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(Strategy First) Exam Questions
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questions. Q1. A
situation in which
consumer purchases
are unplanned is
known as

_____. (1)

Primary buying motives. (2)
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Secondary buying motives. (3) Impulse buying. (4) Buying behavior process. (5) None of these. View Answer / Hide Answer.

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consists of 4 essay questions. ALL questions are compulsory. Each question will be worth 10 marks for a total of 40 marks. (a) Explain the peripheral route to persuasion and discuss the ways in which marketers can influence low-effort consumer attitudes.

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relative advantages and limitations of indepth interviews and group discussions for an investigation into the consumer perceptions of a new brand of cosmetics. 2.

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Many businesses use
any of the following
approaches to help
analyze consumer
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behavior. A. expert opinion B. consumer surveys C. test marketing D. pricing experiments 1. Choose the one method from t...

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Choose your answers to the questions and click 'Next' to see the next set of questions. You can skip questions if you would like and come back to

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What is Consumer
Behaviour?
Question2:
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Customers versus
Consumers?
Question3: What are
consumer Motives?
Question4: What are
the motives which
Influence Purchase
Decision? Question5:
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Motives?

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Sonsumer Behavior Quizzes Online. Trivia, Questions ... Consumer Behaviour Jane Priest is a Teaching Fellow at Edinburgh Business School and teaches parts of the oncampus Marketing course, as well as the Consumer Behaviour elective by distance Page 29/39

learning. She is a key member of a team exploring how technology can be used to enhance the student learning experience.

Consumer Behaviour
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Question 7 As for the proper definition of consumer behaviour,
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the totality of consumers' decisions on goods, services, activi-ties. experiences, people, and ideas by human decision-making units over time does not include the... A. ...acquisition of goods. B. ...consumption of goods. C. ...disposition of goods.

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behavior
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advertise a product.

Behaviour

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behaviour that consumers exhibit as well as their. intentions to behave; What is the culture. Consumer culturesocietal beliefs that define what is socially gratifying

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of the lectures and exams - all that is needed for the exam

Questions

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