

# Chapter 3 - Consumer Behavior: How People Make Buying Decisions

## Consumer Decision Making Process

### Why Does Consumer Behavior Matter?

- Biggest goal of the marketer is to provide value to the consumer
- Value is in the eye of the consumer
- How can we understand the value if we do not understand the consumer?

### Consumer Decision Making Process

Step	Consumer Experience	Marketer Experience
<b>Need Recognition</b> Becoming aware of a problem that requires a solution	<b>Example</b> realizing that you are hungry and or wanting a hamburger	<b>Strategies</b> <ul style="list-style-type: none"> <li>- Create wants/needs</li> </ul> <b>Example:</b> food advertisements can induce hunger
<b>Search</b> Finding alternatives that can solve the problem	<ul style="list-style-type: none"> <li>- Internal search : prior knowledge</li> <li>- External search : friends/ family or internet</li> </ul> <b>Example</b> examining which restaurants you should consider to buy a hamburger from	<b>Strategies</b> <ul style="list-style-type: none"> <li>- Be available and within reach</li> <li>- Provide excellent product so it is always first choice</li> </ul>
<b>Evaluation</b> Examining alternatives to find the one that fits your needs best	<b>Example</b> what do you care most about when buying a hamburger? Is it tasty? Healthiness? Price? Which alternative satisfies this the best?	<b>Strategies</b> <ul style="list-style-type: none"> <li>- Persuade the potential consumers that your attributes matters the most</li> <li>- Convince that your company is the best</li> </ul>

# Chapter 3 Consumer Behavior How People Make Saylor

**Raffaella Di Napoli**



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## **Table of Contents Chapter 3 Consumer Behavior How People Make Saylor**

1. Understanding the eBook Chapter 3 Consumer Behavior How People Make Saylor
  - The Rise of Digital Reading Chapter 3 Consumer Behavior How People Make Saylor
  - Advantages of eBooks Over Traditional Books
2. Identifying Chapter 3 Consumer Behavior How People Make Saylor
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Chapter 3 Consumer Behavior How People Make Saylor
  - User-Friendly Interface
4. Exploring eBook Recommendations from Chapter 3 Consumer Behavior How People Make Saylor
  - Personalized Recommendations
  - Chapter 3 Consumer Behavior How People Make Saylor User Reviews and Ratings

- Chapter 3 Consumer Behavior How People Make Saylor and Bestseller Lists
- 5. Accessing Chapter 3 Consumer Behavior How People Make Saylor Free and Paid eBooks
  - Chapter 3 Consumer Behavior How People Make Saylor Public Domain eBooks
  - Chapter 3 Consumer Behavior How People Make Saylor eBook Subscription Services
  - Chapter 3 Consumer Behavior How People Make Saylor Budget-Friendly Options
- 6. Navigating Chapter 3 Consumer Behavior How People Make Saylor eBook Formats
  - ePub, PDF, MOBI, and More
  - Chapter 3 Consumer Behavior How People Make Saylor Compatibility with Devices
  - Chapter 3 Consumer Behavior How People Make Saylor Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Chapter 3 Consumer Behavior How People Make Saylor
  - Highlighting and Note-Taking Chapter 3 Consumer Behavior How People Make Saylor
  - Interactive Elements Chapter 3 Consumer Behavior How People Make Saylor
- 8. Staying Engaged with Chapter 3 Consumer Behavior How People Make Saylor
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Chapter 3 Consumer Behavior How People Make Saylor
- 9. Balancing eBooks and Physical Books Chapter 3 Consumer Behavior How People Make Saylor
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Chapter 3 Consumer Behavior How People Make Saylor
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Chapter 3 Consumer Behavior How People Make Saylor
  - Setting Reading Goals Chapter 3 Consumer Behavior How People Make Saylor
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Chapter 3 Consumer Behavior How People Make Saylor
  - Fact-Checking eBook Content of Chapter 3 Consumer Behavior How People Make Saylor
  - Distinguishing Credible Sources

13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
  - Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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