

# University of Pretoria Yearbook 2018

## Consumer behaviour 212 (BEM 212)

<b>Qualification</b>	Undergraduate
<b>Faculty</b>	Faculty of Economic and Management Sciences
<b>Module credits</b>	16.00
<b>Programmes</b>	BCom
	BCom Business Management
	BCom Entrepreneurship
	BCom Informatics Information Systems
	BCom Marketing Management
	BCom Supply Chain Management
	BSc Information and Knowledge Systems
	BA Visual Studies
	BConSci Clothing Retail Management
	BConSci Food Retail Management
	BConSci Hospitality Management
	BSc Culinary Science
<b>Service modules</b>	Faculty of Engineering, Built Environment and Information Technology
	Faculty of Humanities
	Faculty of Natural and Agricultural Sciences
<b>Prerequisites</b>	BEM 120 GS
<b>Contact time</b>	3 lectures per week
<b>Language of tuition</b>	Afrikaans and English are used in one class
<b>Department</b>	Marketing Management
<b>Period of presentation</b>	Semester 1

### Module content

Internal and external influencing factors of consumer behaviour, the consumer's decision process and application fields of consumer behaviour, consumerisms and social responsibility, buying behaviour of consumers in both product and service related industries, consumer psychology and the influence thereof on buying behaviour, psychology of pricing, influencing factors in consumer buying behaviour, the impact of various forms of marketing communication on buying behaviour.



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