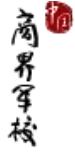




PHBS
北京大学汇丰商学院



MGT561

CONSUMER BEHAVIOR

3rd Module, 2025 – 2026

Course Information

Instructor: Jooyoung Park

Office: PHBS Building, Room 644

Phone: 86-755-2603-3621

Email: jpark@phbs.pku.edu.cn

Office Hour: Tue 8:30 – 10:30am, Fri 10:30am – 12:30pm

Teaching Assistant:

Phone:

Email:

Classes:

Lectures: Tue & Fri, 1:30pm – 3:20pm

Venue: PHBS Building, Room

Course Website:

If any.

1. Course Description

1.1 Context

Course overview: We are all consumers. We buy groceries, cell phones, and houses. We also purchase services ranging from bank accounts to educations. Although consumers have similar needs, they may choose different products or brands. This is because consumers are intrinsically different from one another, and they are also influenced by various situational factors. Then, what marketers or companies should do to effectively communicate with consumers and influence their behavior?

In this course, you will learn how and why consumers behave the way that they do. You will learn about theories developed in marketing, psychology and other behavioral sciences to understand consumer behavior. You will also acquire experience in applying these theories to real-world consumer behavior problems and drawing managerial implications. Furthermore, you will apply theories to better understand cultural differences, especially Chinese consumers. Several different kinds of materials and approaches will be used to meet these learning objectives.

1.2 Textbooks and Reading Materials

TEXTBOOK

Consumer Behavior (2023, 8th edition) by Wayne D Hoyer, Deborah J Macinnis, Rik Pieters.
Cengage Learning, ISBN-13: 978-0357721292

CASES

Case readings will be announced and uploaded on CMS.

JOURNAL ARTICLES AND NEWS

Journal articles and recent news from the popular business press will be used throughout the module. The journal articles will help you develop a deeper insight into selected topics and methods of consumer behavior research. A journal list will be announced in the 2nd class, and the articles will be uploaded on CMS. Business news articles will give you the opportunity to apply conceptual framework to current real-world consumer behavior problems. News articles will be distributed in class. Cases and journal articles can be changed to reflect class demands and announced in class.

RECOMMENDED READING

Kahneman D., Sibony, O., and Sunstein, C. R. Noise: A Flaw in Human Judgment.
Kahneman, D. Thinking Fast and Slow.
Underhill, P. Why We Buy.
Petty, R. E. & Cacioppo, J. T. Attitudes and Persuasion: Classic and Contemporary Approaches.
Richard T. & Sunst C. Nudge.
Dweck, C.S., Mindset: The New Psychology of Success

NEWS ARTICLES

Recent news from the popular business press will be used throughout the module. The business news articles will give you opportunities to apply conceptual frameworks to current real-world marketing problems. Students are required to read and discuss the articles.

2. Learning Outcomes

2.1 Intended Learning Outcomes

Learning Goals	Objectives	Assessment (YES with details or NO)
1. Our graduates will be effective communicators.	1.1. Our students will produce quality business and research-oriented documents.	Yes, students will submit written assignments for their term papers and paper reviews.
	1.2. Students are able to professionally present their ideas and also logically explain and defend their argument.	Yes, students will present multiple times throughout the course.
2. Our graduates will be skilled in team work and leadership.	2.1. Students will be able to lead and participate in group for projects, discussion, and presentation.	Yes, students will fulfill course requirements in a small group.
	2.2. Students will be able to apply leadership theories and related skills.	Yes, students should apply leadership skills to successfully complete their group assignments.
3. Our graduates will be trained in ethics.	3.1. In a case setting, students will use appropriate techniques to analyze business problems and identify the ethical aspects, provide a solution and defend it.	Yes, students will learn how to analyze cases.
	3.2. Our students will practice ethics in the duration of the program.	Yes, students are required to be ethical in every aspect of the

		course work and class participation.
4. Our graduates will have a global perspective.	4.1. Students will have an international exposure.	Yes, students will broaden their global perspectives by understanding cultural differences in business practices.
5. Our graduates will be skilled in problem-solving and critical thinking.	5.1. Our students will have a good understanding of fundamental theories in their fields.	Yes, students will learn fundamental theories in marketing.
	5.2. Our students will be prepared to face problems in various business settings and find solutions.	Yes, students will solve real cases as part of course requirements.
	5.3. Our students will demonstrate competency in critical thinking.	Yes, students will actively engage in class discussion and case/article analyses.

2.2 Course specific objectives

- Help you improve your problem-solving and critical thinking skills
- Give you chances to read academic papers and learn theories in psychology and consumer behavior
- Give you chances to develop your own practical or academic research ideas and conduct research
- Get you exposed to real-world cases of international firms and develop a global perspective
- Help you develop your communication skills through presentations

2.3 Assessment/Grading Details

WEIGHTS ON COURSE REQUIREMENTS	PERCENTAGE
Class Participation and Activities (Discussion, quizzes, etc.)	20%
Case Discussion	20%
Article Review	30%
Term Paper [written (20%) + presentation (10%)]	30%

2.4 Academic Honesty and Plagiarism

It is important for a student's effort and credit to be recognized through class assessment. Credits earned for a student work due to efforts done by others are clearly unfair. Deliberate dishonesty is considered academic misconducts, which include plagiarism; cheating on assignments or examinations; engaging in unauthorized collaboration on academic work; taking, acquiring, or using test materials without faculty permission; submitting false or incomplete records of academic achievement; acting alone or in cooperation with another to falsify records or to obtain dishonestly grades, honors, awards, or professional endorsement; or altering, forging, or misusing a University academic record; or fabricating or falsifying of data, research procedures, or data analysis.

All assessments are subject to academic misconduct check. Misconduct check may include reproducing the assessment, providing a copy to another member of faculty, and/or

communicate a copy of this assignment to the PHBS Discipline Committee. A suspected plagiarized document/assignment submitted to a plagiarism checking service may be kept in its database for future reference purpose.

Where violation is suspected, penalties will be implemented. The penalties for academic misconduct may include deduction of honour points, a mark of zero on the assessment, a fail grade for the whole course, and reference of the matter to the Peking University Registrar.

AI tools requirements:

Using AI tools to complete assignments or assessments without the approval of the course instructor will be regarded as an act of academic dishonesty. Depending on the severity of the situation, penalties will be implemented in accordance with the provisions of the Peking University Graduate Student Handbook.

For more information of plagiarism, please refer to *PHBS Student Handbook*.

3. Topics, Teaching and Assessment Schedule

CLASS PARTICIPATION AND DISCUSSION

Class participation is an important part of this class. The learning experience of this course depends on your participation. I expect you to have read the assigned materials prior to class. Your goal should be to prepare consistently for the course, and to participate appropriately in various activities in class – lecture, discussions, group work, etc. It is important for your classmates, and me, to know who you are. Please bring your desk name card during every class in the module.

Please come to class on time and make sure you give yourself enough time to settle down. Remember, if you are not in class, you may miss your opportunity to participate, and this can lead to negative repercussions on your discussion grades.

Whenever you know in advance that you will be absent, please let me know. If you miss class due to a pressing emergency, please provide me with the necessary documentation to excuse your absence. If you need to leave early for something that is an extremely unusual and unavoidable situation, you should explain your reason for leaving early to the professor ahead of time and should sit near the door, so your departure is not a distraction for others.

Any late submissions or reschedules of presentations are not acceptable. If you miss your presentations or submissions due to absence, you will automatically lose corresponding points.

ARTICLE REVIEW

We will discuss journal articles in this class in weeks 2, 3, 5, and 7. For the articles assigned for Week 2, I encourage everyone to read but you don't need to submit a written assignment. We will discuss them in class together. For one of the articles assigned each of the weeks 3, 5, 7, you need to submit a summary of the paper in ppt (within 10 slides). In weeks 3, 5, 7, the instructor will randomly select three to four persons/groups to present their reviews and critics in class. The summary should cover a brief your own summary of the paper, critics, and research ideas extending the paper with details. The list of the articles and articles will be available on CMS and announced in class. The assignments will be individual- or group-based depending on the class size.

CASE ANALYSES

You will work on several cases throughout the class. For each case, you will work in a group and submit a written document (ppt/word) and present your analyses and answers to

suggested questions in class. All cases will be uploaded on CMS and announced in class. More details will be provided in class.

TERM PAPER

For this assignment, you need to work in a small group (group size will be determined after the registration period ends). You will first present your proposal (the topic of your term paper, potential methodology, expected results, and contributions in ppt). In the last class, you will submit a written document and have one 20-minute presentation. A detailed description of the project and guidelines for presentations will be provided in class.

You will present your research topic and questions on March 27th. Please start searching for the topic for your term paper as soon as the module begins. Be ready to briefly discuss your topic, motivation, specific research questions, and potential contributions.

You need to submit a written term paper, including introduction (motivation), literature review, hypothesis development, methodology, and general discussion on April 28th. You will also present your work within 20 minutes on April 28th. The written document should be within 20 pages (11 Times New Roman, 1.5 spacing), excluding figures, tables, and appendix. The theoretical, practical contributions, theoretical support, empirical evidence, and format will be considered in grading the term paper.

PEER EVALUATIONS

For group work, I expect every student to treat his/her group members professionally and never think of free riding. To accurately assess everyone's contributions, I may collect peer evaluations for group assignments and reflect them in grades

4. Miscellaneous

LATE WORK WILL NOT BE ACCEPTED

No late work will be accepted. Late work is defined as any work not turned in when it is collected at the beginning of class on the day it is due. No extra credit work will be allowed since it unfairly gives opportunity to some, but not all, students. Problems arise in life. I understand that. However, you are responsible for reconciling all issues that could adversely affect your (or your group's) grade promptly and professionally. This includes communicating with all affected parties and doing so in a timely manner. It also includes sparing these parties from dishonesty, laziness, procrastination, or other unacceptable excuses for a lack of performance on your part.

CLASSROOM POLICIES

Do not use devices such as cell phones and laptops. Please remember that we have a strict academic dishonesty program here. For example, you need to be careful not to plagiarize from other sources. Failure to adhere to these policies will result in a failing grade.

SPECIAL ACCOMMODATIONS

If you have any condition, such as a physical or learning disability, which will make it difficult for you to carry out the work as outlined, or which will require academic accommodations, please notify me during the first week of the course so that you are appropriately accommodated.

GRADING POLICY

Following the grading policy of PHBS, grades should be awarded in letter grades (e.g., A+, A, ... D, D-, F). Percentage of the distribution of each letter grade is limited. (1) No more than 30% can receive A+, A or A-; (2) No more than 90% can receive B or above.

NOTE

Please note that the information in this syllabus is subject to change, and any changes made to this syllabus will be announced in the class.

Class Schedule

WEEKS	DATES	TOPICS	DUE DATES
1	Mar 3 rd Mar 6 th	Understanding Consumer Behavior Motivation, Ability, and Opportunity	
2	Mar 10 th Mar 13 th	Motivation, Ability, and Opportunity Research Method – Surveys & Experiments	Article discussion #1 (Mar 13 th)
3	Mar 17 th Mar 20 th	Research Method – Surveys & Experiments Exposure, Attention, and Perception	Article discussion #2 (Mar 20 th)
4	Mar 24 th Mar 27 th	Attitudes and Persuasion	Case Study #1 discussion (Mar 27 th) Term paper proposal & consultation (Mar 27 th)
5	Mar 31 st Apr 3 rd	Memory Information Search	Article discussion #3 (3 rd)
6	Apr 7 th Apr 10 th	Judgment and Decision	
7	Apr 14 th Apr 17 th	Emerging Trends and Consumer Behavior Cultural Influence	Article discussion #4 (Apr 14 th)
8	Apr 21 st Apr 22 nd	Social Influence Cultural Influence	Case Study #2 discussion (April 22 nd) Term-paper consultation (April 22 nd)
9	Apr 24 th Apr 28 th	Cultural Influence & Chinese Consumers Term Paper Presentations	Term Paper submission & presentation (Apr 28 th)

Note. The written assignments you need to submit are colored in blue.