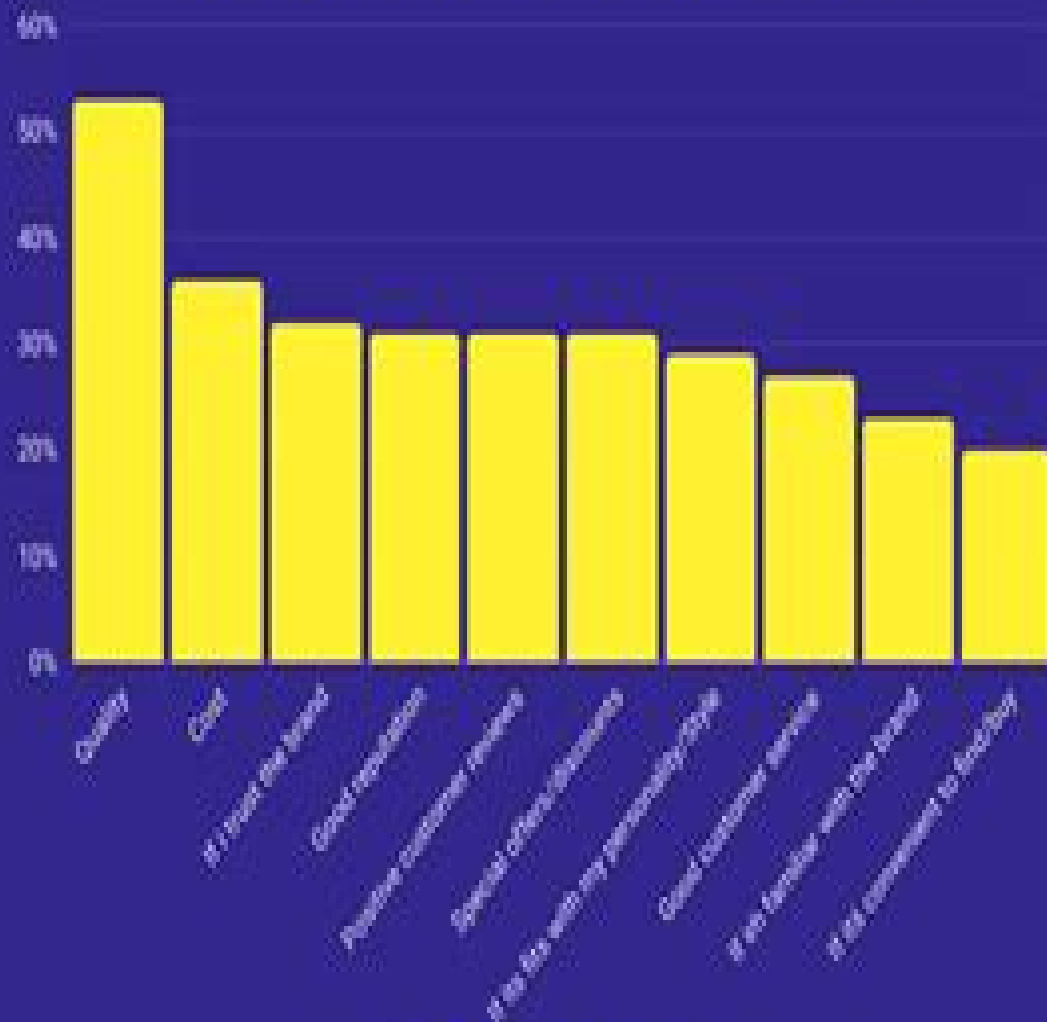


TOP FACTORS THAT INFLUENCE CONSUMER PURCHASING DECISIONS



Factors That Influence Consumer Purchasing Decisions Of

Shahinur Rahman, Imran Hossain



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Factors Influencing the Buying Decision of Consumers' towards Branded Biscuits Dr. M. Ganesh Babu,

ISPsy 2023 Taufik Taufik, Elli Nur Hayati, Tri Na'imah, 2024-02-05 This proceeding is the outcome of an international seminar organized by the Faculty of Psychology Universitas Muhammadiyah Purwokerto in 2023 This international seminar was called ISPsy 6th with the theme Religiosity and Cultural Diversity for Strengthening Mental Well Being From this seminar it is hoped that preventive curative and even rehabilitative programs targeting holistic aspects of mental well being will be present providing benefits to the wider community Manuscripts accepted for ISPsy 6th 2023 amounted to 62% of the total articles collected This seminar featured several topics including Clinical Psychology Organizational Industrial Psychology Educational Psychology Social Psychology Developmental Psychology Psychometrics Islamic Studies Related to Human Behavior Social Science Education and Neuroscience The keynote speech was delivered by Prof Dr Muhadjir Effendy M A P as the Coordinating Ministry for Human Development and Cultural Affairs Speakers at this international seminar included Dr Hanan Dover as the Vice President of the International Association of Muslim Psychologists IAMP Dr Rania Awaad M D as the Director of the Stanford Muslim Mental Health Islamic Psychology Lab Dr Nor Akmar Nordin as a lecturer in the Department of Psychology School of Human Resource Development and Psychology Faculty of Social Sciences and Humanities Universiti Teknologi Malaysia and Retno Dwiyanti M Si Ph D as a lecturer at the Faculty of Psychology Universitas Muhammadiyah Purwokerto This proceeding was able to proceed smoothly thanks to the support and good communication from all parties involved We express our gratitude to all parties involved especially the organizing committee and the call for paper team of the International Seminar of the Faculty of Psychology Muhammadiyah University of Purwokerto who have worked hard We also want to thank our partners and all authors who submitted manuscripts for the ISPsy 6th 2023 international seminar proceedings Additionally we would like to thank EAI for facilitating the publication of these proceedings Proceedings of the International Conference on Applied Science and Technology on Social Science

2022 (ICAST-SS 2022) Amiril Azizah, Emma Dwi Ariyani, 2023-02-15 This is an open access book The 5th International Conference on Applied Science and Technology iCAST 2022 organized by the Indonesian Polytechnics Consortium will be held in Samarinda East Kalimantan Indonesia from 23 24 October 2022 This prestigious conference is aimed at bringing together researchers and experts in intelligent technology and social science from educational institutions R D industry government and the community to exchange and share ideas or knowledges through a discussion of a wide range of issues related to Smart Manufacturing in Digital Transformation Industri 4 0 for Sustainable Economic Growth to Face Society 5 0

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Conferences and Publishing Limited, 2023-09-06 The Elgar Companion to Information Economics Daphne R. Raban, Julia W_odarczyk, 2024-03-14 The Elgar Companion to Information Economics dexterously navigates this interdisciplinary field of

research which celebrates the crucial contribution of information to decision making market dynamics and economic well being Offering a wealth of conceptual analysis this erudite Companion embarks on an intellectual journey exploring the fundamentals of information economics This title contains one or more Open Access chapters *The Cambridge Handbook of Marketing and the Law* Jacob E. Gersen, Joel H. Steckel, 2023-07-13 This handbook examines a wide range of current legal and policy issues at the intersection of marketing and the law Focusing on legal outcomes that depend on measurements and interpretations of consumer and firm behavior the chapters explore how consumers form preferences perceptions and beliefs and how marketers influence them Specific questions include the following How should trademark litigation be valued and patent damages assessed What are the challenges in doing so What divides certain marketing claims between fact and fiction Can a litigant establish secondary meaning without a survey How can one extract evidence on consumer behavior with the explosion of social media This unique volume at the intersection of marketing and the law brings together an international roster of scholars to answer these questions and more

ACHITS 2019 Eddy Yunus, Bachrul Amiq, Meithiana Indasari, Daniel Susilo , e would like to welcome you to the ASIAN CONFERENCE ON HUMANITIES INDUSTRY AND TECHNOLOGY FOR SOCIETY hosted by Dr Soetomo University on 30 31 July 2019 at Dr Soetomo University Surabaya East Java Indonesia The conference aims to provide all researchers with the opportunity to share their research in the areas of Social Science Industry Technology to the International community This Conference accepts all paper related to Humanities Industrial Revolution Applied Technology and Engineering for Sustainable Society and our Objectives is to promote an exchange of research ideas and knowledge among local and international researchers and alsı to provide a platform for research collaborations among local and international researchers and institutions of higher learning

The Routledge Handbook of Consumer Behaviour in Hospitality and Tourism Saurabh Kumar Dixit, 2017-04-07 Consumer behaviour is one of the most explored topics in tourism and hospitality marketing interchangeably denoted by the terms traveller behaviour tourist behaviour or guest behaviour Consumer behaviour acts as an origin for every tourism and hospitality marketing activity It offers an understanding of why people tend to choose certain products or services and what sort of factors influence them in making their decision The decision process of buying tourism products or services takes time because they are mostly intangible in nature due to which there are many risks involved in their buying process The Routledge Handbook of Consumer Behaviour in Hospitality and Tourism aims to explore and critically examine current debates critical reflections of contemporary ideas controversies and pertinent queries relating to the rapidly expanding discipline of consumer behaviour in hospitality and tourism The Handbook offers a platform for dialogue across disciplinary and national boundaries and areas of study through its diverse coverage It is divided into six parts Part I offers an overview of consumer behaviour Part II focuses on the service quality perspectives of consumer behaviour Part III deliberates on customer satisfaction and consumer behaviour linkages Part IV explores the re patronage behaviour of consumers Part V

addresses the vital issues concerning online consumer behaviour and Part VI elaborates upon other emerging paradigms of consumer behaviour. Although there is no dearth of empirical studies on different viewpoints of consumer behaviour, there is a scarcity of literature providing conceptual information. The present Handbook is organised to offer a comprehensive theoretical body of knowledge narrating consumer behaviour especially for hospitality and tourism businesses and operations. It attempts to fill this research gap by offering a globalised volume comprising chapters organised using both practical and academic approaches. This Handbook is essential reading for students, researchers and academics of Hospitality as well as those of Tourism Marketing, International Business and Consumer Behaviour.

Consumer Dilemma to Purchase Hybrid Car Kooi Chung Leng, Tooi Ai Chin, Abu Bakar A Hamid, 2020-06-30. As industrialisation continues to evolve, exacerbating environmental problems such as global warming and climate change have raised the concern across the globe. Road transport is primarily the most notable source of pollution in the world. With the sophistication in environmental technology, a variety of environmentally friendly products have been introduced in the market, and hybrid vehicle is highly recommended. However, in Malaysia, automotive market demand for hybrid vehicle is still considered very low compared to non-hybrid vehicles, and thus to conduct a study on consumer's adoption toward hybrid car is timely. The study investigated the relationships between marketing mix 4Ps, environmental concern, governmental incentive, and purchase intention of hybrid car in Malaysia. A total of 372 valid samples were collected using convenience sampling technique. The Structural Equation Modelling (SEM) by using Smart PLS was employed to investigate the significance of individual path correlations, measurement model, and overall fit of structural model. The results of the study revealed that marketing mix 4Ps, governmental incentive, attitude, subject norm, and perceived behavioural control showed a significant and positive relationship with hybrid car purchase intention. In addition, environmental concern exhibits the moderation effect among those relationships.

Software Engineering Application in Systems Design Radek Silhavy, Petr Silhavy, Zdenka Prokopova, 2023-01-01. This book presents the latest research on software engineering application in informatics. The fields of software engineering, informatics, computer science, and artificial intelligence are critical for study in the intelligent systems issue space. This is the first part of the refereed proceedings of the 6th Computational Methods in Systems and Software 2022 (CoMeSySo 2022). The CoMeSySo 2022 conference, which is being hosted online, is breaking down barriers. CoMeSySo 2021 aims to provide a worldwide venue for debate of the most recent high quality research findings.

Investigate the Impact of Short Video on Young Consumers' Purchasing Behavior in Taipei Through Experiment, Implications for Marketers Nguyen Thi Phi Nga, 2025-03-20. In the age of increasingly developed technology, buying through short videos on social networking sites is no longer a new thing. The trend of selling through short videos is increasingly expanding, but not everyone achieves sales efficiency because they do not understand the purchase behavior of consumers through short videos. This study focused on evaluating the impact of short videos on consumer purchasing behavior in Taipei. The data was collected from 200 people, including students and workers aged 18-35, living and

working in Taipei After analyzing and processing the data using SPSS software the study identified video content celebrity influence product information and perceived value that influenced consumers short video purchase behavior These results can provide important management implications for businesses and sellers in building marketing strategies that use short videos to increase influence and drive consumer purchasing decisions

4th International Conference on Islamic Economics, Business, Philanthropy, and PhD Colloquium (ICIEBP) 2022 Meri Indri Hapsari,M. Bastomi Fahri Zusak,2023-06-16 This is an open access book The success of the 1st 2nd ICIEBP 2017 and 2018 in Universitas Pendidikan Indonesia UPI Bandung and Universitas Airlangga UNAIR Surabaya Indonesia that brought a wide range of participants did not stop the courage of us to conduct the 3rd ICIEBP virtually on 2020 adapting the pandemic situation in mind that the conference attendees gained vital insights into Islamic economics from different viewpoints Moreover to maintain the continuity of the Islamic Economics conference in presenting insights sharing and executing ideas presented by innovative researchers experts and practitioners organising these innovative discussion forums at the highest level is necessary Therefore the Department of Islamic Economics Faculty of Economic and Business Universitas Airlangga in collaboration with the Department of Islamic Economics Faculty of Economics and Business Education UPI proudly presents The 4th International Conference on Islamic Economics Business and Philanthropy ICIEBP that was held on 4 5 October 2022 in Surabaya Indonesia The theme as well as the main objective of the conference is Integration of Islamic Economics Finance and Philanthropy for Sustainable Development of Cities and Communities This conference program will elaborate on how a nation can achieve sustainable development and at the same time solve socioeconomic problems such as poverty In addition the Islamic perspective as a new and emergent pattern has demonstrated an unprecedented performance in terms of transforming Muslim societies and beyond

Corporate Social Responsibility Awareness and Consumer Purchasing Decision-Making of Sachet Water Eugene Agyei,2017-07-10 Bachelor Thesis from the year 2017 in the subject Business economics Business Ethics Corporate Ethics grade A course Sociology language English abstract The purpose of this study was to empirically investigate Corporate Social Responsibility CSR awareness and consumer purchasing decision making of sachet water among University of Ghana students The study sought to find answers to the following questions What is the awareness level of CSR activities of sachet water producers in Ghana among consumers What are consumer perceptions about CSR activities of sachet water producers How do CSR initiatives of sachet water producers influence purchasing behavior of customers A sample size of one hundred 100 consumers of sachet water was selected from University of Ghana for the study using the purposive random and convenience sampling method The data obtained were analysed using Statistical Package for Social Sciences SPSS 20 0 software From the study the researcher found out that relatively fewer consumers of sachet water are aware of CSR activities of sachet water companies The study also discovered that more consumers highly perceived environmental friendly activities as corporate socially responsible The study also revealed that

other factors such as product quality brand advertisements and price influence the purchasing decisions of sachet water buyers even to a greater extent than CSR It was found that consumers are particularly concerned about quality when buying sachet water However CSR activities performed by sachet water companies were rated as a lesser factor that influence consumers stay and repurchase of sachet water The researcher recommends among other things that regulatory bodies be firm in enforcing laws in corporate organizations Again CSR should be viewed as part of the code of ethics of any corporate organization including sachet water companies Also the government should design national policies to set parameters for CSR in Ghana to reflect national needs

The Importance of New Technologies and Entrepreneurship in Business Development: In The Context of Economic Diversity in Developing Countries Bahaaeddin Alareeni,Allam Hamdan,Islam Elgedawy,2021-03-12 This book introduces the students researchers and practitioners into the subject and enabling technologies and applications pertaining to of technology entrepreneurship and business development through research articles case studies etc It is primarily intended for academic purposes for learners of computer Science management accounting and information systems disciplines economics entrepreneurship Publishing chapters in the book is new innovative idea to spread the book in the Middle East and Arab countries and make the book achieve more sales As many students in all levels graduates and undergraduates in addition to research professionals are not able to get sufficient resources because of the language concern

Proceedings of the 9th International Conference on Accounting, Management, and Economics 2024 (ICAME 2024) Mursalim Nohong,Fitra Roman Cahaya,Phung Minh Tuan,Arifuddin Mannan,Anas Iswanto Anwar,Rianda Ridho Hafizh Thaha,Rakhmat Nurul Prima Nugraha,Andi Tenri Harahap,Muhammad Try Dharsana,Fakhrul Indra Hermansyah,2025-08-30 This is an open access book The Integration of Blue Green Economy Business for Sustainability

WoMELA-GG 2019 Anindito Subagyo ,Juneman Abraham ,Tirta N. Mursitama,Robbi Rahim,M. Tazil Multazam,2019-04-17 We are delighted to introduce the proceedings of the first edition of the Workshop on Multimedia Education Learning Assessment and its Implementation in Game and Gamification This Workshop has brought researchers developers and practitioners around the world who are leveraging and developing the education media learning and scientific technology We strongly believe that this Joint Workshop on Multimedia Education Learning Assessment and its Implementation in Game and Gamification provides a good forum for all researcher developers and practitioners to discuss all scientific and technological aspects that are relevant to Digital Society We also expect that the future Workshop will be as successful and stimulating as indicated by the contributions presented in this volume

Proceedings of the 2nd International Interdisciplinary Conference on Environmental Sciences and Sustainable Developments Education and Green Economy (ICESSD-EGE 2022) Familia Zahra,Salahudin Muhidin,Norbani Che-Ha,Husnah Husnah,Mery Napitupulu,Wahyuningsih Wahyuningsih,2023-12-29 This is an open access book THE SUBJECT MATTER OF THE CONFERENCE INCLUDES THE FOLLOWING AND RELATED ISSUES Agriculture and forestry for the environment and

sustainable developmentHealth for the environment and sustainable developmentEngineering science for environment and sustainable developmentEducation for the environment and sustainable developmentGreen economy entrepreneurship and good governance for sustainable development *The Power of Persuasion: Strategies to Captivate and Influence* Mabel Riddle, *The Power of Persuasion Strategies to Captivate and Influence* examines the fascinating realm of understanding human psychology and harnessing the tools needed to captivate others Delving deep into influential strategies this book unveils the secrets behind persuasive language body language and effective communication empowering readers to master the art of influence Dive into the world of psychology behind compelling narratives influential speeches and memorable presentations Discover how to effortlessly captivate others foster influence and achieve your goals with the power of persuasion **Multidisciplinary Research in Arts, Science & Commerce (Volume-23)** Chief Editor- Biplab Audhya, Editor- Dr. N. Siddharthan, Dr. Akheel Mohammed, Zosangliani, Dr. Vani S V, Mr. Anand G. Shelar, Gadamsetty Surya,2025-03-20 **ICO-ASCNITY 2019** Hidayatul Ihsan,Eka Siskawati ,Amy Fontanella,Afifah ,Sariani ,Robbi Rahim,2020-04-08 As an annual event 1st International Conference on Applied Science Business and Humanity ICo ASCNITY 2019 brought the agenda to assembly together researcher academics experts and professionals in examining selected theme by applying multidisciplinary approaches In 2019 this event held in 1 2 November at Grand Inna Hotel and Convention Padang Indonesia The conference from any kind of stakeholders related with Accounting Business Art and Tourism Language and Education was refereed before being accepted for publication The double blind peer reviewed was used in the paper selection

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