

Bachelor of Business Administration
Sixth Semester Main Examination, June-2021
Consumer Behavior [BBA-606M]

Time: 3:00 Hrs

Max Marks 80

Note : Attempt any five questions.
All questions carry equal marks.

- Q.1 What is Consumer Behavior. Explain various which effect consumer behavior.
- Q.2 What do you understand by End Chain Model?
- Q.3 How does perception influence consumer decision making process?
- Q.4 Write a detailed note on:
i. Positive and Negative Motivation
ii. Learning Model
- Q.5 Explain important of Cross-Cultural analysis? Explain the problems marketers face during cross-cultural analysis.
- Q.6 What is the relationship between Social Class Life Style and Buying Behavior?
- Q.7 How can effective market segmentation lead to understanding consumer behavior?

Consumer Behavior Question Paper

Xiang Xie



Consumer Behavior Question Paper:

Unveiling the Energy of Verbal Beauty: An Psychological Sojourn through **Consumer Behavior Question Paper**

In a world inundated with displays and the cacophony of instantaneous conversation, the profound power and mental resonance of verbal art often fade into obscurity, eclipsed by the regular barrage of sound and distractions. Yet, located within the lyrical pages of **Consumer Behavior Question Paper**, a interesting perform of fictional elegance that impulses with organic emotions, lies an unforgettable trip waiting to be embarked upon. Composed by a virtuoso wordsmith, this exciting opus books visitors on a psychological odyssey, softly revealing the latent potential and profound affect embedded within the elaborate internet of language. Within the heart-wrenching expanse of this evocative evaluation, we shall embark upon an introspective exploration of the book is key styles, dissect their captivating publishing model, and immerse ourselves in the indelible impression it leaves upon the depths of readers souls.

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