The Unseen Influence today and start harnessing the power of consumer psychology to your advantage If you like this book write a review

Navigating the Digital Landscape

Nripendra Singh,Pooja Kansra,S.L. Gupta,2024-05-23 Rapid digitalization has led to the evolution of customer behaviour and for any business it has become imperative to understand customer behaviour in the digital world Navigating the Digital Landscape explores a wide range of topics to help the reader harness the positive aspects of digital commerce and mitigate risks

Digital Innovations for Customer Engagement, Management, and Organizational Improvement Sandhu,

Kamaljeet,2020-06-12 Over the past several years digital technologies have reestablished the ways in which corporations operate On one hand technology has allowed companies to build a stronger knowledge of its customer base contributing to better consumer engagement strategies On the other hand these technologies have also integrated into the management and daily operations of companies resulting in increased performance and organizational improvement Remaining up to date with

the implementation of these cutting edge technologies is key to a company's continued success Digital Innovations for Customer Engagement Management and Organizational Improvement is an essential reference source that discusses and strategizes the latest technologies and innovations and their integration implementation and use in businesses as well as lifelong learning strategies in a digital environment Featuring research on topics such as consumer engagement e commerce and learning management systems this book is ideally designed for managers business executives marketers consumer analysts IT consultants industry professionals academicians researchers and students

Consumer Behavior I Margaret K. Hogg, 2005

Marketplace Behaviour of Malaysian Consumers Nelson Oly Ndubisi, 2006 Six varied papers on marketing issues in Malaysia an interesting mix of research Two papers address internet banking and consumers attitudes to operating their accounts and financial business in this way One paper looks at consumers response to sales promotional tools and another at effects of gender on purchase decisions The two final papers look at the influence of the family structure on purchase decisions and the ways in which Malaysian customers articulate their dissatisfaction A useful adjunct for anyone looking to market in this region

Frontier Computing on Industrial Applications Volume 1 Jason C. Hung, Neil Yen, Jia-Wei Chang, 2024-01-20 This book gathers the proceedings of the 13th International Conference on Frontier Computing held in Tokyo on July 10-13, 2023 and provides comprehensive coverage of the latest advances and trends in information technology science and engineering It addresses a number of broad themes including communication networks business intelligence and knowledge management Web intelligence and related fields that inspire the development of information technology The respective contributions cover a wide range of topics database and data mining networking and communications Web and Internet of things embedded systems soft computing social network analysis security and privacy optical communication and ubiquitous pervasive computing Many of the papers outline promising future research directions and the book benefits students researchers and professionals alike Further it offers a useful reference guide for newcomers to the field

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