

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 homogeneous 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

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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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