

Consumers' Attitude on Purchase Behavior of Green Products

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<https://doi.org/10.3126/pravaha.v29i1.71411>

Abstract

This study aims to investigate the influence of consumers' attitudes on their purchasing behavior toward green products in Nepal. Using a cross-sectional research design, quantitative data were gathered from 240 consumers in the Chitwan district, aged 20 to 40, through a purposive sampling method. Structural Equation Modeling (SEM) analysis reveals that the value consumers place on green consumption has a significant positive impact on their attitude toward green products, as well as their reasons for and against purchasing them. However, an insignificant negative relationship was observed between the reasons for and against purchasing green products and attitudes toward green products. Additionally, attitudes toward green products were found to have a substantial impact on purchasing behavior. The findings emphasize the potential for aligning consumer preferences with environmental sustainability, creating a win-win situation that not only meet their desires but also contribute to a sustainable environment.

Keywords: *Attitude, Green Products, Purchase Behavior, Sustainable Environment*

Cite this paper

Chhetri, A. D., & Karki, D. (2023). Consumer's Attitude on Purchase Behavior of Green Products. *Pravaha*, 29(1), 111-122.

Introduction

Natural calamities like climate change, global warming, resource depletion, and deforestation have escalated with the technological revolution (Mehraj & Qureshi, 2022). Due to intensifying environmental issues, companies are compelled to exhibit their positive image by distributing environmentally beneficial products to environmentally conscious consumers. To address the demand of environment-conscious consumers, companies actively adopt green management strategies and going green perspective as a strategic need in today's immense competitive market. Organizations embracing environment-friendly practices can be seen to comply with institutional pressures and strategic measures (Bansal & Roth, 2000). Moreover, businesses can earn from being green by taking advantage of unique market opportunities, lowering operating costs, and profiting from market innovation (Ambee & Lanoie, 2008; Karki, 2018; Shrestha & Karki, 2022). It has been apparent that a sustainable economy and its development have been integrated as a major business concern. To mitigate this risk, the United Nations developed the SDGs (Sustainable Development Goals) as a global initiative (Sachs et al., 2019).

Nepal with its fragile landscape and vulnerable to natural hazards (Lamsichhane & Neupane, 2022) has prioritized forest conservation and climate change measures for the past twenty-five years (Mahat et al., 2019). Nepal's constitution requires that all policies are aligned with environmental conservation. Government rules, plans,

Consumers Attitude And Purchasing Intention Toward Green

**Fu-Sheng Tsai, Xiao-Wei Wen, Shalini
Srivastava**



Consumers Attitude And Purchasing Intention Toward Green:

ICoSHIP 2023 Alfi Hidayatu Miqawati,Adriadi Novawan,Fitri Wijayanti,2024-01-16 The conference proceedings provided a setting for discussing recent development in a wide variety of topics and areas including social science and humanities The theme of the 4th International Conference on Social Science Humanity and Public Health ICoSHIP 2023 was Enhancing a Sustainable Future in The Fields of Social Sciences Humanities and Public Health All of the papers have been checked through rigorous reviews and processes to meet the requirements of the publication and maintain the quality

TAKE OFF: THE BLOSSOMS OF WOMEN EMPOWERMENT Dr.V.Bastin Jerome,2018-04-02 The book Take Off The Blossoms of Women Empowerment plays an important role in the area of focusing on empowerment upliftment enrichment and why not entrepreneurial enterprise owned by blossoming women of today The empowerment of women is essential to development of nation and particularly for the reduction of poverty in real terms Today women empowerment takes place in all levels through SHGs entrepreneurship business enterprise inclusion of Information Technology globalised scenario and informal sectors The blossoms of women empowerment reached frontiers of political economic social and total personality of an individual This book comprises achievement and participation of women from all walks of life This book reiterates the famous saying of Kofi Annan There is no tool for development more effective than the empowerment of women This book enhances the readers to realise the inherent potentials of women belonging to different sectors Highlights in environmental psychology: Pro-environmental purchase intent Myriam Ertz,Lucian-Ionel Cioca,Luis F. Martinez,2023-10-05

Responsible Production and Consumption Pramod K. Mishra,Sameer Prasad,B. Kamaiah,B. Raja Shekhar,Chinmaya Behera,Pratap K. Jena,2024-11-25 Zero Hunger SDG 2 and Responsible Consumption and Production SDG 12 of the United Nations are very crucial aspects for any economy in the world In terms of Agricultural Sustainability and Food Security the world should see to it that agriculture is sustainable enough to ensure food security for all its people While nobody should be deprived of food for whatever reasons and at the same time nobody should use the agricultural resources both inputs and outputs in a manner harmful to the society at large The use of any resources in terms of production and consumption and vice versa should take into account the carbon footprint and greenhouse gas emissions While the producers have a major role in the optimum use of the resources the consumers for whatever items should take into account the responsible consumption practices Since production and consumption are like two sides of a coin complementary to each other any change in one of the aspects will have its repercussions on the other one So it is a collective responsibility of everyone to ensure that things are practiced the way they are supposed to **Handbook of Research on Sustainable Consumption and Production for Greener Economies** Goel, Richa,Baral, Sukanta Kumar,2023-06-27 Over the past 50 years one of the biggest worldwide concerns has been ensuring sustainable consumption and production patterns Growing interest in the circular economy model provides the chance to create system wide goals for all societies with economic financial and governance decision

making as critical drivers and solutions The Handbook of Research on Sustainable Consumption and Production for Greener Economies examines the critical factors that can encourage sustainable consumption production patterns and a green economy The major barriers hindering consumers and producers from moving towards sustainable consumption sustainable consumption behavior and production patterns the green economy and more are explored Covering topics such as green economy sustainable consumption and resource management this book is ideal for government officials policymakers researchers academicians and more

The Psychology of Food Safety and Consumption Fu-Sheng Tsai,Xiao-Wei Wen,Shalini Srivastava,2022-01-10

Corporate Social Responsibility and Sustainability Katarzyna Bachnik,Magdalena Kaźmierczak,Magdalena Rojek-Nowosielska,Magdalena Stefańska,Justyna Szumniak-Samolej,2022-06-07

The aim of this book is to present selected theoretical and practical aspects of corporate social responsibility and sustainability with particular emphasis on the journey transition from values to impact Values play an important role in business world and they shape the responsible approach of organizations However pressing and still unresolved challenges of the present day show evidently that there exist significant discrepancies between organizations declarations on values and their real impact COVID 19 pandemic Globalization 4 0 climate catastrophe and challenges emphasized by SDGs constitute the new environment that contemporary organizations face In effect business is part of the problem and a solution as well It is necessary to quickly and effectively push for action taking into account the power of responsible business to co create human live and environment Both the theoretical considerations and the practice based studies presented in this monograph make a significant contribution to the theory and practice of management The book is an extension and enrichment of the existing knowledge in the field of socially responsible management in organizations Corporate Social Responsibility and Sustainability will be of value to academics researchers and advanced students in the fields of business and management especially those interest in the intersection of management and CSR and sustainability and those focusing the impact that business activities have on the environment

Disruptive Technologies and Eco-Innovation for Sustainable Development Akkucuk, Ulas,2021-09-10

The rise of technology in human culture has changed almost every facet of society Technology is especially useful regarding sustainable development These technologies can cause significant greenhouse gas reductions and other benefits in terms of logistics and smart cities New technology applied in this way can greatly help the human effort to restore the environment Disruptive Technologies and Eco Innovation for Sustainable Development provides an in depth look into the new techniques strategies and technologies for achieving environmental sustainability through best business and technology practices The book covers topics such as eco innovation green criteria Agriculture 4 0 and topics related to logic philosophy and history of science and technology from the green sustainable point of view It is essential for managers academicians scientists students and researchers in various government public and private sectors

Consumers Purchase Intention Toward Green Food Products & Beverages in FMCG Sector Timea Mihoková,2023

One of the solutions to the

challenge of environmental sustainability is green products This study uncovers the characteristics that influence young people s willingness to buy green items Young customers are first time buyers who will play an essential part in assuming environmental responsibilities Many elements are now influencing customers purchase intentions The goal of this research is to look into the theoretical processing of green products as well as assess customer intent to buy a green food products and beverages in the FMCG sector using the Theory of Planned Behavior The purpose of this study is to see if there is a link between components from the Theory of Planned Behavior such as attitude subjective norm perceived behavioral control and extended model items such as willingness to pay and environmental concern At FHWN data was collected from 114 students Five hypotheses were developed in order to provide solutions to study issues The results were statistically significant in the last section of the research and all items from the Theory of Planned Behaviour model have a substantial impact on purchase intention for green food products and beverages Environmental concerns and perceived behavioral control have the greatest impact on respondents purchasing intentions according to the findings One of the solutions to the challenge of environmental sustainability is green products This study uncovers the characteristics that influence young people s willingness to buy green items Young customers are first time buyers who will play an essential part in assuming environmental responsibilities Many elements are now influencing customers purchase intentions The goal of this research is to look into the theoretical processing of green products as well as assess customer intent to buy a green food products and beverages in the FMCG sector using the Theory of Planned Behavior The purpose of this study is to see if there is a link betwe

Agrobiodiversity in Asia Mohd Shukri Ali Ibrahim,2015 [Dhaka University Journal of Business Studies](#) ,2017-04 **Enhancing Purchase Intentions Towards Sustainability** Sivapalan Achchuthan,Velnampy Thirunavukkarasu,2017 This study directed towards green consumerism in the Sri Lankan context The Topic is new and considered as the emerging one in the marketing paradigm Meanwhile this study focuses on examining the purchase intention under the concept of green consumerism among young consumers in the Sri Lankan stand point Four antecedents as environmental attitude perceived consumer effectiveness health consciousness and social influence are incorporated in to the proposed model Rigorous statistical technique like Structural Equation Modelling is utilized to test the main research hypotheses This study finds that environment attitude perceived consumer effectiveness and health consciousness significantly influence the green purchase intention In contrast this study observes that social influence does not significantly influence the green purchase intention In addition Young consumers in Sri Lankan perspective have a favourable mind set towards green purchase Therefore green marketers have potential opportunity to capture the market from young consumers in Sri Lanka In practice marketers of the green products may focus on marketing communication by using the themes like environmental safety environmental protection recycling reusing and healthy life to induce the young consumers towards green products To this end Governmental bodies and policy makers should draft the specific policy to induce the green consumerism in Sri Lankan Stand

point This may be the green signal to the sustainable development which is prosperous

Proceedings of the Fifth International Symposium on Protected Cultivation in Mild Winter Climates ,2001

Sustainability as a source for competitive advantages ,2020-02-06 Bachelor Thesis from the year 2017 in the subject Business economics Offline Marketing and Online Marketing grade 1 7 Pforzheim University language English abstract The objective of this paper is in the first instance to identify and discuss frameworks and prerequisites which might enable companies to successfully implement a sustainability marketing approach within the company and along the supply chain Further and more importantly the aim is to put forward arguments that demonstrate the economic viability and attractiveness of the approach and as such establish a business case for sustainability Sustainability Marketing as an integrated management approach that allows companies by actively addressing and integrating ecological and social issues related to its core business activities instead of ignoring them or threat them as externalities to create long term monetary as well as non monetary competitive advantages Secondly based on the identified frameworks and prerequisites defined as important for the successful implementation of the Sustainability Marketing concept an assessment of two companies with respect to their sustainability approaches will be conducted to examine if and to which extend these companies have already been implementing aspects of the Sustainability Marketing concept and to which degree they were able to convert their efforts into competitive advantages respectively any monetary or non monetary gains Subsequently the two approaches will be compared and recommendations for possible improvements on the matter for each firm will be provided Sustainability is a megatrend of our times providing substantial challenges and opportunities for society in general and businesses in particular Yet most companies today still seem to regard the subject of sustainability as a financial and organizational burden to be dealt with in order to comply with regulations and ease the pressure from stakeholder groups or at most as a way to generate positive PR rather than as a lever for the creation of a business case respectively for long term competitive advantages and profitability

Relationships Among the Individual Factors of Ecologically Oriented Consumption and Advertising Believability Elizabeth Marie Tucker,1994

Mededelingen ,2001 *Proceedings of the ... Conference of the American Academy of Advertising* American Academy of Advertising. Conference,2005

Public Disclosure of Corporate Environmental Performance Jongyeul Moon,2002

Happy Meals, Happy Parents Elizabeth Taylor Quilliam,2008

Business Periodicals Index ,2009

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Table of Contents Consumers Attitude And Purchasing Intention Toward Green

1. Understanding the eBook Consumers Attitude And Purchasing Intention Toward Green
 - The Rise of Digital Reading Consumers Attitude And Purchasing Intention Toward Green
 - Advantages of eBooks Over Traditional Books
2. Identifying Consumers Attitude And Purchasing Intention Toward Green
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Consumers Attitude And Purchasing Intention Toward Green
 - User-Friendly Interface
4. Exploring eBook Recommendations from Consumers Attitude And Purchasing Intention Toward Green
 - Personalized Recommendations
 - Consumers Attitude And Purchasing Intention Toward Green User Reviews and Ratings
 - Consumers Attitude And Purchasing Intention Toward Green and Bestseller Lists
5. Accessing Consumers Attitude And Purchasing Intention Toward Green Free and Paid eBooks
 - Consumers Attitude And Purchasing Intention Toward Green Public Domain eBooks
 - Consumers Attitude And Purchasing Intention Toward Green eBook Subscription Services

- Consumers Attitude And Purchasing Intention Toward Green Budget-Friendly Options
- 6. Navigating Consumers Attitude And Purchasing Intention Toward Green eBook Formats
 - ePub, PDF, MOBI, and More
 - Consumers Attitude And Purchasing Intention Toward Green Compatibility with Devices
 - Consumers Attitude And Purchasing Intention Toward Green Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Consumers Attitude And Purchasing Intention Toward Green
 - Highlighting and Note-Taking Consumers Attitude And Purchasing Intention Toward Green
 - Interactive Elements Consumers Attitude And Purchasing Intention Toward Green
- 8. Staying Engaged with Consumers Attitude And Purchasing Intention Toward Green
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Consumers Attitude And Purchasing Intention Toward Green
- 9. Balancing eBooks and Physical Books Consumers Attitude And Purchasing Intention Toward Green
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Consumers Attitude And Purchasing Intention Toward Green
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Consumers Attitude And Purchasing Intention Toward Green
 - Setting Reading Goals Consumers Attitude And Purchasing Intention Toward Green
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Consumers Attitude And Purchasing Intention Toward Green
 - Fact-Checking eBook Content of Consumers Attitude And Purchasing Intention Toward Green
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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