

N13701 Consumer Behaviour

N13701 Level 3 undergraduate module

[View Online](#)



@article{Aish_McKechnie_Abosag_Hassan_2013, title={The mystique of macro-boycotting behaviour: a conceptual framework}, volume={37},

DOI={10.1111/j.1470-6431.2012.01108.x}, number={2}, journal={International Journal of Consumer Studies}, author={Aish, Ehab Abou and McKechnie, Sally and Abosag, Ibrahim and Hassan, Salah}, year={2013}, month={Mar}, pages={165-171} }

@article{Ajzen_I._2002, title={Perceived Behavioral Control, Self Efficacy, Locus of Control and the Theory of Planned Behavior}, volume={32}, number={4}, journal={Journal of Applied Social Psychology}, author={Ajzen, I.}, year={2002} }

@article{Arnold_Reynolds_2003, title={Hedonic shopping motivations}, volume={79}, DOI={10.1016/S0022-4359(03)00007-1}, number={2}, journal={Journal of Retailing}, author={Arnold, Mark J. and Reynolds, Kristy E.}, year={2003}, pages={77-95} }

@article{Arnould_Eric_J._2005, title={Consumer Culture Theory (CCT): Twenty Years of Research.}, volume={31}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=16337333&site=ehost-live}, number={4}, journal={Consumer Culture Theory (CCT): Twenty Years of Research.}, author={Arnould, Eric J.}, year={2005} }

@book{Arnould_Eric_J._Price_Linda_Zinkhan_George_M._2004, address={Boston}, edition={2nd ed}, title={Consumers}, volume={McGraw-Hill/Irwin series in marketing}, publisher={McGraw-Hill/Irwin}, author={Arnould, Eric J. and Price, Linda and Zinkhan, George M.}, year={2004} }

@article{Bearden_Etzel_1982, title={Reference Group Influence on Product and Brand Purchase Decisions.}, volume={9}, url={https://www.jstor.org/stable/2489127}, number={2}, journal={Journal of Consumer Research}, author={Bearden, W.O. and Etzel, M.J.}, year={1982}, pages={183-194} }

@article{Beatty_S.E & Smith_S.M_1987, title={External Search Effort: An Investigation Across Several Product Categories.}, volume={14}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=4657178&site=ehost-live}, number={1}, journal={Journal of Consumer Research}, author={Beatty, S.E & Smith, S.M}, year={1987}, pages={83-95} }

@article{Belk_1988, title={Possessions and the Extended Self}, volume={15}, number={2}, journal={The journal of consumer research}, publisher={Journal of Consumer Research}, author={Belk, R.W.}, year={1988} }

@article{Belk_2013, title={Extended Self in a Digital World.},

url={<http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=90169610&site=ehost-live>} , journal={Journal of Consumer Research} , author={Belk, R.W.}, year={2013} }

@article{Belk_Wallendorf_Sherry_1989, title={The Sacred and the Profane in Consumer Behavior: Theodicy on the Odyssey.}, volume={16}, url={<http://search.ebscohost.com/login.aspx?direct=true&db=bah&AN=4664720&site=ehost-live>}, number={1}, journal={Journal of Consumer Research}, author={Belk, R.W. and Wallendorf, M. and Sherry, J.F.}, year={1989}, pages={1-38} }

@article{Bellman_James_R_Park_C.Whan2_2013, title={Effects of Prior Knowledge and Experience and Phase of the Choice Process on Consumer Decision Processes: A Protocol Analysis.}, volume={7}, url={<http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=4660055&site=ehost-live>}, number={3}, journal={Journal of Consumer Research}, author={Bellman, James R.1Park, C. Whan2}, pages={234-248} }

@article{Ben_Kerrane_Margaret_K_Hogg_2013, title={Shared or non-shared?: Children's different consumer socialisation experiences within the family environment}, url={<http://www.emeraldinsight.com/doi/full/10.1108/03090561311297436>}, journal={European Journal of Marketing}, publisher={Emerald Group Publishing LimitedEmerald Group Publishing Limited}, author={Ben Kerrane; Margaret K. Hogg, 2013} }

@article{Bernoff_Josh_Li_Charlene_2008, title={Harnessing the Power of the Oh-So-Social Web}, volume={49}, url={<http://search.proquest.com/docview/224962179?accountid=8018>}, number={3}, journal={MIT Sloan Management Review}, author={Bernoff, Josh & Li, Charlene}, year={2008}, pages={36-42} }

@book{Blackwell_Roger_D_Miniard_Paul_W_Engel_James_F_2006, address={Mason, Ohio}, edition={10th ed., International student ed}, title={Consumer behavior}, publisher={Thomson}, author={Blackwell, Roger D. and Miniard, Paul W. and Engel, James F.}, year={2006} }

@article{1986, title={Consumer Search: An Extended Framework.}, volume={13}, url={<http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=4659614&site=ehost-live>}, number={1}, journal={Journal of Consumer Research}, author={Bloch, P.H. and Sherrell, D.L. and Ridgway, N.M.}, year={1986} }

@article{Carrigan_Attalla_2001, title={The myth of the ethical consumer – do ethics matter in purchase behaviour?}, volume={18}, DOI={10.1108/07363760110410263}, number={7}, journal={Journal of Consumer Marketing}, author={Carrigan, Marylyn and Attalla, Ahmad}, year={2001}, pages={560-578} }

@article{Childers_Rao_1992, title={The Influence of Familial and Peer-based Reference Groups on Consumer Decisions.}, volume={1}, url={<http://search.ebscohost.com/login.aspx?direct=true&db=bah&AN=9211092295&site=ehost-live>}, number={2}, journal={Journal of Consumer Research}, author={Childers, T.L. and Rao, A.R.}, year={1992}, pages={198-211} }

@article{Close_Zinkhan_2009, title={Market-resistance and Valentine's Day events},

volume={62}, DOI={10.1016/j.jbusres.2008.01.027}, number={2}, journal={Journal of Business Research}, author={Close, Angeline G. and Zinkhan, George M.}, year={2009}, pages={200-207} }

@article{Cova_Cova_2002, title={Tribal marketing}, volume={36}, DOI={10.1108/03090560210423023}, number={5/6}, journal={European Journal of Marketing}, author={Cova, Bernard and Cova, Véronique}, year={2002}, pages={595-620} }

@article{d'Astous, A._Colbert, F._Montpetit, D._2005, title={ Music Piracy on the Web - How Effective are Anti-Piracy Arguments?}, url={http://search.proquest.com/docview/198357862?OpenUrlRefId=info:xri/sid:primo&am;p;accountid=8018}, number={3}, journal={Journal of Consumer Policy}, author={d'Astous, A. and Colbert, F. and Montpetit, D.}, year={2005}, pages={289-310} }

@article{Dotson_Hyatt_2005, title={ Major influence factors in children's consumer socialization}, volume={22}, DOI={10.1108/07363760510576536}, number={1}, journal={Journal of Consumer Marketing}, author={Dotson, Michael J. and Hyatt, Eva M.}, year={2005}, pages={35-42} }

@article{2008, title={Family Identity: A Framework of Identity Interplay in Consumption Practices.}, volume={35}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=32511629&site=ehost-live}, number={1}, journal={Journal of Consumer Research}, author={Epp, A.M. and Price, L.L.}, year={2008}, pages={50-70} }

@book{Evans, Martin_Foxall, G. R._Jamal, Ahmad_2009, address={Chichester}, edition={2nd ed}, title={Consumer behaviour}, publisher={J. Wiley}, author={Evans, Martin and Foxall, G. R. and Jamal, Ahmad}, year={2009} }

@article{Florin_Callen_Pratzel_Kropp_2007, title={Harnessing the power of consumer insight}, volume={16}, DOI={10.1108/10610420710739955}, number={2}, journal={Journal of Product & Brand Management}, author={Florin, Dave and Callen, Barry and Pratzel, Mike and Kropp, Jeane}, year={2007}, pages={76-81} }

@article{Fournier, S. and Lee, L._2009, title={Getting Brand Communities Right.}, volume={87}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=37022046&site=ehost-live}, number={Issue 4, p105-111. 7p. 2 Color Photographs, 1 Illustration}, journal={Harvard Business Review}, author={Fournier, S. and Lee, L.}, year={2009}, pages={105-111} }

@article{1994, title={Consumer Behaviour and Services: A Review.}, volume={10}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=17424723&site=ehost-live}, number={4}, journal={Journal of Marketing Management}, author={Gabbott, M. and Hogg, G.}, year={1994} }

@article{Gentina_Muratore_2012, title={Environmentalism at home: The process of ecological resocialization by teenagers}, volume={11}, url={http://search.ebscohost.com/login.aspx?direct=true&db=bah&AN=73821302&site=ehost-live}, number={2}, journal={Journal of Consumer Behaviour}, author={Gentina, E.}

and Muratore, I.}, year={2012}, pages={162–169} }

@article{Gorn_1982, title={The Effects of Music In Advertising On Choice Behavior: A Classical Condition...}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=5006578&site=ehost-live}, journal={Journal of Marketing}, author={Gorn, GJ}, year={1982} }

@article{Holbrook_Dholakia_1999, title={Goal Setting and Goal Striving in Consumer Behavior.}, volume={63}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=2444273&site=ehost-live}, number={4}, journal={Journal of Marketing}, author={Holbrook, M.B. and Dholakia, U.}, year={1999}, pages={19–32} }

@article{Holt, Douglas B._1995, title={How Consumers Consume: A Typology of Consumption.}, volume={22}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=9507113972&site=ehost-live}, number={1}, journal={How Consumers Consume: A Typology of Consumption.}, author={Holt, Douglas B.}, year={1995} }

@article{Hubert_2010, title={Does neuroeconomics give new impetus to economic and consumer research?}, volume={31}, DOI={10.1016/j.joep.2010.03.009}, number={5}, journal={Journal of Economic Psychology}, author={Hubert, M.}, year={2010}, pages={812–817} }

@article{Hultén_2011, title={Sensory marketing: the multi-sensory brand-experience concept}, volume={23}, DOI={10.1108/0955534111130245}, number={3}, journal={European Business Review}, author={Hultén, Bertil}, year={2011}, pages={256–273} }

@article{Hultén_2012, title={Sensory cues and shoppers' touching behaviour: the case of IKEA}, volume={40}, DOI={10.1108/09590551211211774}, number={4}, journal={International Journal of Retail & Distribution Management}, author={Hultén, Bertil}, year={2012}, pages={273–289} }

@article{Keller_1993, title={Conceptualizing, Measuring, Managing Customer-Based Brand Equity.}, volume={57}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=9308118328&site=ehost-live}, number={1}, journal={Journal of Marketing}, author={Keller, Kevin, L.}, year={1993} }

@article{Kozinets_De Valck_Wojnicki_Wilner_2010, title={Networked Narratives: Understanding Word-of-Mouth Marketing in Online Commu...}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=47927924&site=ehost-live}, journal={Journal of Marketing}, author={Kozinets, RV and De Valck, K and Wojnicki, AC and Wilner, SJ}, year={2010} }

@article{Malar_Krohmer_Hoyer_Nyffenegger_2011, title={Emotional Brand Attachment and Brand Personality: The Relative Importance of the Actual and the Ideal Self}, volume={75}, url={http://search.ebscohost.com/login.aspx?direct=true&db=bah&AN=61237676&site=ehost-live}, number={4}, journal={Journal of Marketing}, author={Malar, L. and Krohmer,

H. and Hoyer, W. and Nyffenegger, B.}, year={2011}, pages={35-52} }

@article{ McCracken, Grant_1986, title={Culture and Consumption: A Theoretical Account of the Structure: A Theoretical Account of the Structure and Movement of the Cultural Meaning of Consumer Goods.}, volume={13}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=4658945&site=ehost-live}, number={1}, journal={Culture and Consumption: A Theoretical Account of the Structure: A Theoretical Account of the Structure and Movement of the Cultural Meaning of Consumer Goods.}, author={McCracken, Grant}, year={1986} }

@article{ McSweeney, Frances K.; Bierley, Calvin, 1984_1984, title={Recent Developments in Classical Conditioning}, volume={11}, number={2}, journal={The journal of consumer research}, publisher={Journal of Consumer Research}, author={McSweeney, Frances K.; Bierley, Calvin, 1984}, year={1984} }

@article{ Michael R. Solomon_2005, title={Transfer of Power}, volume={17}, number={1}, journal={Marketing Research}, publisher={Marketing News}, author={Michael R. Solomon}, year={2005}, pages={26-31} }

@article{ Mittal_2006, title={I, me, and mine—how products become consumers' extended selves}, volume={5}, DOI={10.1002/cb.202}, number={6}, journal={Journal of Consumer Behaviour}, author={Mittal, Banwari}, year={2006}, pages={550-562} }

@article{ Morris B. Holbrook and Elizabeth C. Hirschman_1982, title={The Experiential Aspects of Consumption: Consumer Fantasies, Feelings, and Fun}, volume={9}, url={http://www.jstor.org/discover/10.2307/2489122?sid=21105714510023&uid=31236&uid=31234&uid=67&uid=3&uid=5910784&uid=3738032&uid=62&uid=2}, number={2}, journal={Journal of Consumer Research}, author={Morris B. Holbrook and Elizabeth C. Hirschman}, year={1982}, pages={132-140} }

@article{ Mowen, John C_1988, title={Beyond consumer decision making}, volume={5}, url={http://search.proquest.com/docview/220114882?accountid=8018}, number={1}, journal={The Journal of Consumer Marketing}, publisher={Emerald Group Publishing, Limited}, author={Mowen, John C}, year={1988} }

@article{ Muniz, Jr_O'Guinn_2001, title={Brand Community.}, volume={27}, url={https://nottingham.idm.oclc.org/login?url=https://doi.org/10.1086/319618}, number={4}, journal={Journal of Consumer Research}, author={Muniz, Jr, A.M. and O'Guinn, T.C.}, year={2001}, pages={412-432} }

@article{ Olshavsky, R.W. & Granbois, D.H., title={Consumer Decision Making- Fact or Fiction?}, volume={6}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=4663375&site=ehost-live}, number={2}, journal={Journal of Consumer Research}, author={Olshavsky, R.W. & Granbois, D.H.}, pages={93-100} }

@article{ Palan_Wilkes_1997, title={Adolescent-Parent Interaction in Family Decision Making.}, volume={24}, url={http://search.ebscohost.com/login.aspx?direct=true&db=bah&AN=9710031881&site=ehost-live}, number={2}, journal={Journal of Consumer Research}, author={Palan, K.M. and Wilkes, R.E.}, year={1997}, pages={159-169} }

@article{Petty_Cacioppo_Schumann_1983, title={Central and Peripheral Routes to Advertising Effectiveness: The Moderating Role of Involvement}, volume={10}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=4662060&site=ehost-live}, number={2}, journal={Journal of Consumer Research}, author={Petty, R.E. and Cacioppo, J.T. and Schumann, D.}, year={1983}, pages={135-146} }

@article{Phau_Teah_2009, title={Devil wears (counterfeit) Prada: a study of antecedents and outcomes of attitudes towards counterfeits of luxury brands}, volume={26}, DOI={10.1108/07363760910927019}, number={1}, journal={Journal of Consumer Marketing}, author={Phau, Ian and Teah, Min}, year={2009}, month={Jan}, pages={15-27} }

@article{Pine_II_Gilmore_1998, title={Welcome to the experience economy}, volume={76}, url={http://web.b.ebscohost.com/ehost/detail/detail?vid=4&sid=8a7f26ff-86fc-490d-adc4-5619d2571d01%40sessionmgr111&hid=102&bdata=JnNpdGU9ZWhvc3QtbGI2ZQ%3d%3d#AN=780230&db=buh}, number={4}, journal={Harvard Business Review}, author={Pine II, B.J. and Gilmore, J.H.}, year={1998}, pages={97-105} }

@article{Sally_Caroline_2006, title={Social meanings in Christmas consumption: an exploratory study of UK celebr...}, volume={5}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=20886507&site=ehost-live}, number={2}, journal={Journal of Consumer Behaviour}, author={Sally, McKechnie and Caroline, Tynan}, year={2006} }

@article{Schau_Muniz Jr_Arnould_2009, title={How Brand Community Practices Create Value.}, url={http://search.ebscohost.com/login.aspx?direct=true&db=buh&AN=43550504&site=ehost-live}, journal={Journal of Marketing}, author={Schau, HJ and Muniz Jr, AM and Arnould, EJ}, year={2009} }

@article{Schneider_Hall_2011, title={Why Most Product Launches Fail}, volume={89}, number={4}, journal={Harvard Business Review}, author={Schneider, Joan and Hall, Julie}, year={2011} }

@article{Soars_Soars_2009, title={Driving sales through shoppers' sense of sound, sight, smell and touch}, volume={37}, DOI={10.1108/09590550910941535}, number={3}, journal={International Journal of Retail & Distribution Management}, author={Soars, Brenda and Soars, B.}, year={2009}, pages={286-298} }

@book{Solomon_2016, address={Harlow}, edition={6th ed}, title={Consumer behaviour: a European perspective}, url={https://ebookcentral.proquest.com/lib/nottingham/detail.action?docID=5186228}, publisher={Pearson}, author={Solomon, Michael R.}, year={2016} }

@book{Solomon, Michael R._Bamossy, Gary J._Askegaard, Søren_Hogg, Margaret K._2013a, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Solomon, Michael R._Bamossy, Gary J._Askegaard, Søren_Hogg, Margaret K._2013b, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European

perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Solomon, Michael R._Bamossy, Gary J._Askegaard, Søren_Hogg, Margaret K._2013c, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Solomon, Michael R._Bamossy, Gary J._Askegaard, Søren_Hogg, Margaret K._2013d, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Solomon, Michael R._Bamossy, Gary J._Askegaard, Søren_Hogg, Margaret K._2013e, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Solomon, Michael R._Bamossy, Gary J._Askegaard, Søren_Hogg, Margaret K._2013f, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Solomon_Bamossy_Askegaard_Hogg_2013a, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Solomon, Michael R._Bamossy, Gary J._Askegaard, Søren_Hogg, Margaret K._2013g, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Solomon, Michael R._Bamossy, Gary J._Askegaard, Søren_Hogg, Margaret K._2013h, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Solomon_Bamossy_Askegaard_Hogg_2013b, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Solomon, Michael R._Bamossy, Gary J._Askegaard, Søren_Hogg, Margaret K._2013i, address={Harlow}, edition={5th ed}, title={Consumer behaviour: a European perspective}, publisher={Pearson Education}, author={Solomon, Michael R. and Bamossy, Gary J. and Askegaard, Søren and Hogg, Margaret K.}, year={2013} }

@book{Szmigin, I._Piacentini, M._2014a, title={Consumer behaviour}, author={Szmigin, I. and Piacentini, M.}, year={2014} }

@book{Szmigin, I._Piacentini, M._2014b, title={Consumer behaviour}, author={Szmigin,

I. and Piacentini, M.}, year={2014} }

@book{Szmigin, I._Piacentini, M._2014c, title={Consumer behaviour}, author={Szmigin, I. and Piacentini, M.}, year={2014} }

@book{Szmigin, I._Piacentini, M._2014d, title={Consumer behaviour}, author={Szmigin, I. and Piacentini, M.}, year={2014} }

@book{Szmigin, I._Piacentini, M._2014e, title={Consumer behaviour}, author={Szmigin, I. and Piacentini, M.}, year={2014} }

@book{Szmigin, I._Piacentini, M._2014f, title={Consumer behaviour}, author={Szmigin, I. and Piacentini, M.}, year={2014} }

@book{Szmigin, I._Piacentini, M._2014g, title={Consumer behaviour}, author={Szmigin, I. and Piacentini, M.}, year={2014} }

@book{Szmigin, I._Piacentini, M._2014h, title={Consumer behaviour}, author={Szmigin, I. and Piacentini, M.}, year={2014} }

@book{Szmigin, I._Piacentini, M._2014i, title={Consumer behaviour}, author={Szmigin, I. and Piacentini, M.}, year={2014} }

@book{Szmigin, I._Piacentini, M._2014j, title={Consumer behaviour}, author={Szmigin, I. and Piacentini, M.}, year={2014} }

@book{Szmigin, I._Piacentini, M._2014k, title={Consumer behaviour}, author={Szmigin, I. and Piacentini, M.}, year={2014} }

@article{Walter R. Nord and J. Paul Peter_1980, title={A Behavior Modification Perspective on Marketing}, volume={44}, url={http://www.jstor.org/stable/1249975}, number={2}, journal={Journal of Marketing}, author={Walter R. Nord and J. Paul Peter}, year={1980}, pages={36-47} }