

# 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

**G Thomas**



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