

# CBCS SCHEME

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/MBANMM1301

## Third Semester MBA Degree Examination, Dec.2018/Jan.2019 Consumer Behaviour

Time: 3 hrs.

Max. Marks:80

Note: 1. Answer any Four questions from Q.No. 1 to Q.No. 7.  
2. Question No. 8 is compulsory.

- |   |   |            |
|---|---|------------|
| 1 | a. Differentiate between Surrogate buyers and purchase aids.  | (02 Marks) |
|   | b. State the views of consumer decision making.   | (06 Marks) |
|   | c. Describe the functions of family and express the roles of family in purchase decisions.                    | (08 Marks) |
| 2 | a. Outline the significance of studying consumer behaviour for marketers.                                     | (02 Marks) |
|   | b. Examine the rights of the consumers.   | (06 Marks) |
|   | c. Explain the steps in consumer research process.  | (08 Marks) |
| 3 | a. Write the application of e – CRM in today's marketing context.   | (02 Marks) |
|   | b. Explain Tri – component – Attitude model, with example.  | (06 Marks) |
|   | c. Describe message structure and presentation to be taken care of by the marketers in designing the message. | (08 Marks) |
| 4 | a. Evaluate the significance of market mavens.  | (02 Marks) |
|   | b. Describe unique characteristics of Indian Consumers.   | (06 Marks) |
|   | c. Elaborate Nicotia model of consumer behaviour by highlighting four fields.                                 | (08 Marks) |
| 5 | a. List the various elements of leading.  | (02 Marks) |
|   | b. Explain diffusion of innovation by identifying the four basic elements of diffusion process.               | (06 Marks) |
|   | c. Discuss the role of 'Opinion leaders' in influencing the purchase behaviour.                               | (08 Marks) |
| 6 | a. What is 'Brand personification'?   | (02 Marks) |
|   | b. Discuss the application of Maslow's hierarchy of needs from the point of view of consumer behaviour.       | (06 Marks) |
|   | c. Illustrate the social class categories in India by identifying the ways to measure social class.           | (08 Marks) |
| 7 | a. What are the types of perceived risks for the consumer?  | (02 Marks) |
|   | b. Discuss the strategies marketing applications of classical conditioning.                                   | (06 Marks) |
|   | c. Explain Freudian theory of personality in influencing consumer's attitude and behaviour.                   | (08 Marks) |

Important Note : 1. On completing your answers, compulsorily draw diagonal cross lines on the remaining blank pages.  
2. Any revealing of identification, appeal to evaluator and/or equations written eg. Q.3 = 50, will be treated as malpractice.

# Consumer Behavior Question Paper

**Singh, Kuldeep, Kumar,  
Sanjeev, Talukder, Mohammad  
Badruddoza**

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**Proceedings of the 1997 World Marketing Congress** Samsinar MD Sidin, Ajay K. Manrai, 2015-06-25 This volume includes the full proceedings from the 1997 World Marketing Congress held in Kuala Lumpur Malaysia The focus of the conference and the enclosed papers is on marketing thought and practices from a global perspective This volume presents papers on various topics including marketing management marketing strategy and consumer behavior Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy s flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science Papers and Proceedings of the Annual Meeting American Economic Association, 1924 *Papers and Proceedings of the ... Annual Meeting of the American Economic Association* American Economic Association. Annual Meeting, 1925 **Harnessing AI for Point-of-Sale Optimization** Erragcha, Nozha, Toukabri, Maher, 2025-12-23 Artificial intelligence AI revolutionizes the retail landscape optimizing point of sale POS systems By leveraging machine learning algorithms predictive analytics and real time data processing businesses can streamline transactions personalize customer experiences and improve inventory management AI driven POS solutions enhance operational efficiency They also provide actionable insights that empower retailers to make smarter decisions reduce costs and boost profitability in a competitive market Further research may reveal new POS techniques for improved retail and service management *Harnessing AI for Point of Sale Optimization* explores how AI can improve efficiency profitability and the customer experience in retail outlets It examines how AI transforms retail outlets into smarter more

responsive and consumer centric systems This book covers topics such as consumer behavior mobile technology and sales management and is a useful resource for business owners marketers computer engineers academicians researchers and scientists

**Impact of AI and the Evolution of Future Ghost Kitchens** Singh, Kuldeep, Kumar, Sanjeev, Talukder, Mohammad Badruddoza, 2025-04-11 The rise of artificial intelligence AI reshapes industries across the globe and one of the most notable transformations occurs within the food service sector particularly through the evolution of ghost kitchens Ghost kitchens or virtual kitchens are delivery only establishments that operate without a traditional storefront relying heavily on technology and AI to operate As AI advances its integration into ghost kitchen models may revolutionize the way food is prepared delivered and consumed From streamlining kitchen workflows to enhancing customer personalization AI could drive efficiency reduce costs and improve the overall dining experience The convergence of AI with ghost kitchens may be the future of food service where innovation automation and convenience integrate to meet the growing demand for to go meals in a digital world Impact of AI and the Evolution of Future Ghost Kitchens explores how AI improves cloud kitchens satisfies client preferences and manages available resources It offers guidelines on AI s application for cloud kitchen systems and examples of its effective implementation This book covers topics such as customer experience digital technology and food delivery and is a useful resource for business owners food service professionals computer engineers academicians researchers and data scientists

**Papers and Proceedings of the 68th Annual Meeting** American Economic Association, 1956

*Avoiding Ad Fraud and Supporting Brand Safety: Programmatic Advertising Solutions* Khan, Muhammad Ibrahim, Amin Ul Haq, Mirza, 2025-01-21 Ad fraud undermines the integrity and effectiveness of the digital advertising industry causing significant financial losses and eroding trust among advertisers publishers and consumers As digital advertising continues to grow combating fraudulent activities such as fake clicks impressions and conversions becomes crucial to ensuring transparency and fairness Addressing this issue not only protects investments but also strengthens confidence in online advertising systems fostering a more reliable and equitable digital economy Solutions to ad fraud are essential for maintaining the credibility and sustainability of this vital marketing medium in a rapidly evolving digital landscape Avoiding Ad Fraud and Supporting Brand Safety Programmatic Advertising Solutions provides readers with a comprehensive understanding about digital marketing fraud It illuminates the programmatic advertising ecosystem how it operates and how ad fraudsters make money Covering topics such as artificial intelligence business ethics and programmatic advertising this book is an excellent resource for academicians graduate and postgraduate students marketers policymakers business leaders and more

**Journal of Marketing**, 1987

*Developments in Marketing Science*, 1982 Vols for 1978 are the proceedings of the 2nd annual conference of the Academy of Marketing Science

**Using Questions as Titles on Museum Exhibit Labels to Direct Visitor Attention and Increase Learning** Jane Marie Litwak, 1996

*Marketing, 1776-1976 and Beyond* Kenneth L. Bernhardt, 1976

*Open Market Operations and Monetary Variables* Dale J. Poirier, Hans

Brems, Hirohide Hinomoto, Jagdish N. Sheth, Norton M. Bedford, Takeshi Murota, Wayne J. Morse, William R. Bryan, 1973  
*1986 AMA Educators' Proceedings* American Marketing Association, 1986      **Journal of Business Research** , 1981  
*Ubiquitous Technologies for Human Development and Knowledge Management* Rahman, Hakikur, 2021-04-23 In recent decades digital technologies have permeated daily routines whether at school at work or during personal engagements Stakeholders in education are promoting innovative pedagogical practices the business sector is utilizing updated processes Even the public is improving their lifestyles by utilizing innovative technology In a knowledge construction setting technology becomes a tool to assist the user to access information communicate information and collaborate with others towards human development and knowledge management In this context ubiquitous computing has emerged to support humans in their daily life activities in a personal unattended and remote manner Ubiquitous Technologies for Human Development and Knowledge Management serves as an authoritative reference source for the latest scholarly research on the widespread incorporation of technological innovations around the globe It examines how the application of ubiquitous computing technologies affects various aspects of human lives specifically in human development and knowledge management The chapters demonstrate how these ubiquitous technologies networks and associated systems have proliferated and have woven themselves into the very framework of everyday life It covers categorized investigations ranging from e governance knowledge management ICTs public services innovation and ethics This book is essential for ICT specialists technologists teachers instructional designers practitioners researchers academicians and students interested in the latest technologies and how they are impacting human development and knowledge management across different disciplines      Working Paper Series , 1995

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