

# Consumer Buying Behavior



# Chapter 5 Understanding Consumer Buying Behavior

**René Y. Darmon, Michel Laroche, John  
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Howard,1994 This text outlines The Consumer Decision Model as a framework for applying consumer buying theory into marketing practice It also shows how marketing strategies and plans can be based upon both qualitative and quantitative analysis and yet still not require background in formal statistics **Marketing** William M. Pride,O. C. Ferrell,1993

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