

## Module description (syllabus): Zachowania konsumenckie

Module title:	<b>Zachowania konsumenckie</b>	<b>ECTS</b>	<b>5</b>
Module title translation:	Consumer behaviour		
Module for study direction:	<b>Erasmus</b>		

Module language: <b>angielski</b>		Study level: <b>2</b>	
Study cycle: <b>stacjonarne</b>	Module status: <b>kierunkowy - do wyboru</b>	Semester number: <b>4</b> <b>semestr letni</b>	
Academic Year from which module description is valid :		<b>2019/2020</b>	Catalogue number: <b>EKR-E-2S-4-19-KF-2019-ERA</b>

Person in charge of the module:	<b>Joanna Chudzian, dr; Anna Jasiulewicz, dr</b>		
Teachers responsible for classes:	<b>dr Joanna Chudzian, dr Anna Jasiulewicz, dr hab. Joanna Szwacka-Mokrzycka</b>		
Unit responsible for the module:	<b>Katedra Polityki Rozwoju i Marketingu</b>		
Faculty in charge:	<b>Wydział Ekonomiczny</b>		
Objectives of the module:	<p>a.a.familiarize the student with the basics of making consumer decisions on the market  b.b.presenting economic and non-economic determinants of consumer behavior on the market  c.c.presenting consumer behavior models on the market  d.d.presentation of contemporary consumer trends on the market</p> <p><b>Lectures</b>  Introduction into the subject- Interdisciplinary Character of Consumer Behaviour,Aims of Consumer Behaviour Research, Methods of Investigating Consumer Behaviour, Development of Consumer Behaviour as Scientific Discipline, Model of Consumer Behaviour; Purchase Decision Process- Theoretical Background in Purchase Decision Process, Different Phases of Purchase Decision Processes by Consumers: At the Start of Purchase Decision Process I - Consumer Characteristics - (Determinants Influencing Consumer Behaviour I), Consumer Demographics,Consumer Psychographics; At the Start of Purchase Decision Process I - Consumer Characteristics - Culture and Subculture - (Determinants Influencing Consumer Behaviour II)Culture, Subcultures; Consumer Processes at the Problem Recognition Phase- Consumer Motives and Values (Determinants Influencing Consumer Behaviour III)Needs and wants, Theories of motivations,Consumer Values and how they relate to motives.</p> <p><b>Classes</b>  Consumer Processes at the Information Seeking Phase - (Determinants Influencing Consumer Behaviour IV) Exposure, Attention, Perception (and Interpretation), Learning; Consumer Processes at the Evaluation of Alternatives Stage - Attitudes and preferences (Determinants Influencing Consumer Behaviour V)Attitudes, Preferences; Consumer Processes Before Purchase Decision Phase - Role of Social Group (Determinants Influencing Consumer Behaviour Social Groups, Family Influences on Consumer Behaviour); Food Buyer Behaviour - Definition and Decision Process, Determinants of Food Consumer Behaviour,Economic Factors,Social Factors,Psychographic Factors; Food Market Segmentation-Segmentation Procedures, Segmentation Criteria, Targeting, Methodology of Segmentation Research, Selection Criteria of Representatives to Segmentation).</p>		
Teaching forms and number of hours:	<p>a. lectures - no of hours: full time study: 15, part-time study. 0  b. classes - no of hours: full time study: 15, part-time study. 0</p>		
Teaching methods:	discussion, research project, problem solving, source texts analysis, consultation with the lecturer, lectures, case study, individual student projects		
Initial requirements and formal prerequisites:	marketing course on basic level		
Learning outcomes:	<p><b>Knowledge - knows and understands:</b>  1.Knows the up-to-date theories on consumer behaviour  2.Knows the elements of marketing and market analysis and the tools used in them</p>	<p><b>Skills - can:</b>  3.Has the ability to understand and analyze determinants of consumer buying behavior</p>	<p><b>Competences - is ready for:</b>  4.Implements simple tasks in the field of consumer research, draws conclusions, formulates judgments on the basis of results and is able to communicate about them</p>
Assessment methods:	evaluation of the presentation during the class (effects: 1,2,3), evaluation of the work done as part of the student's own work (effects: 3), assessment of the project work (effects: 1,2,3,4), assessment of activities during classes (effects: 2,3)		
Formal documentation of the learning outcome:	tests, exams projects		

Elements of the final grade and their weights:	evaluation of the presentation during the class - 30%, evaluation of the work done as part of the student's own work - 10%, assessment of the project work - 50%, assessment of activities during classes - 10%
Place of teaching:	didactic room
Teaching materials (obligatory and additional):	
1. Evans M., Jamal J., Foxall G. (2006) "Consumer behaviour", Wiley&Son, Ltd 2. Antonides G., van Raaij W. F., (1999) "Consumer behaviour: A European Perspective", Wiley. 3. Engel, J.F., Blackwell, R.D. and Miniard, P.W. Consumer Behavior. The Dryden Press, Fort Worth 4. Solomon, M.R. Consumer Behavior: Buying, Having, and Being Prentice-Hall International, Inc. Englewood Cliffs 5. Szwacka-Mokrzycka, J. (2011). "A study on food brand", SGGW	
Remarks:	

<b>Quantitative indicators describing the module:</b>	
Estimated total number of student work hours (contact and own work) necessary to achieve the learning outcomes assumed for the module - on this basis, complete the ECTS field:	<b>100/0</b>
The total number of ECTS points which the student receives in module requiring direct participation of academic teachers or other persons:	<b>1.4/0 ECTS</b>

<b>Table of compliance of the directional learning outcomes with the effects of the module</b>			
Outcome category	Learning outcomes for module:	Reference to effects for the study program for the direction of study	The impact of classes on the directional effect*)
Knowledge	1.Knows the up-to-date theories on consumer behaviour	K_W05	2
	2.Knows the elements of marketing and market analysis and the tools used in them	K_W018	2
Skills	3.Has the ability to understand and analyze determinants of consumer buying behavior	K_U08	2
Competences	4.Implements simple tasks in the field of consumer research, draws conclusions, formulates judgments on the basis of results and is able to communicate about them	K_U13	3

\*) 3 - advanced and detailed, 2 - significant, 1 - basic