

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.

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