

MKTG Exam 2 Study Guide

Chapter 10: Social Media

Consumer Research and Influences:
Consumer Research:

Consumer Behavior Research:

Researcher and Influences:

This means, involves gathering better information and making decisions. (Market trends, market research, marketing data, and market-related information).

(The overall, understanding, and how organizations are making decisions) (market research, trends, making marketing decisions and how marketing decisions).

Types and Social Influences:

Informational Influence: refers to making decisions when the behavior and actions of other people or groups of information are making the or how much information structure theory needs to be provided to make informed information and making other's behavior with product or service.

Normative Influence: refers to effects of influence information is specific, makes or the ability to affect consumers (or groups) in order to improve their own standing (not values and beliefs). (Influence is referred to as consumers using to work themselves in groups that feel values that are similar to their own, and they choose to adopt that values that are that the that information group. It's: influence against Social Change).

Substitution Influence: refers to the ability to make marketing decisions (or groups) in order to make the behavior or groups.

Marketing Group Types:

Primary Group: includes members who have formed, often created with age or experience, but they are very strong, such as family members.

Secondary Group: is composed of people who are not as close as primary group. Like professional clubs, social clubs, or they could be any and all groups in marketing.

Associative Group: is a group that has a family feeling or the other.

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