

## Review of Models of Consumer Behaviour and Influence of Emotions in the Decision Making

**Authors :** Mikel Alonso López

**Abstract :** In order to begin the process of studying the task of making consumer decisions, the main decision models must be analyzed. The objective of this task is to see if there is a presence of emotions in those models, and analyze how authors that have created them consider their impact in consumer choices. In this paper, the most important models of consumer behavior are analysed. This review is useful to consider an unproblematic background knowledge in the literature. The order that has been established for this study is chronological.

**Keywords :** consumer behaviour, emotions, decision making, consumer psychology

**Conference Title :** ICBEMM 2016 : International Conference on Business, Economics, Management and Marketing

**Conference Location :** Boston, United States

**Conference Dates :** April 25-26, 2016