

Consumer Behaviour Theory In Internet Marketing



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CONSUMER BEHAVIOUR THEORY IN INTERNET MARKETING



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Grin Verlag GmbH Mrz 2014, 2014. Taschenbuch. Book Condition: Neu. 210x148x1 mm. This item is printed on demand - Print on Demand Titel. Neuware - Seminar paper from the year 2010 in the subject Communications - Multimedia, Internet, New Technologies, grade: A, University of Leeds, language: English, abstract: This study focuses on consumer behaviour in relation to internet marketing. There is a relationship between consumer participating on online marketing and their behavioural perspective. For instance, the behavioural perspective of consumers towards e-shopping varies depending on several factors. First, it is based on the media system dependent theory which explains dependency relationships between individuals and the medium of communication. It is also based on the perceived usefulness of e-shopping in meeting and understanding ones society or self, orientation meaning actions or interactions of consumers and finally it depends on play that deals with e-shopping and interactive goals. For example, using an email survey that focused on 166 respondents that were randomly picked from the staff, faculty, and student population in a mid-western university in US studied, the influence of consumer behaviour on online business, chatting with friends, and news reading was empirically tested. Averagely consumers surveyed had purchased eight various products online in the last seven months, spent twenty minutes in daily reading news online, and ten minutes were spent on net chatting with clients. The consumers also portray positive attributes towards e-shopping and overall e-commerce. This report thus seeks to analytical research on how consumer behaviour can be used on internet marketing. 16 pp. Englisch.



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