

# MCQ FOR CONSUMER BEHAVIOUR

- 1) The family in a buyer's life consisting of parents and siblings is the \_\_\_\_\_.
- a) Family of procreation
  - b) Family of influence
  - c) Family of efficiency
  - d) Family of orientation

Answer:- d

- 2) A person's \_\_\_\_\_ consist(s) of all the groups that have a direct (face to face) or indirect influence on his/her attitudes or behavior.
- a) Subculture
  - b) Family
  - c) Social class
  - d) Reference groups

Answer:- d

- 3) The relatively homogenous and enduring divisions in a society, which are hierarchically ordered and whose members share similar values, interests and behavior constitute \_\_\_\_\_.
- a) A culture
  - b) A subculture
  - c) A social class
  - d) A family

Answer:- a

- 4) Marriage, childbirth and divorce constitute the \_\_\_\_\_ that shapes the consumption pattern of individuals.
- a) Psychological life cycle
  - b) Product life cycle
  - c) Social status
  - d) Critical life events

Answer:- d

- 5) Marketers who target consumers on the basis of their \_\_\_\_\_ believe that they can influence purchase behavior by appealing to people's inner selves.
- a) Core values

# Mcq On Consumer Behavior Hawkins

**David L. Mothersbaugh**



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Consumer Behavior Arunkumar K,Rajesh Naik,Dr. Srinivasa Murthy M D ,2025-08-21      Quill & Quire ,1987

**Consumer Behavior** Del I. Hawkins,Roger J. Best,Kenneth A. Coney,2001 Hawkins offers balanced coverage of consumer behavior including psychological social and managerial implications The new edition offers exciting and extremely current examples This author team is best known for their ability to tie the topics back to marketing decision making and strategic planning      **Who's Who in the West** Marquis Who's Who, LLC,2002-09      **Consumer Behavior** Del I. Hawkins,Roger J. Best,Kenneth A.. Coney,1989-01-01      **CONSUMER BEHAVIOR** NARAYAN CHANGDER,2024-01-19 If you need a free PDF practice set of this book for your studies feel free to reach out to me at cbsenet4u gmail com and I ll send you a copy THE CONSUMER BEHAVIOR MCQ MULTIPLE CHOICE QUESTIONS SERVES AS A VALUABLE RESOURCE FOR INDIVIDUALS AIMING TO DEEPEN THEIR UNDERSTANDING OF VARIOUS COMPETITIVE EXAMS CLASS TESTS QUIZ COMPETITIONS AND SIMILAR ASSESSMENTS WITH ITS EXTENSIVE COLLECTION OF MCQS THIS BOOK EMPOWERS YOU TO ASSESS YOUR GRASP OF THE SUBJECT MATTER AND YOUR PROFICIENCY LEVEL BY ENGAGING WITH THESE MULTIPLE CHOICE QUESTIONS YOU CAN IMPROVE YOUR KNOWLEDGE OF THE SUBJECT IDENTIFY AREAS FOR IMPROVEMENT AND LAY A SOLID FOUNDATION DIVE INTO THE CONSUMER BEHAVIOR MCQ TO EXPAND YOUR CONSUMER BEHAVIOR KNOWLEDGE AND EXCEL IN QUIZ COMPETITIONS ACADEMIC STUDIES OR PROFESSIONAL ENDEAVORS THE ANSWERS TO THE QUESTIONS ARE PROVIDED AT THE END OF EACH PAGE MAKING IT EASY FOR PARTICIPANTS TO VERIFY THEIR ANSWERS AND PREPARE EFFECTIVELY      Consumer Behavior Del I. Hawkins,Roger J. Best,Kenneth A. Coney,1998 The aim of this text is to give students the knowledge and skills necessary to perform detailed consumer analysis in order to understand markets and develop strategies It covers ethics global topics demographics sub cultures technology and includes exercises and case studies      **Consumer Behavior** Delbert Hawkins,2014      Consumer Behavior David L. Mothersbaugh,2015      *Manual of Objective Tests to Accompany Consumer Behaviour* Del I. Hawkins,Pascale Genevieve Quester,Cathy M. Neal,1995      **Consumer Behavior** Delbert Hawkins,2009      *Consumer Behavior* Del I. Hawkins,Roger J. Best,Kenneth A. Coney,1995      Consumer Behaviour Zubin Sethna,Jim Blythe,2016-08-27 Praised for its no nonsense approach to engaging students and conveying key learning outcomes and for striking a good balance between sociological and psychological aspects of consumer behaviour the new edition now features increased coverage of social media digital consumption and up to date marketing practice Written from a European perspective international in its scope and with an array of global international examples and cases from a variety of geographic locations and different industry sectors threaded throughout the text students understanding and retention of the subject is encouraged through innovative learning features including how to impress your examiner boxes ideas and tips for what an examiner may be looking for to help students get the best possible grades in their assessments consumer

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**Consumer Behavior: Building Marketing Strategy, 12e** Delbert Hawkins; David Mothersbaugh; Roger Best; Amit Mookerjee, 2011 Consumer Behavior Building Marketing Strategy by Hawkins Mothersbaugh and Mookerjee expands on the ongoing strategic focus that this book had brought about from its last edition A complete text in many aspects the book serves the need of the student in every respect With nine new Market Segmentation Schemes added Learning Objectives 30 new global examples and new guidelines to form new themes of discussion along with the DDB Life Style Study Data the book breaches new barriers while confirming to its original plan in a compact way

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