

# MCQ FOR CONSUMER BEHAVIOUR

- 1) The family in a buyer's life consisting of parents and siblings is the \_\_\_\_\_.
- a) Family of procreation
  - b) Family of influence
  - c) Family of efficiency
  - d) Family of orientation

Answer:- d

- 2) A person's \_\_\_\_\_ consist(s) of all the groups that have a direct (face to face) or indirect influence on his/her attitudes or behavior.
- a) Subculture
  - b) Family
  - c) Social class
  - d) Reference groups

Answer:- d

- 3) The relatively homogenous and enduring divisions in a society, which are hierarchically ordered and whose members share similar values, interests and behavior constitute \_\_\_\_\_.
- a) A culture
  - b) A subculture
  - c) A social class
  - d) A family

Answer:- a

- 4) Marriage, childbirth and divorce constitute the \_\_\_\_\_ that shapes the consumption pattern of individuals.
- a) Psychological life cycle
  - b) Product life cycle
  - c) Social status
  - d) Critical life events

Answer:- d

- 5) Marketers who target consumers on the basis of their \_\_\_\_\_ believe that they can influence purchase behavior by appealing to people's inner selves.
- a) Core values

# Mcq On Consumer Behavior Hawkins

**Hawkins**



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## **Table of Contents Mcq On Consumer Behavior Hawkins**

1. Understanding the eBook Mcq On Consumer Behavior Hawkins
  - The Rise of Digital Reading Mcq On Consumer Behavior Hawkins
  - Advantages of eBooks Over Traditional Books
2. Identifying Mcq On Consumer Behavior Hawkins
  - 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 Mcq On Consumer Behavior Hawkins
  - User-Friendly Interface
4. Exploring eBook Recommendations from Mcq On Consumer Behavior Hawkins
  - Personalized Recommendations
  - Mcq On Consumer Behavior Hawkins User Reviews and Ratings
  - Mcq On Consumer Behavior Hawkins and Bestseller Lists
5. Accessing Mcq On Consumer Behavior Hawkins Free and Paid eBooks
  - Mcq On Consumer Behavior Hawkins Public Domain eBooks
  - Mcq On Consumer Behavior Hawkins eBook Subscription Services
  - Mcq On Consumer Behavior Hawkins Budget-Friendly Options
6. Navigating Mcq On Consumer Behavior Hawkins eBook Formats

- ePub, PDF, MOBI, and More
- Mcq On Consumer Behavior Hawkins Compatibility with Devices
- Mcq On Consumer Behavior Hawkins Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Mcq On Consumer Behavior Hawkins
  - Highlighting and Note-Taking Mcq On Consumer Behavior Hawkins
  - Interactive Elements Mcq On Consumer Behavior Hawkins
- 8. Staying Engaged with Mcq On Consumer Behavior Hawkins
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Mcq On Consumer Behavior Hawkins
- 9. Balancing eBooks and Physical Books Mcq On Consumer Behavior Hawkins
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Mcq On Consumer Behavior Hawkins
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Mcq On Consumer Behavior Hawkins
  - Setting Reading Goals Mcq On Consumer Behavior Hawkins
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Mcq On Consumer Behavior Hawkins
  - Fact-Checking eBook Content of Mcq On Consumer Behavior Hawkins
  - 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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