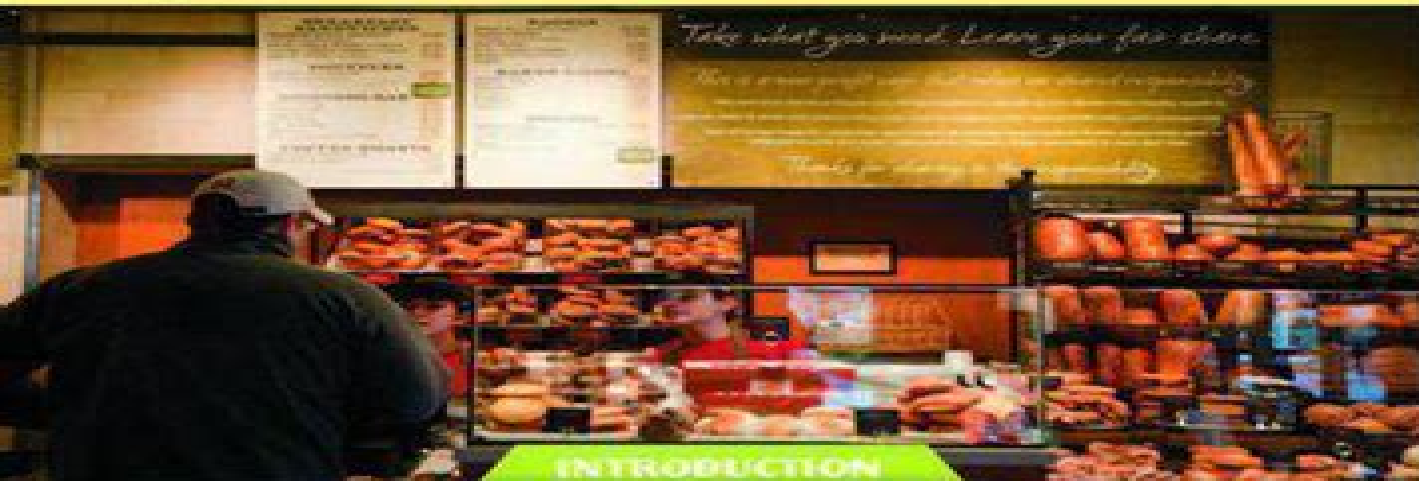


UNDERSTANDING CONSUMER BEHAVIOR

LEARNING OBJECTIVES

After studying this chapter, you will be able to

1. Define consumer behavior and explain the components that make up the definition.
2. Identify the four domains of consumer behavior shown in Exhibit 1.6 that affect acquisition, usage, and disposition decisions.
3. Discuss the benefits of studying consumer behavior.
4. Explain how companies apply consumer behavior concepts when making marketing decisions.



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Panera Bread: More than Bread

When Ron Shaich, the founder of Panera Bread, looks at fast-food burger restaurants, he sees “self-service gasoline stations for the human body.” In contrast, Panera Bread is designed to “bring real food to people in environments that engage them.” The Missouri-based chain of more than 1,500 bakery-café emphasizes the wholesome quality of its artisanal breads, salads, sandwiches, and soups. The friendly atmosphere and comfortable surroundings invite customers to linger, use the free Wi-Fi, and enjoy the aroma of fresh-baked bread.

The 10 million customers who belong to the restaurant’s loyalty program make more than 40 percent of all Panera purchases. “We are able to track individually what people do,” Shaich explains, which means “we’re actually able to market to you in a way that’s unique to you.” As a result, Panera can surprise loyal customers by offering an occasional reward that each will like, such as a free pastry for those who tend to buy breakfast or coffee. As a company with a conscience, Panera donates cash and unsold bakery items to feed the hungry. It also operates a handful of nonprofit Panera Cares restaurants, where customers pay what they wish, to provide meals to those in need and serve the community at large. These restaurants

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Wayne D. Hoyer



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Strategy, Adoption, and Competitive Advantage of Mobile Services in the Global Economy Lee, In, 2012-07-31 As business paradigm shifts from a desktop centric environment to a data centric mobile environment mobile services provide numerous new business opportunities and in some cases challenge some of the basic premises of existing business models Strategy Adoption and Competitive Advantage of Mobile Services in the Global Economy seeks to foster a scientific understanding of mobile services provide a timely publication of current research efforts and forecast future trends in the mobile services industry This book is an ideal resource for academics researchers government policymakers as well as corporate managers looking to enhance their competitive edge in or understanding of mobile services *Emotions and Values in Equity Crowdfunding Investment Choices 2* Christian Goglin, 2021-03-26 Equity crowdfunding is a new way for seed stage start ups to generate initial capital and as such raises questions around the choices made by investors within this area Understanding it is important for investor protection as investors are generally unaware of the factors that can influence their decisions However investing in equity crowdfunding places the investor in a unique decision making framework in which resources such as images videos and storytelling are all mobilized by entrepreneurs and platforms as tools of persuasion This context thus seems to favor more holistic and emotional decision making rather than a process that is rational and analytical Volume 1 presents a transdisciplinary theoretical analysis combining different fields within the social sciences primarily finance marketing and psychology In this second volume an explanatory model is developed on the basis of this theoretical framework which is then empirically tested using data from laboratory experiments This book also proposes the original theory of emotional matching which is both justified and substantiated It personalizes behavior and offers a new perspective based on project characteristics and investor preferences Psychological Foundations of Marketing Allan Kimmel, Allan J Kimmel, 2018-01-12 This is the only textbook to provide an applied critical introduction to the role of psychology in marketing branding and consumer behavior Ideally suited for both students and professionals the new edition is a complete primer on how psychology informs and explains marketing strategies and how consumers respond to them The book provides comprehensive coverage of Motivation the human needs at the root of many consumer behaviors and marketing decisions Perception the nature of perceptual selection attention and organization and how they relate to the evolving marketing landscape Decision making how and under what circumstances it is possible to predict consumer choices attitudes and persuasion Personality and lifestyle how insight into consumer personality can be used to formulate marketing plans Social behavior the powerful role of social influence on consumption Now featuring case studies throughout to highlight how psychological research can be applied in the marketplace and insightful analysis of the role of digital media and new technologies this award winning textbook is required reading for anyone interested in this fascinating and evolving subject □□□□□□□□ □□□□□□ Zoe Chance□, 2024-01-31 Robert Cialdini Charles Duhigg Adam Grant Daniel H Pink Seth Godin

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Consumer Behavior: 2008 Edition (Fourth Edition) Wayne D. Hoyer,Deborah J. Macinnis,Pinaki Dasgupta,2008-02 The book is an accessible and topical introduction to the subject of the consumer behavior A broad conceptual model helps students see how all chapter topics tie together and real world examples reinforce each concept and theoretical principle under review Chapter opening cases show the anecdotal application of concepts while end of chapter questions and answer exercises require students to investigate consume behavior issues and analyze advertisements and marketing strategies The

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