

BUYER BEHAVIOR

FALL 2017

Instructor: Marty Meyers

Office: 408 CPS

Phone: 346-3866

TEXT:

Hoyer, W., Consumer Behavior. Seventh edition. Boston, MA: Cengage, 2017

OBJECTIVES:

This course seeks to familiarize students with information and research findings, which are useful in understanding different marketing concepts. These include selected aspects of motivation, personality, perception, learning, attitude formation and change, social class, family influences, and culture.

ATTENDANCE:

Frequent absences will have a negative impact on the semester grade. **A make-up exam will be given only if the student has the absence excused with the instructor before it is administered.** It is not sufficient to leave a voice mail or e-mail. The student must speak with the instructor. You might get a 0 on the exam if you arrive late.

Students who need to leave early should inform the instructor before the beginning of class and sit by the exit door. Walking out of class could result in 0 points for participation and attendance.

Students should not be taking Business 337 at the same time as another class.

TERM PAPER:

Each student will be required to write a term paper. The paper should be a minimum of 9 double spaced typed pages. Appropriate citing and bibliography are required. There will be a ten-point penalty for each day the paper is late. The papers should focus on one topic rather than briefly cover many topics. One should incorporate a variety of real world examples into the paper. Some suggested topics include:

1. Marketing to subcultures
 - Hispanic subculture
 - Youth subculture
 - African American subculture
 - Native American subculture
 - Asian American subculture
 - Senior subculture

2. Factors affecting retail outlet selection
3. Advertising and sex roles
4. Group influences on buyer behavior
5. Advertising aimed at children
6. Comparative advertising
7. Subliminal perception
8. Developing successful marketing campaigns in foreign cultures
9. Humor in Advertising
10. Celebrities or sports figures in advertising

20 points will consist of a presentation where you outline three things that you have learned from writing the paper. There will be 10 extra credit points to those who present on November 13 or earlier.

The proposal should be typed. It must include the topic, specific dates of the sources, and the title of the articles or websites.

METHOD OF EVALUATION:

Exams_____	400 points (100 points each)
Final _____	100 points
Attendance and participation_____	50 points
Quiz _____	15 points
Term Paper _____	120 points
Proposal_____	15 points
TOTAL	700 points

93-100 = A
 90-93 = A-
 87-90 =B+
 83-87 =B
 80-83 =B-
 77-80 =C+
 73-77 =C
 70-73 =C-
 67-70 =D+
 60-67 =D
 Below 60=F

CLASS SCHEDULE

WEEK	ASSIGNMENT
Sept 6	1, 2
Sept 11	3 Quiz
Sept 18	4,5 Proposals are due.

Sept 25	6 Exam 1
Oct 2	7
Oct 9	8
Oct 16	9 Exam 2
Oct 23	10
Oct 30	11
Nov 6	12 Exam 3
Nov 13	13
Nov 20	14
Nov 27	15 Exam 4
Dec 4	retail influences Term papers are due December 6.
Dec 11	retail influences

FINAL:

Office Hours: Monday and Wednesday 8:00 – 9:30

Final Exam: December 20 10:15 – 12:15

Student Academic Standards and Disciplinary Procedures Website:

<http://www.uwsp.edu/admin/stuaffairs/rights/rightsChap14pdf>

