

Course Outline

Course Code : MKT3702B
Course Title : Consumer Behaviour
Semester : Semester 1, AY 2026/2027
Faculty : Ms Regina Yeo
Department : Marketing
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Course Description

Consumer behaviour is more than buying things. It embraces the study of how having or not having things affect our lives, and how our possessions influence the way we feel about ourselves and others.

The purpose of the course is to provide you with an understanding on the many aspects of consumer behaviour and its theoretical perspectives.

Course Objectives

This course in Consumer Behaviour aims to achieve the following:-

1. Understand that consumer behaviour is a process and the theoretical concepts applicable in the marketplace.
2. Consider that consumers use products to help them to define their identities in different settings and to help marketers to understand the needs and wants of different consumer segments.
3. Understand the role of consumers as individuals and decision makers.
4. Develop strategies for making contact with consumers, shaping consumer opinions and assisting consumer memory.
5. Evaluate macro-environmental influences on culture and sub-culture, social class, family, reference groups and personal influence on the behaviour of consumers.

Recommended Textbook

Michael Solomon (2023), **Consumer Behaviour: Buying, Having and Being**, Pearson, 14th edition or similar

Assessment Components

Class Participation	20%
Individual Assignment I	10%
Individual Assignment II	30%
Individual Presentation	10%
Group Project	30%
Total	100%

Academic Honesty & Plagiarism

Academic integrity and honesty is essential for the pursuit and acquisition of knowledge. The University and School expect every student to uphold academic integrity & honesty at all times. Academic dishonesty is any misrepresentation with the intent to deceive, or failure to acknowledge the source, or falsification of information, or inaccuracy of statements, or cheating at examinations/tests, or inappropriate use of resources.

Plagiarism is “the practice of taking someone else’s work or ideas and passing them off as one’s own” (The New Oxford Dictionary of English). The University and School will not condone plagiarism. Students should adopt this rule - You have the obligation to make clear to the assessor which is your own work, and which is the work of others. Otherwise, your assessor is entitled to assume that everything being presented for assessment is being presented as entirely your own work. This is a minimum standard. In case of any doubt, you should consult your instructor.

Additional guidance is available at:

- <http://www.nus.edu.sg/registrar/administrative-policies-procedures/acceptance-record#NUSCodeofStudentConduct>
- <http://nus.edu.sg/osa/resources/code-of-student-conduct>

Course Schedule

(Tentative. The final schedule will be confirmed when semester commences)

Lesson	Topics	Remarks
1	Understanding Consumer Behaviour Consumer Ethics	Introduction to Consumer Behaviour
2	Learning, Remembering and Knowing Motivation	Making Sense of the World
3	Perceiving & Making Meaning	
4	Identity and the Self Personality, Lifestyles and Values	Making Sense of Self & Identity
5	Social and Cultural Identity	
6	Presentation of project ideas	
	RECESS WEEK	
7	Attitudes Decision-making	Choosing and Using Products
8	Buying, Using and Disposing	
9	Group Influence Social Class and Status	Belonging
10	Culture	
11	Hands-on activity to consolidate learning and to show application Group project consultations	Check on understanding
12	Group Presentations	Application of Concepts & Learning
13	Group Presentations	