Consumer Buying Behavior

- Factors influencing consumer behavior:
  - *Cultural factors:*
    - Culture, subculture, social class
  - *Social factors:*
    - Reference groups, family, roles, and status
  - *Personal factors:*
    - Age/life-cycle stage, occupation, economic situation, lifestyle, personality, and self-concept
  - *Psychological factors:*
    - Motivation, perception, learning, beliefs, and attitudes

Chapter 5 Understanding Consumer Buying Behavior

Robert W. Palmatier,Andrew Crecelius

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