

Chapter 2 Consumer Behaviour Theory

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Chapter 2 Consumer Behaviour Theory

consumer behaviour. Section 2.2 of this chapter will provide an overview of consumer behaviour, followed by models of human behaviour in Section 2.3. Section 2.4 will represent the main discussion of Chapter 2 by focusing on the definition, purpose and value of models of consumer behaviour. The chapter will be concluded with a short summary in Section 2.5.

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behaviour theory and that an Internet perspective on consumer behaviour, and more specifically consumer decision-making, will be provided in Chapter 4. 2.2 AN OVERVIEW OF CONSUMER BEHAVIOUR This section focuses on the consumer behaviour field of study and will explore the origin of a consumer focus in marketing.

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