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Social Cognition And Consumer Behaviour

Marcel A. Müller



Social Cognition And Consumer Behaviour:

Applying Social Cognition to Consumer-Focused Strategy Frank R. Kardes, Paul M. Herr, Jacques Nantel, 2006-04-21

Applying Social Cognition to Consumer Focused Strategy a book in the Advertising and Consumer Psychology series sponsored by the Society for Consumer Psychology focuses on the most important recent developments at the interface of social cognition and marketing and develops integrative theoretical frameworks with rich practical implications More specifically the chapters offer a novel and thought provoking perspective on consumer focused strategy or the effects of marketing stimuli and activities on an integrated system of consumer processes and responses Divided into four parts this book offers new perspectives on consumer information processing selective or one sided information processing and attribution theory discusses how asking questions in focus groups surveys and experiments leads consumers to create opinions that would not have occurred to them otherwise advances a new approach for modeling uncertainty and a new framework for thinking about uncertainty summarizes recent developments concerning the Implicit Association Test and their implications for branding strategy develops a new approach for analyzing the effects of intention on behavior and unplanned purchase behaviors discusses the devaluation effect and shows both how implementation intentions can be used to increase new product consumption and also how promotion versus prevention regulatory focus influences consumer preferences and focuses on consumer information processing and persuasion The text is intended for advanced graduate students academics and practitioners who embrace cutting edge paradigms and methodologies in social cognitive consumer research

Social Psychology of Consumer Behavior Michaela Wanke, 2008-12-16 The Social Psychology of Consumer Behavior brings together the most promising and theoretically fruitful research developments by internationally renowned scholars whose work is at the cutting edge of research Experts from both fields social psychology and consumer behavior provide an informed up to date overview from an original integrative perspective The aim of this volume is two fold On the one hand the application of social psychology to consumer behavior is meant to broaden the horizon of social psychologists On the other hand students and researchers of consumer behavior will be offered an advanced account of relevant theories tailored to their interests While the range of topics is rather broad including the construal of judgments and decisions affective and cognitive feelings social and media influences and goals and self regulation each chapter is focused on one specific theoretical or methodological perspective and thereby gives a comprehensive and penetrative account of the relevant issues and the respective research The volume provides an invaluable resource to students researchers and instructors in social psychology consumer psychology consumer behavior and marketing

Social Cognition and Consumer Behavior M. Joseph Sirgy, 1983

The Social Psychology Of Consumer Behaviour Bagozzi, Richard, Gurhan-Canli, Zynep, Priester, Joseph, 2002-08-01 Ouvrage th orique permettant d appr hender les attitudes et comportement des consommateurs et examinant comment le marketing peut influencer les processus

The Social Psychology of Consumer Behaviour

Richard Bagozzi, Zeynep Gurhan-Canli, Joseph Priester, 2002-08-16 How do consumers process information How do they make choices and decisions How are decisions translated into actions of consumption How can marketing influence and respond to consumers The Social Psychology of Consumer Behaviour illuminates an area of intense academic and wider interest bringing together research and practical insights into how theories in social psychology can be applied to consumer behaviour Core themes include information processing and social cognition communication processes attitude models emotion social identity theory and action theory Within each of the major areas of social psychology a historical perspective is provided current knowledge reviewed theories and findings critiqued and directions for future research appraised The Social Psychology of Consumer Behaviour provides a deeper perspective than standard texts which tend to be either atheoretical overly encyclopedic or outdated It considers why consumers buy what they do and how they go about making individual and group decisions concerning consumption The result is essential reading for students researchers and practitioners in psychology and marketing as well as for those in related fields such as public policy public health health psychology political science and sociology

Consumer Behaviour and Organizational Response G. R. Foxall, 1995*

Handbook of Social Cognition Robert S. Wyer, Jr., Thomas K. Srull, 2014-02-25 This edition of the Handbook follows the first edition by 10 years The earlier edition was a promissory note presaging the directions in which the then emerging field of social cognition was likely to move The field was then in its infancy and the areas of research and theory that came to dominate the field during the next decade were only beginning to surface The concepts and methods used had frequently been borrowed from cognitive psychology and had been applied to phenomena in a very limited number of areas Nevertheless social cognition promised to develop rapidly into an important area of psychological inquiry that would ultimately have an impact on not only several areas of psychology but other fields as well The promises made by the earlier edition have generally been fulfilled Since its publication social cognition has become one of the most active areas of research in the entire field of psychology its influence has extended to health and clinical psychology and personality as well as to political science organizational behavior and marketing and consumer behavior The impact of social cognition theory and research within a very short period of time is incontrovertible The present volumes provide a comprehensive and detailed review of the theoretical and empirical work that has been performed during these years and of its implications for information processing in a wide variety of domains The handbook is divided into two volumes The first provides an overview of basic research and theory in social information processing covering the automatic and controlled processing of information and its implications for how information is encoded and stored in memory the mental representation of persons including oneself and events the role of procedural knowledge in information processing inference processes and response processes Special attention is given to the cognitive determinants and consequences of affect and emotion The second book provides detailed discussions of the role of information processing in specific areas such as stereotyping communication and

persuasion political judgment close relationships organizational clinical and health psychology and consumer behavior The contributors are theorists and researchers who have themselves carried out important studies in the areas to which their chapters pertain In combination the contents of this two volume set provide a sophisticated and in depth treatment of both theory and research in this major area of psychological inquiry and the directions in which it is likely to proceed in the future

Consumer Behaviour Analysis Gordon R. Foxall,2002 **The Oxford Handbook of Social Cognition, Second Edition**

Donal E. Carlston,Kurt Hugenberg,Kerri L. Johnson,2024 This revised edition overhauls the first edition with a majority of chapters reconceptualized focusing on offering a comprehensive review and a new multigenerational perspective The chapter also includes a multitude of new topics including gender identity intersectionality prejudice happiness and wellbeing questionnaire methodology and more *Handbook of Developments in Consumer Behaviour* Victoria Wells,G. R.

Foxall,2012-01-01 This Handbook examines the area of consumer behaviour from the perspective of current developments and developing areas for the discipline to new opportunities that comprehend the nature of consumer choice and its relationship to marketing Consumer research incorporates perspectives from a spectrum of long established sciences psychology economics and sociology This Handbook strives to include this multitude of sources of thought adding geography neuroscience ethics and behavioural ecology to this list Encompassing scholars with a passion for researching consumers this Handbook highlights important developments in consumer behaviour research including consumer culture impulsivity and compulsiveness ethics and behavioural ecology It examines evolutionary and neuroscience perspectives as well as consumer choice Undergraduate and postgraduate students and researchers in marketing with interests in consumer behaviour will find this enriching resource invaluable *Psychology of Self-Regulation* Joseph P. Forgas,Roy F. Baumeister,Dianne M.

Tice,2011-02-25 The ability to regulate and control our behaviors is a key accomplishment of the human species yet the psychological mechanisms involved in self regulation remain incompletely understood This book presents contributions from leading international researchers who survey the most recent developments in this fascinating area The chapters shed new light on the subtle and often subconscious ways that the people seek to regulate their thoughts feelings and behaviors in everyday social life The contributions seek answers to such intriguing questions as How can we improve our ability to control our actions How do people make decisions about which goals to pursue How do we maintain and manage goal oriented behavior What happens when we run out of self regulation resources Can we match people and the regulatory demands of to specific tasks so as to optimize performance What role does self regulation play in sports performance in maintaining successful relationships and in managing work situations The book offers a highly integrated and representative coverage of this important field and is suitable as a core textbook in advanced courses dealing with social behavior and the applications of psychology to real life problems **Routledge International Handbook of Consumer Psychology** Cathrine V.

Jansson-Boyd,Magdalena J. Zawisza,2016-11-18 This unique handbook maps the growing field of consumer psychology in its

increasingly global context With contributions from over 70 scholars across four continents the book reflects the cross cultural and multidisciplinary character of the field Chapters relate the key consumer concepts to the progressive globalization of markets in which consumers act and consumption takes place The book is divided into seven sections offering a truly comprehensive reference work that covers The historical foundations of the discipline and the rise of globalization The role of cognition and multisensory perception in consumers judgements The social self identity and well being including their relation to advertising Social and cultural influences on consumption including politics and religion Decision making attitudes and behaviorally based research Sustainable consumption and the role of branding The particularities of online settings in framing and affecting behavior The Routledge International Handbook of Consumer Psychology will be essential reading for anyone interested in how the perceptions feelings and values of consumers interact with the decisions they make in relation to products and services in a global context It will also be key reading for students and researchers across psychology and marketing as well as professionals interested in a deeper understanding of the field

Consumer Research Stephen Brown, Darach Turley, 2005-06-23 Consumer Research Postcards from the Edge is a collection of cutting edge essays by leading exponents of postmodern consumer research from Europe and America Topics covered include chronicle composition and fabulation in consumer research postmodern approaches to pluralism in consumer research marketing in cyberspace poststructuralism in marketing semiotics in marketing and consumer research

Marketing Psychology G. Foxall, 1997-09-15 Marketing Psychology portrays the behaviour of consumers as influenced by its environmental consequences and extends this analysis to marketing management by proposing a novel understanding of the marketing firm The book undertakes a behaviour analysis of consumer choice based on a critical extension of radical behaviourism to the interpretation of human economic behaviour This suggests that consumer behaviour is explained by locating it among the environmental contingencies that shape and maintain it The result is a view of consumer choice and marketing response which transcends current understanding with profound managerial and policy implications

Consumer Behavior Stefan Hoffmann, Payam Akbar, 2023-01-03 Detailed textbook with a focus on consumer behavior research This textbook addresses the central question of whether and in what way advertising has a lasting influence on the purchase decision process For this purpose it takes a look at the focus of consumer behavior and market research In the course of this the work conveys the basics of consumer behaviour in a comprehensible and clear language Why is the shopping cart fuller than planned Why does everyone want the latest smartphone so badly The authors Stefan Hoffmann and Payam Akbar address the following topics in their book Consumer Behaviour They begin with the understanding of the term and briefly outline the theoretical as well as methodological approach to consumer behaviour They then discuss influences on consumer behaviour which take place first and foremost within us Motivation emotion and cognition as well as attitude and decision They then show that behaviour differs systematically between different consumer groups For this purpose they consider influences from the social physical

and media environment At the end of the consumer behavior book they illustrate how buying behavior is embedded in general societal developments and thus constantly changes over time This second edition of the book has been revised and updated by the authors Clear textbook for exam preparation with many practical aids The Consumer Behavior textbook is intended for students in the following disciplines Business Administration Psychology Communications Related disciplines It follows a consistent didactic concept as a reader you observe the fictional characters Lea and Ben in numerous consumption situations In this way you get to know essential theories and models in a lively way and close to everyday life The following elements also help you to quickly grasp and effectively learn the contents of the textbook Consumer Behaviour Case studies Descriptions of relevant studies QR codes to video content e g videos and websites This makes this book ideal for reviewing lectures and preparing for exams At the end of each chapter you will find questions for self monitoring and recommended reading

Attitudes and Attitude Change Gerd Bohner, Michaela Wanke, 2014-03-18 Attitudes cognitive representations of our evaluation of ourselves other people things actions events ideas and attitude change have been a central concern in social psychology since the discipline began People can and do have attitudes on an infinite range of things but what are attitudes how do we form them and how can they be modified This book provides the student with a comprehensive and accessible introduction to the basic issues in the psychological study of attitudes Drawing on research from Europe and the USA it presents up to date coverage of the key issues that will be encountered in this area including attitude formation and change functions of attitudes attitude measurement attitudes as temporary constructs persuasion processes and prediction of behaviour from attitudes

Consumer Behaviour Michael Solomon, Rebekah Russell-Bennett, Josephine Previte, 2012-10-24 Consumer behaviour is more than buying things it also embraces the study of how having or not having things affects our lives and how possessions influence the way we feel about ourselves and each other our state of being The 3rd edition of Consumer Behaviour is presented in a contemporary framework based around the buying having and being model and in an Australasian context Students will be engaged and excited by the most current research real world examples global coverage managerial applications and ethical examples to cover all facets of consumer behaviour With new coverage of Personality and incorporating real consumer data Consumer Behaviour is fresh relevant and up to date It provides students with the best possible introduction to this fascinating discipline

The Psychology of Advertising Bob M. Fennis, Wolfgang Stroebe, 2010-07-12 Advertising is a ubiquitous and powerful force seducing us into buying wanted and sometimes unwanted products and services donating to charity even to causes we have not heard of before voting for political candidates even of questionable reputation and changing our health related lifestyles for better or worse The impact of advertising is often subtle and implicit but sometimes blatant and impossible to overlook This book discusses key topics from the fields of social and consumer psychology Important questions are addressed in the volume such as What impact does advertising have on consumer behaviour What causes this impact What are the psychological processes responsible for

the effectiveness of advertising How do consumers make sense of advertising messages What messages get across and when and why This is the first book to offer a comprehensive and state of the art overview of the psychological findings on the impact of advertising and to discuss this research in the context of recent developments in the fields of social and consumer psychology It presents and discusses results of both classic and contemporary studies in an engaging style that avoids highly technical language The authors have included a glossary of frequently used concepts which assists student comprehension making it a unique and invaluable volume for advanced undergraduate and graduate students as well as researchers and lecturers in social psychology marketing and communications It is also a useful resource for professionals working in advertising public health public services and political communication [The Routledge Companion to Consumer Behavior](#) Michael R. Solomon,Tina M. Lowrey,2017-09-22 The key to marketing is understanding and satisfying consumer needs thus a knowledge of consumer behavior is essential to any organization dealing with customers users or clients This book promises to be a contemporary classic It brings together an international set of scholars many of whom are household names to examine the diverse approaches to consumer behavior topics The editors employ a micro to macro structure dividing each topic into three parts one reflecting foundational work one focused on emerging trends and one covering practical applications Each part examines the relationship between consumer behaviour and motivation including well being gender social class and more and concludes with practitioner perspectives on the challenges and opportunities that come with understanding customers Readers will gain insight into how drives that are constantly in flux relate to other aspects of human cognition and behavior allowing them to reach customers successfully and to meet their needs With contributions from leading scholars including Sidney Levy and Jagdish Sheth this volume sets the standard as the most comprehensive cutting edge resource on the subject of consumer behavior Students of consumer behaviour and marketing will find this a useful exploration of a fast moving field fundamental to the welfare of companies government non profits and consumers It will also benefit new and established academic researchers as well as practitioners who want to stay on top of current knowledge *Elgar Encyclopedia of Consumer Behavior* Johanna Gollnhofer,Reto Hofstetter,Torsten Tomczak,2024-06-05 Modern commercial landscapes are characterized by rapidly evolving markets and this authoritative Encyclopedia acts as an essential navigational guide to such changeable consumer environments

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