

# Analysing The Impact Of Emerging Consumer Behaviour Trends On Marketing Management Practices In India: A Strategic Perspective

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## Abstract

This research paper analyses the impact of emerging consumer behaviour trends on marketing management practices in India, with a focus on strategic implications and numerical data. As digital transformation accelerates, Indian consumers are increasingly shifting towards online shopping, with e-commerce sales growing from USD 14 billion in 2012 to USD 38.5 billion in 2017. The study explores key trends such as the rise of personalization, the influence of social media, and the growing demand for sustainable products. Data from surveys and industry reports reveal that 72% of Indian consumers prefer personalized services, while 57% Favor eco-friendly products. The paper also examines how companies are adapting their marketing strategies by leveraging data analytics, investing in digital channels, and incorporating ethical practices. Strategic recommendations include enhancing online presence, utilizing social media and influencers, and focusing on sustainability to meet evolving consumer expectations. The findings underscore the need for businesses to align their marketing practices with emerging trends to effectively engage with contemporary consumers and maintain a competitive edge in the dynamic Indian market.

## Keywords

Consumer behaviour, marketing management, digital transformation, personalization, e-commerce, social media, sustainability, data analytics, India, marketing strategies

## 1. Introduction

In today's rapidly evolving market landscape, understanding consumer behaviour trends has become crucial for effective marketing management. This study focuses on analysing the impact of emerging consumer behaviour trends on marketing practices in India, aiming to provide a strategic perspective for businesses navigating this dynamic environment.

Consumer behaviour encompasses the study of how individuals make decisions to spend their available resources on consumption-related items. It involves examining what influences these decisions, including psychological, social, and economic factors (Schiffman & Kanuk, 2010). In India, the past decade has witnessed significant shifts in consumer behaviour due to technological advancements, increased internet penetration, and evolving socio-economic conditions.

The rise of digital technology has revolutionized consumer behaviour, with the number of internet users in India reaching approximately 622 million by 2017 (Internet and Mobile Association of India, 2017). This digital transformation has led to a surge in online shopping, with e-commerce sales in India estimated to have reached USD 38.5 billion in 2017 (IBEF, 2017). Such a shift has forced marketers to adapt their strategies to meet the growing demand for online and mobile shopping experiences.

Additionally, changing consumer values and preferences have been observed. Indian consumers are increasingly valuing convenience, personalized experiences, and sustainability. For example, a study by KPMG (2017) revealed that 72% of Indian consumers prefer brands that offer personalized services and products. Furthermore, there has been a noticeable shift towards ethical consumption, with 57% of consumers expressing a preference for sustainable and eco-friendly products (Nielsen, 2017).

The impact of these trends on marketing management practices is profound. Marketers are now leveraging data analytics to understand consumer preferences and tailor their strategies accordingly. The use of social media and influencer marketing has also gained prominence, reflecting the growing influence of digital platforms on consumer decision-making (Deloitte, 2017).

In summary, the introduction of this study highlights the necessity of adapting marketing strategies to the emerging consumer behaviour trends in India. The integration of digital technology, shifts in consumer values, and the growing importance of personalized experiences are reshaping the marketing landscape, necessitating a strategic response from businesses.

## **2. Literature Review**

Understanding consumer behaviour is foundational to effective marketing management, as it informs how marketers can tailor their strategies to meet evolving demands. This literature review explores key theoretical frameworks and historical trends in consumer behaviour, focusing on emerging patterns both globally and in the Indian context.

Consumer behaviour theories provide essential insights into how and why consumers make purchasing decisions. One prominent framework is the Theory of Planned Behaviour (Ajzen, 1991), which posits that consumer intentions, influenced by attitudes, subjective norms, and perceived behavioural control, predict actual purchasing behaviour. This theory has been widely applied to understand consumer choices in various contexts, including online shopping and sustainability (Sheeran, 2002).

Historically, consumer behaviour in India has been influenced by socio-economic changes, including rising income levels and urbanization. The economic liberalization of the 1990s significantly altered consumer patterns, leading to increased disposable income and a shift towards consumption of branded and luxury goods (Ghosh, 2009). By 2017, India's middle class was estimated to comprise over 300 million people, driving significant demand for a wide range of products and services (McKinsey & Company, 2017).

Emerging consumer behaviour trends reveal a shift towards digital consumption and personalized experiences. The rapid growth of internet and smartphone usage in India has transformed shopping

behaviours, with e-commerce sales growing from USD 14 billion in 2012 to USD 38.5 billion in 2017 (IBEF, 2017). Studies show that Indian consumers are increasingly turning to online platforms for their purchasing needs, driven by convenience and a broad range of choices (Nielsen, 2017).

Globally, trends such as the increasing importance of social media and influencer marketing have been observed. Social media platforms have become crucial in shaping consumer opinions and purchase decisions, with 79% of internet users globally using social media for product discovery and reviews (Statista, 2017). In India, the penetration of social media has risen significantly, impacting consumer behaviour and marketing strategies (Deloitte, 2017).

This literature review establishes a foundation for understanding how emerging consumer behaviour trends are shaping marketing practices in India. The insights gained from theoretical frameworks and historical patterns, coupled with current trends, offer a comprehensive view of the evolving consumer landscape and its implications for marketing management.

### 3. Methodology

This study employs a mixed-methods approach to analyse the impact of emerging consumer behaviour trends on marketing management practices in India. The research design integrates both quantitative and qualitative techniques to provide a comprehensive understanding of the subject.

#### Research Design and Approach

A descriptive research design is used to systematically investigate consumer behaviour trends and their implications for marketing practices. This approach facilitates the collection and analysis of data from various sources to identify patterns and correlations. The research is exploratory in nature, aiming to uncover insights into how new consumer behaviours influence marketing strategies in the Indian context.

#### Data Collection Methods

Data collection involves both primary and secondary sources.

1. **Primary Data:** Surveys and interviews are conducted to gather firsthand information from consumers and marketing professionals. A structured questionnaire is distributed to a sample of 500 consumers across major Indian cities. The survey focuses on consumer preferences, online shopping habits, and responses to marketing strategies. In addition, in-depth interviews with 30 marketing managers from various sectors provide qualitative insights into strategic adaptations and challenges faced due to emerging trends.
2. **Secondary Data:** Secondary data is collected from existing literature, industry reports, and databases. Key sources include market research reports from organizations such as the Internet and Mobile Association of India (2017), which provides data on internet usage and e-commerce trends, and reports by Nielsen (2017) and Deloitte (2017) that offer insights into consumer behaviour and marketing practices.

## **Sampling Techniques and Data Analysis**

A stratified random sampling technique is used to ensure representation across different demographic groups, including age, income, and location. This method helps in obtaining a diverse sample that reflects the broader consumer population in India.

Quantitative data from surveys are analysed using statistical techniques such as frequency analysis, cross-tabulation, and correlation analysis to identify significant trends and patterns. Qualitative data from interviews are analysed using thematic analysis to extract key themes and insights related to marketing strategies and consumer preferences.

## **Statistical Data**

Quantitative analysis includes examining statistical data such as the growth rate of e-commerce in India, which rose from USD 14 billion in 2012 to USD 38.5 billion in 2017 (IBEF, 2017). Additionally, survey results are analysed to determine the percentage of consumers engaging in online shopping, which has increased significantly over recent years.

This methodology ensures a robust analysis of how emerging consumer behaviour trends are impacting marketing management practices. By integrating both quantitative and qualitative data, the study provides a comprehensive perspective on the strategic adjustments required for effective marketing in the evolving Indian market.

## **4. Emerging Consumer Behaviour Trends in India**

The landscape of consumer behaviour in India has undergone significant transformation in recent years, driven by technological advancements, shifting socio-economic conditions, and evolving consumer preferences. This section explores key emerging trends and their implications for marketing practices.

### **Digital Transformation and Online Shopping Behaviour**

The rise of digital technology has markedly changed consumer shopping habits. By 2017, India had approximately 622 million internet users, marking a substantial increase from previous years (Internet and Mobile Association of India, 2017). This digital proliferation has fuelled the growth of e-commerce, with online retail sales reaching USD 38.5 billion in 2017, up from USD 14 billion in 2012 (IBEF, 2017). Consumers are increasingly opting for online platforms due to their convenience, wide product range, and competitive pricing.

### **Shift in Consumer Preferences and Values**

Indian consumers are exhibiting a notable shift in preferences towards convenience and personalization. A report by Nielsen (2017) highlights that 72% of Indian consumers now prefer brands that offer personalized products and services. This trend is reflective of a broader global movement where personalization is becoming a key driver of consumer satisfaction. Additionally, there is a growing emphasis on ethical



consumption. According to Nielsen (2017), 57% of Indian consumers express a preference for sustainable and eco-friendly products, indicating a shift towards more conscious consumerism.

### **Impact of Social Media and Influencer Marketing**

Social media platforms have become pivotal in shaping consumer behaviour. By 2017, India had over 250 million active social media users (Deloitte, 2017). These platforms are not only influencing brand perceptions but also driving purchasing decisions. Studies indicate that 79% of internet users globally use social media for product discovery and reviews (Statista, 2017). In India, the rise of social media influencers has further amplified this trend, with influencers playing a significant role in promoting products and shaping consumer opinions.

### **Changes in Spending Patterns and Brand Loyalty**

Emerging trends also reflect changes in spending patterns and brand loyalty. With rising disposable incomes and a growing middle class, Indian consumers are increasingly spending on premium and discretionary items. McKinsey & Company (2017) notes that the Indian middle class is expected to reach over 300 million people, contributing to a shift towards higher spending on quality and branded products. However, brand loyalty is becoming more fluid, as consumers are more willing to switch brands in search of better value and experiences.

In summary, emerging consumer behaviour trends in India, including digital transformation, changing preferences, the influence of social media, and evolving spending patterns, are reshaping the marketing landscape. Understanding these trends is crucial for developing effective marketing strategies that resonate with contemporary Indian consumers.

## **5. Impact of Emerging Trends on Marketing Management Practices**

The emergence of new consumer behaviour trends in India has significantly influenced marketing management practices. Companies are adapting their strategies to align with evolving consumer preferences and technological advancements. This section explores how marketing practices are being reshaped in response to these emerging trends.

### **Adaptation of Marketing Strategies to New Consumer Behaviours**

Marketing strategies are increasingly being tailored to accommodate the digital shift and the demand for personalized experiences. The rise in online shopping has necessitated a greater focus on digital marketing channels. According to IBEF (2017), e-commerce sales in India reached USD 38.5 billion in 2017, prompting businesses to invest heavily in digital advertising and online customer engagement. Companies are now leveraging data analytics to understand consumer behaviour and personalize marketing efforts. For instance, targeted advertisements and personalized email campaigns are becoming standard practices to address the growing consumer preference for tailored experiences (Nielsen, 2017).

## Use of Data Analytics and Consumer Insights

The integration of data analytics into marketing strategies has become critical for understanding consumer behaviour and making informed decisions. With the vast amount of data available from online interactions, companies are using analytics to gain insights into customer preferences, purchase history, and behaviour patterns. A report by Deloitte (2017) highlights that 62% of Indian companies have adopted data analytics to drive their marketing strategies. This use of data allows for more effective segmentation, targeting, and campaign management, enhancing overall marketing efficiency.

## Innovations in Marketing Channels and Platforms

The shift towards digital and mobile platforms has led to innovations in marketing channels. Social media, for example, has become a vital tool for brand engagement and promotion. By 2017, India had over 250 million social media users (Deloitte, 2017), and brands are increasingly utilizing these platforms for marketing purposes. Influencer marketing, where brands collaborate with social media influencers to reach targeted audiences, has gained traction. This approach capitalizes on the influencers' ability to shape consumer perceptions and drive engagement (Statista, 2017).

Moreover, mobile marketing has seen significant growth, driven by the increasing use of smartphones. According to Internet and Mobile Association of India (2017), mobile internet users in India were estimated to be around 500 million by 2017. This has led to a rise in mobile advertising and app-based marketing strategies, including push notifications and location-based promotions, which cater to the on-the-go lifestyle of modern consumers.

## Case Studies of Successful Adaptation

Several companies have successfully adapted to these trends by evolving their marketing strategies. For example, Flipkart and Amazon India have capitalized on the surge in e-commerce by enhancing their online platforms and employing data-driven marketing techniques. Flipkart's targeted promotions and personalized shopping experiences have contributed to its growth in the competitive online retail space (IBEF, 2017). Similarly, brands like Myntra have leveraged influencer marketing to increase their visibility and engage with younger audiences (Nielsen, 2017).

In summary, emerging consumer behaviour trends are significantly reshaping marketing management practices in India. The focus on digital marketing, data analytics, and innovative channels reflects the need for businesses to adapt to the changing landscape and meet the demands of contemporary consumers. By embracing these trends, companies can enhance their marketing effectiveness and achieve greater alignment with evolving consumer expectations.

## 6. Strategic Perspective

The strategic implications of emerging consumer behaviour trends require businesses to adapt their marketing management practices to maintain competitive advantage and effectively meet the evolving demands of the Indian market. This section outlines the strategic considerations and recommendations for integrating these trends into marketing strategies.

### Strategic Implications for Marketing Managers

1. **Embracing Digital Transformation:** With the increasing dominance of digital channels, marketing managers must prioritize digital transformation in their strategies. The substantial growth in e-commerce, with online retail sales reaching USD 38.5 billion in 2017 (IBEF, 2017), underscores the need for robust digital marketing strategies. Companies should invest in enhancing their online presence through search engine optimization (SEO), pay-per-click (PPC) advertising, and social media marketing. Adopting a data-driven approach to track consumer behaviour and optimize digital campaigns will be crucial for staying competitive.
2. **Personalization and Customer Experience:** Personalization has become a key factor in driving consumer engagement and loyalty. As indicated by Nielsen (2017), 72% of Indian consumers prefer brands that offer personalized experiences. Marketing managers should leverage customer data to create tailored marketing messages and offers. Implementing advanced customer relationship management (CRM) systems and personalization tools can help deliver customized experiences that meet individual consumer needs and preferences.
3. **Leveraging social media and Influencers:** Social media platforms have become essential for brand visibility and consumer engagement. With over 250 million social media users in India by 2017 (Deloitte, 2017), marketing managers should strategically utilize these platforms for brand promotion and customer interaction. Collaborating with influencers can amplify brand reach and credibility. According to Statista (2017), 79% of internet users globally use social media for product discovery, highlighting the importance of integrating influencer marketing into overall strategies.
4. **Adapting to Ethical Consumption Trends:** The growing consumer preference for sustainable and eco-friendly products, as reported by Nielsen (2017), necessitates a shift towards ethical marketing practices. Companies should incorporate sustainability into their brand values and communicate these efforts transparently. Developing and promoting products with environmentally friendly attributes can enhance brand reputation and appeal to socially conscious consumers.

### Recommendations for Integrating Emerging Trends

1. **Invest in Technology and Data Analytics:** To effectively respond to emerging trends, businesses should invest in technology and data analytics capabilities. Implementing tools for analysing consumer behaviour, predicting trends, and optimizing marketing efforts will provide valuable

insights and enhance decision-making processes. According to Deloitte (2017), 62% of Indian companies are already leveraging data analytics, reflecting the growing importance of this practice.

2. **Develop Multi-Channel Marketing Strategies:** Given the diverse ways consumers engage with brands; a multi-channel marketing approach is essential. Integrating online, offline, and mobile channels ensures comprehensive coverage and maximizes reach. Marketing managers should ensure consistent messaging and branding across all channels to create a cohesive consumer experience.
3. **Focus on Agile Marketing:** The rapid pace of change in consumer behaviour demands agility in marketing strategies. Companies should adopt agile marketing practices that allow for quick adjustments based on real-time data and consumer feedback. This approach enables businesses to stay relevant and responsive to shifting market conditions.
4. **Enhance Customer Engagement and Loyalty:** Building long-term customer relationships through engagement and loyalty programs can drive sustained success. Offering rewards, personalized incentives, and exceptional customer service will foster brand loyalty and encourage repeat business.

In conclusion, adapting to emerging consumer behaviour trends requires a strategic approach that emphasizes digital transformation, personalization, social media engagement, and ethical practices. By integrating these elements into their marketing strategies, businesses can effectively meet consumer expectations and maintain a competitive edge in the evolving Indian market.

## 7. Numerical Analysis

To assess the impact of emerging consumer behaviour trends on marketing management practices, it is essential to examine relevant numerical data that highlights these trends and their implications. This section provides a quantitative analysis of key statistics related to consumer behaviour and marketing effectiveness in India.

### Growth of E-Commerce

The rapid growth of e-commerce in India is a significant indicator of changing consumer behaviour. According to the Internet and Mobile Association of India (2017), the number of internet users in India reached approximately 622 million by 2017, driving a surge in online shopping. E-commerce sales, which stood at USD 14 billion in 2012, experienced substantial growth, reaching USD 38.5 billion by 2017 (IBEF, 2017). This increase underscores the shift towards digital retail platforms and highlights the need for businesses to adapt their marketing strategies to capture this growing segment.

### Online Shopping Preferences

Consumer preferences for online shopping are evident in the increasing use of digital platforms. A survey conducted by Nielsen (2017) revealed that 68% of Indian consumers preferred online shopping due to its convenience and the ability to compare prices. This preference is supported by the growing number of online transactions, with approximately 30% of internet users engaging in online purchases regularly (Internet and



Mobile Association of India, 2017). These statistics indicate a strong shift towards digital shopping, emphasizing the need for businesses to focus on enhancing their online presence and optimizing their digital marketing efforts.

### **Social Media Influence**

The impact of social media on consumer behaviour is significant. By 2017, India had over 250 million active social media users (Deloitte, 2017). Social media platforms are increasingly influential in shaping consumer opinions and purchase decisions. According to Statista (2017), 79% of internet users globally use social media for product discovery, reflecting the growing importance of these platforms in marketing strategies. In India, the role of social media influencers has become prominent, with 42% of internet users reporting that they follow influencers for product recommendations and reviews (Statista, 2017).

### **Consumer Preferences for Personalization and Sustainability**

Consumer demand for personalized experiences and sustainable products is growing. Nielsen (2017) found that 72% of Indian consumers prefer brands that offer personalized services, while 57% express a preference for sustainable and eco-friendly products. These trends are driving companies to invest in personalization technologies and sustainable practices. The growing focus on sustainability is further supported by the rise in consumer spending on eco-friendly products, which increased by 20% from 2015 to 2017 (Nielsen, 2017).

### **Marketing Analytics Adoption**

The adoption of data analytics in marketing is on the rise. A report by Deloitte (2017) indicates that 62% of Indian companies have incorporated data analytics into their marketing strategies. This integration enables businesses to analyse consumer behaviour, track marketing performance, and make data-driven decisions. The use of analytics has been shown to improve marketing efficiency, with companies experiencing a 15% increase in ROI from data-driven campaigns (Deloitte, 2017).

In summary, the numerical analysis reveals significant trends in e-commerce growth, online shopping preferences, social media influence, and consumer demand for personalization and sustainability. These statistics underscore the importance of adapting marketing strategies to align with emerging consumer behaviours and leveraging data analytics to optimize marketing effectiveness.

### **Conclusion**

The analysis of emerging consumer behaviour trends reveals significant shifts in the Indian market that are reshaping marketing management practices. This study highlights the crucial role of digital transformation, personalization, social media influence, and sustainability in driving contemporary consumer preferences and behaviour.

The rise in internet usage and e-commerce has dramatically altered consumer shopping habits. With internet users in India reaching approximately 622 million by 2017 (Internet and Mobile Association of India, 2017), and e-commerce sales growing to USD 38.5 billion (IBEF, 2017), businesses must prioritize digital

strategies to remain competitive. The significant shift towards online shopping necessitates enhanced digital marketing efforts and a robust online presence to effectively engage with consumers.

Consumer preferences are increasingly influenced by personalization and ethical considerations. Nielsen (2017) reports that 72% of Indian consumers value personalized services, while 57% prefer sustainable products. This shift underscores the need for companies to adopt personalization technologies and integrate sustainability into their brand values. By addressing these preferences, businesses can enhance customer satisfaction and loyalty.

Social media has emerged as a powerful tool in shaping consumer opinions and driving purchasing decisions. With over 250 million active social media users in India by 2017 (Deloitte, 2017) and 79% of global internet users using social media for product discovery (Statista, 2017), leveraging social media and influencer marketing is essential for effective brand promotion and consumer engagement.

The adoption of data analytics in marketing is increasingly vital for understanding consumer behaviour and optimizing marketing strategies. Deloitte (2017) indicates that 62% of Indian companies are utilizing data analytics to drive marketing decisions, leading to improved ROI and campaign effectiveness. Businesses that invest in data-driven marketing will be better positioned to respond to changing consumer behaviours and market conditions.

In summary, the evolving consumer behaviour trends in India present both challenges and opportunities for marketing management. By embracing digital transformation, prioritizing personalization, and sustainability, leveraging social media, and utilizing data analytics, businesses can effectively navigate the changing landscape and achieve sustained success in the competitive market. The insights gained from this study provide a strategic framework for adapting marketing practices to align with emerging trends and meet the needs of contemporary consumers.

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