



# Consumer and Seller Behaviour (E2ECO001C)

**Introduction** This programme introduces some fundamental marketing concepts, the factors influencing consumer behaviour, design of the marketing mix and basic research techniques. It will also familiarise students with the operation of various marketing activities and the application of marketing concepts and theories to resolve problems in a systematic manner.

**Programme Type / Level** Behavioural Economics Course (Level II) ([Token-required](#))

**Instructor(s)** Mr Chan Man Kit

**Pre-requisites** No specific prerequisites

**Target Participants**

- S1 to S3 HKAGE student members in 2020/21 school year only
- Class size: **30**

\*First-come, first-served

**Medium of Instruction** Cantonese with English Handouts

**Certificate** **E-Certificate** will be awarded to participants who have:

- ❖ Attended **AT LEAST 3 sessions**; AND
- ❖ Completed all the assignments with satisfactory performance

**Intended Learning Outcomes** Upon completion of the programme, participants should be able to:

1. identify the factors that influence consumer behaviour and their purchasing decisions;
2. describe the impact of consumer behaviour on supply and demand for products and services;
3. illustrate the marketing problems and the design of marketing strategies;
4. apply basic research techniques for measuring consumer behaviour.

**Application Deadline** **16 Nov 2020, 12:00 n.n**

Student members may withdraw from the programme on or before the deadline. Otherwise, the token will be deducted.

<b>Schedule</b>	<b>Session</b>	<b>Date</b>	<b>Time</b>	<b>Venue (HKAGE)</b>
	1	<del>22-Dec-2020</del> Postponed	2:00 p.m. – 5:00 p.m.	Room 203
	2	<del>31-Dec-2020</del> Postponed	10:00 a.m. – 1:00 p.m.	
	3	<del>2-Jan-2021</del> Postponed	9:30 a.m. – 12:30 p.m.	Room 403
	4	<del>2-Jan-2021</del> Postponed	2:00 p.m. – 5:00 p.m.	

**Enquiries** For enquiries, please contact Academic Programme Development Division on 3940 0101 After language selection, press "1".