

**Bachelor of Business Administration**  
**Sixth Semester Main Examination, June-2021**  
**Consumer Behavior [BBA-606M]**

**Time: 3:00 Hrs**

**Max Marks 80**

**Note :** Attempt any five questions.  
All questions carry equal marks.

- Q.1 What is Consumer Behavior. Explain various which effect consumer behavior.
- Q.2 What do you understand by End Chain Model?
- Q.3 How does perception influence consumer decision making process?
- Q.4 Write a detailed note on:  
i. Positive and Negative Motivation  
ii. Learning Model
- Q.5 Explain important of Cross-Cultural analysis? Explain the problems marketers face during cross-cultural analysis.
- Q.6 What is the relationship between Social Class Life Style and Buying Behavior?
- Q.7 How can effective market segmentation lead to understanding consumer behavior?

# Consumer Behavior Question Paper

**RJ Shavelson**



## **Consumer Behavior Question Paper:**

UGC NET JRF Management Previous Year Question Paper & Answer Dheeraj Kumar Singh, 2005 June Paper II 4 7 2005 December Paper II 8 11 2006 June Paper II 12 15 2006 December Paper II 16 19 2007 June Paper II 20 23 2007 December Paper II 24 27 2008 June Paper II 28 31 2008 December Paper II 32 35 2009 June Paper II 36 39 2009 December Paper II 40 43 2010 June Paper II 44 47 2010 December Paper II 48 51 2011 June Paper II 52 56 2011 December Paper II 57 61 2012 June Paper II 62 67 2012 June Paper III 68 76 2012 December Paper II 77 82 2012 December Paper III 83 90 2013 June Paper II 91 97 2013 June Paper III 98 109 2013 September Paper II 110 118 2013 September Paper III 119 129 2013 December Paper II 130 136 2013 December Paper III 137 147 2014 June Paper II 148 155 2014 June Paper III 156 167 2014 December Paper II 168 174 2014 December Paper III 175 184 2015 June Paper II 185 190 2015 June Paper III 191 201 2015 December Paper II 202 210 2015 December Paper III 211 223 2016 July Paper II 224 233 2016 July Paper III 234 247 2016 September Paper II 248 256 2016 September Paper III 257 271 2017 January Paper II 272 279 2017 January Paper III 280 292 2017 November Paper II 293 300 2017 November Paper III 301 312 2018 July Paper II 313 327 2018 December Paper II 328 344 2019 June Paper II 345 356 2019 December Paper II 357 371 2020 October First shift 372 387 *Career Point Kota*

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Proceedings of the 1990 Academy of Marketing Science (AMS) Annual Conference B. J. Dunlap, 2015-01-02 This

volume includes the full proceedings from the 1990 Academy of Marketing Science AMS Annual Conference held in New Orleans Louisiana The research and presentations offered in this volume cover many aspects of marketing science including marketing strategy consumer behavior international marketing industrial marketing marketing education among others Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy s flagship journals Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science

*Impact of AI and the Evolution of Future Ghost Kitchens* Singh, Kuldeep, Kumar, Sanjeev, Talukder, Mohammad Badruddoza, 2025-04-11 The rise of artificial intelligence AI reshapes industries across the globe and one of the most notable transformations occurs within the food service sector particularly through the evolution of ghost kitchens Ghost kitchens or virtual kitchens are delivery only establishments that operate without a traditional storefront relying heavily on technology and AI to operate As AI advances its integration into ghost kitchen models may revolutionize the way food is prepared delivered and consumed From streamlining kitchen workflows to enhancing customer personalization AI could drive efficiency reduce costs and improve the overall dining experience The convergence of AI with ghost kitchens may be the future of food service where innovation automation and convenience integrate to meet the growing demand for to go meals in a digital world *Impact of AI and the Evolution of Future Ghost Kitchens* explores how AI improves cloud kitchens satisfies client preferences and manages available resources It offers guidelines on AI s application for cloud kitchen systems and examples of its effective implementation This book covers topics such as customer experience digital technology and food delivery and is a useful resource for business owners food service professionals computer engineers academicians researchers and data scientists

**Papers and Proceedings of the Annual Meeting** American Economic Association, 1924 *Papers and Proceedings of the ... Annual Meeting of the American Economic Association* American Economic Association. Annual Meeting, 1925

**Proceedings of the 1997 World Marketing Congress** Samsinar MD Sidin, Ajay K. Manrai, 2015-06-25 This volume includes the full proceedings from the 1997 World Marketing Congress held in Kuala Lumpur Malaysia The focus of the conference and the enclosed papers is on marketing thought and practices from a global perspective This volume presents papers on various topics including marketing management marketing strategy and consumer behavior Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at

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students marketers policymakers business leaders and more      Papers and Proceedings of the 68th Annual Meeting  
 American Economic Association,1956      **The Gold Way To Freedom and Prosperity** Dimitry Krasil,2018-06-18 Do you  
 still think that Governments serve ordinary people Think again and Gold Way to Freedom and Prosperity by Dimitry Krasil is  
 going to be a big help The goal of this book is to take a closer look at the modern monetary system and to reveal its most  
 glaring contradictions This before and after approach will show you the reader that what you perceive and use as money is  
 designed in such a way that the wealth created by the economy truly benefits only large banks and multinational  
 corporations However during the times of the Gold Standard it was the other way around the system was put in place to  
 benefit the actual wealth creators the workers who later became pensioners and state benefactors Storing wealth in times of  
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 coexist peacefully under the decentralized currency umbrella I will show you a few tweaks that may be easily performed with  
 even a loose consensus between parties so that the world begins to heal itself      **Marketing, 1776-1976 and Beyond**  
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on Museum Exhibit Labels to Direct Visitor Attention and Increase Learning Jane Marie Litwak,1996      **Journal of**  
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