

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

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Tao Wei



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Consumer Behavior Arunkumar K,Rajesh Naik,Dr. Srinivasa Murthy M D ,2025-08-21 **Quill & Quire** ,1987

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