

# MKTG Exam 2 Study Guide

## Chapter 10: Social Media

**Consumer Research and Influences:**  
Consumer Homogeneity:

Consumer Heterogeneity:

Subgroups and Influences:

Direct media: media (advertising) takes premeditated and structured decisions (target, time, media, message, message, place, and non-mediated communication).

Indirect media: social networks, blogs, sharing, social media, and non-mediated communication.

**Types of Social Influences:**

Informational influence: social influencing consumers where they influence and interact in technology groups as information for making the or for such information structure. They search and produce or transfer relevant information and interacting others to produce such product or service.

Normative influence: ways in which a consumer community is specific, makes or the others to which consumers join groups in order to improve their own standing (not values and beliefs). Pressure to conform makes consumers desire to work membership in groups that hold values that are similar to their own, and they choose to adopt the values that are held by the dominant group. It's a difference between Social Control.

Reference influence: when we think the other consumer's experience and social status. Reference groups.

**Reference Group Types:**

Primary Group: includes members who have frequent, direct contact with each other. Family and friends are primary groups, such as family members.

Secondary Group: a community, belongs where members do not frequently meet. It is a primary group. Like professional clubs, social clubs, or they meet less and are not as close as primary groups.

Symbolic Group: a group that has a family feeling but is not a family.

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