

CONSUMER BEHAVIOR ANALYSIS AND SOCIAL MARKETING: THE CASE OF ENVIRONMENTAL CONSERVATION¹

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ABSTRACT: Consumer behavior analysis represents one development within the behavior-analytic tradition of interpreting complex behavior, in which a specific conceptual framework has been proposed (i.e., the Behavioral Perspective Model). According to this model, consumer behavior occurs at the intersection of a consumer-behavior setting and an individual's learning history of consumption and is a function of utilitarian (mediated by the product) and informational (mediated by other persons) consequences. The model has been useful in analyses of consumers' brand choice and reactions to different settings. In the present paper, the model was applied to the interpretation of environmental deleterious behaviors (use of private transportation, consumption of domestic energy, waste disposal, and domestic consumption of water). This application pointed to specific marketing strategies that should be adopted to modify each of these operant classes.

¹ Jorge M. Oliveira-Castro thanks the Brazilian institutions, CAPES (Ministry of Education), CNPq (Ministry of Science and Technology), and FINATEC (Fundação de Empreendimentos Científicos e Tecnológicos Brasília, DF) for financial support. Gordon R. Foxall thanks The Nuffield Foundation, London, for financial support (SGS/LB/0431/A and SGS/00493/G/S1). Some parts of the ideas presented here concerning the application of applied behavior analysis to environmental behavior have appeared in Foxall, G.R. (2002), *Social Marketing for Environmental Conservation*. In G. R. Foxall (Ed.), *Consumer Behaviour Analysis: Critical perspectives on business and management: Vol 3. Marketing: a behavioural perspective* (pp. 460 – 486), London and New York: Routledge. Correspondence concerning this article should be addressed to Jorge M. Oliveira-Castro, Instituto de Psicologia, Universidade de Brasília, Campus Universitário - Asa Norte, Brasília, DF 70910-900, Brasil, Telephone: +55 61 33072625, FAX number: +55 61 32738259, E-mail: jocastro@unb.br or Gordon R. Foxall, Cardiff Business School, Cardiff University, Aberconway Building, Colum Drive, Cardiff, CF10 3EU, Wales, UK, Telephone: +44 29 20 87 42 75, FAX number: +44 2920 874419, E-mail: FoxallG@cf.ac.uk.

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flower orientation the flowers point upward or spread or curve outward flower petal color pink to red white flower petal length 3 4 5 mm flower shape the flower has an urn shaped corolla constricted at the opening the flower is bell shaped

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general information bulb solitary or clustered applanate globose to cylindric ovoid tunic purple red brown red pale brown red or yellow to pale yellow papery to thinly leathery entire leaves shorter than scape 0 5 2 cm wide terete fistulose

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floral formula and floral diagram google classroom a flower has the following characteristics zygomorphic bracteate gamosepalous calyx with valvate aestivation polypetalous corolla with vexillary aestivation diadelphous stamens basal placentation which of the following floral diagrams represents this flower

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stem underground bulb leaf a cluster of radical leaves emerges from the underground bulb cylindrical and fleshy having sheathy leaf bases with parallel venation inflorescence scapigerous i e the inflorescence axis peduncle arising from the

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the floral formula of allium cepa onion of the liliaceae family is as follows here the symbols represent systematic position of liliaceae kingdom plantae subkingdom tracheobionta super division spermatophyta division magnoliophyta class liliopsida subclass liliidae order liliales family liliaceae features of liliaceae family

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the flowers of allium are described as bowl shaped flowers in morphological terms with hidden nectarines generally they are in under part of the ovary onion flowers are a good source of floral nectar and pollen the nectar produced from the nectarines was found to be collected in three cups between

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stem underground bulb 4 leaf a cluster of radical leaves emerges from the underground bulb cylindrical and fleshy having sheathy leaf

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allium is a genus of monocotyledonous flowering plants with hundreds of species including the cultivated onion garlic scallion shallot leek and chives the generic name allium is the latin word for garlic and the type species for the genus is

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