

FACTORS INFLUENCING CONSUMER DECISIONS

SITUATIONAL FACTORS

- Buying task
- Market offerings

PERSONAL FACTORS

- Demographics
- Life stage
- Lifestyle
- Personality

PSYCHOLOGICAL FACTORS

- Motivation
- Learning
- Attitude and beliefs

SOCIAL FACTORS

- Culture/subculture
- Social Class
- Family
- Reference groups



1

NEED RECOGNITION

2

INFORMATION SEARCHING
AND PROCESSING

3

IDENTIFICATION AND EVALUATION
OF ALTERNATIVES

4

PURCHASE DECISION

5

POST-PURCHASE
BEHAVIOR

THE CONSUMER DECISION-MAKING PROCESS

Factors That Influence Consumer Purchasing Decisions Of

Minjie Lin



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