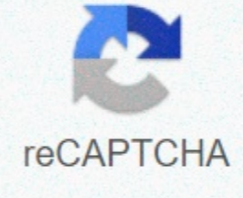




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Zara target market 2019

Outside is a very important factor at this stage. How the company promotes items can be a deciding factor, as it can help attract customer attention in an instant, using techniques such as celebrity endorsement or adding gifts and tests. The price of the product is important as it can help the customer decide whether they want to buy the item or not. If the price is affordable there is a greater chance of buying it, if the price is at a premium there is a slim chance. Buyer black box This is when stimulation from the first stage reaches the buyer's sensory perception of what the product is and what he thinks. The place that this product or service has can either help or hinder the buyer from buying a product/product. It depends whether the company reflects the target market location, they are in. The promotion factor is very important as many buyers are currently lured by celebrities. If the company is selling a product like an aftershave and has a picture of David Beckham, there's a chance of individuals buying that product rather than more of items with no celebrity on it. The product factor is necessary at this stage because the capacity may be thinking, how I will use it, what other sizes are available, how it is different compared to other products. The pricing of the product is important because customers will see how much they will benefit from it or if there is another shop that is selling the same item at an affordable price. Buyer's reaction This step occurs when the buyer's reaction occurs if he likes the product or service. At this stage if the customer likes the shop space which will boost them the chance to pick up the product or not. It may also determine whether they would like to come back or not. How this has boosted the store and the products and services they sell can also help grow the popularity business as a factor. If the product they want is promoted with someone like David Beckham, there is a greater chance that someone who is a fan will come back. If there is no sign of damage to the product neatly, the customer will decide to come back. The company will decide the price of its product and services that factor as to pricing whether it will buy it. Reference Share It: Facebook Twitter Reddit LinkedIn WhatsApp

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