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Roger Blackwell, founder of the marketing consulting firm Roger Blackwell & Associates, is a sought-after speaker & the author of "From Mind to Market" & the classic textbook "Consumer Behavior". Paul W. Miniard earned his B.S., M.A., and Ph.D. at the University of Florida and is currently the BMI Professor of Marketing at Florida International University.

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The Engel Kollat Blackwell Model of Consumer Behavior or consists of four distinct stages; Information Input Stage: At this stage the consumer gets information from marketing and non-marketing sources, which also influence the problem recognition stage of the decision-making process. If the consumer still does not arrive to a specific decision, the search for external information will be activated in order to arrive to a choice or in some cases if the consumer experience dissonance because ...

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consumer behaviour has responded to the conception and growth of modern marketing to encompass the more holistic range of activities that impact

upon the consumer decision (Blackwell,Miniard et al. 2001). This is evident in contemporary definitions of consumer behaviour: 2 of 33

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The influential Consumer Decision Process (CDP) model, also known as the Engel-Kollat-Blackwell (EKB) or Engel-Blackwell-Miniard (EBM) model, considers user behaviour and divides it into decisions...

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A final definition of consumer behaviour, by Engel, Blackwell Miniard (1990: G 4), states that: "those actions directly involved in obtaining, consuming, and

CHAPTER 2 CONSUMER BEHAVIOUR THEORY

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Source: (Blackwell,Miniard et al. 2001) Entry to the model is through need recognition when the consumer acknowledges a discrepancy between their current state and some desirable alternative. This process is driven by an interaction between processed stimuli inputs and environmental and individual variables.

Study Material: Engel Blackwell

Miniard Model

As a result, there are several advantages to study consumer behavior in order to appreciate their decision making for their consumption. Blackwell et al. (2006) expressed that it is valuable for the firms to study consumer buying behavior, buying motives and habits so as to create marketing strategies to respond to the needs of the consumers.

Consumer Behavior towards Decision Making and Loyalty to ...

iii. The Engel – Kollat – Blackwell Model: This model talks of consumer behaviour

as a decision making process in the form of five step (activities) which occur over a period of time. iv. Engel, Blackwell and Miniard (EBM) Model: This model is a development of the original Engel, Kollat and Blackwell model first introduced in 1968.

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