Chapter **1** 

## CONSUMER BEHAVIOR DURING THE COVID-19 PANDEMIC FROM THE PERSPECTIVE OF THE FUNDAMENTAL MOTIVES FRAMEWORK

Murat GÜLMEZ<sup>1</sup> Aysel ULUGÜNER<sup>2</sup>

## INTRODUCTION

Today, mankind has come face to face with an outbreak that has taken life to a standstill in all countries around the world. . In December 2019, the disease, which came to the fore with many patients in the seafood market in Wuhan's Hubei province in the People's Republic of China impacted the entire world in a short period. The World Health Organisation (WHO) proclaimed Covid-19 a pandemic by announcing that 118 thousand cases had occurred in 114 countries and that 4 thousand 291 people had died as of 11 March due to an epidemic affecting many countries particularly Asian countries, after China. It has been announced that the Covid-19 epidemic's spread rate cannot be prevented, and it was seen in 63 million people worldwide as of December (WHO, 2020). Countries are obliged to take strict measures against Covid-19, which has rapid transmission and highly fatal effects in order to protect public health (Telli Yamamoto and Altun, 2020). Countries are also implementing prohibitions one by one to create social distance in order to reduce the spread of the virus and create time for treatment and development efforts. Among all the social impact the epidemic affected the consumer behavior dramatically as

<sup>&</sup>lt;sup>1</sup> Asst. Prof. Dr. Murat Gülmez, Çağ University, mgulmez@cag.edu.tr

<sup>&</sup>lt;sup>2</sup> Research Assistant Aysel Ulugüner, Çağ University, ayseluluguner@cag.edu.tr

## **REFERENCES**

- 1. Anwar, Y. (2020 April 14). A dozen great tips for couples dealing with COVID-19 cabin fever. *Berkeley News*. Retrieved 05 September 2020 from https://news.berkeley.edu/2020/04/14/tips-for-couples-on-how-to-weather-covid-19-cabin-fever/
- Baker, M. & Maner, J. K. (2008). Risk-taking as a situationally sensitive male mating strategy, *Evolution and Human Behavior*, 29, 391 395. doi: 10.1016/j.evol-humbehav.2008.06.001
- 3. Brown, A. (2020, April 5). Coronavirus is changing online dating permanently. *Forbes*. Retrieved 01 September, 2020 from https://www.forbes.com/sites/abrambrown/2020/04/05/coronavirus-is-changingonline-dating-permanently/#262ec6943b22
- 4. Brymer, M., Schreiber, M., Gurwitch, R. et al. (2020). *Parent/Caregiver guide to helping families cope with the coronavirus disease 2019 (COVID-19)*. Los Angeles, CA, and Durham, NC: National Center for Child Traumatic Stress.
- 5. Buss, D. M. (2003). *The evolution of desire: Strategies of human mating* (Second edition). New York: Basic Books.
- Cuccinello, H. C. (2020, April 15). Jack Dorsey, Bill Gates and at least 75 other billionaires donating to pandemic relief. *Forbes*. Retrieved 02 September 2020 from https://www.forbes.com/sites/hayleycuccinello/2020/04/15/jack-dorsey-bill-gates-and-at-least-75-other-billionaires-donating-to-pandemic-relief/#524eb7721bd3
- 7. Durante, K. M., & Griskevicius, V. (2016) Evolution and consumer behavior, *Current Opinion in Psychology*, *10*, 27–32. doi: 10.1016/j.copsyc.2015.10.025
- 8. Ergil, L. Y. (2020, March 13) It's time to commend Turkey's cologne culture. *Daily Sabah*. Retrieved August 25, 2020 from https://www.dailysabah.com/turkey/expat-corner/its-time-to-commend-turkeys-cologne-culture
- Fleischman, D. S., Webster, G. D., Judah, G. et al. (2011). Sensor recorded changes in rates of handwashing with soap in response to the media reports of the H1N1 pandemic in Britain. *British Medical Journal Open*, 1, e000127.doi: 10.1136/bm-jopen-2011-000127
- 10. Griskevicius, V., Goldstein, N. J., Mortensen, C. R. et al. (2009). Fear and loving in Las Vegas: Evolution, emotion, and persuasion, *Journal of Marketing Research*, 46, 385–395. doi: 10.1509/jmkr.46.3.384
- 11. Griskevicius, V., Ackerman, J. M., Van den Bergh, B. et al. (2011). Fundamental motives and business decisions. In G. Saad (Ed.), *Evolutionary psychology in the business sciences* (pp. 17-40) Heidelberg: Springer-Verlag Berlin Heidelberg.
- 12. Griskevicius, V. & Kenrick, D. T. (2013). Fundamental motives: How evolutionary needs influence consumer behavior, *Journal of Consumer Psychology*, *23*(3), 372–386. doi: 10.1016/j.jcps.2013.03.003
- 13. Griskevicius, V., Redden, J. P., Ackerman, J. M. (2014). The fundamental motives for why we buy. In S. D. Preston, M. L. Kringelbach, & B. Knutson (Eds.), *The interdisciplinary science of consumption* (pp. 33-57). Cambridge, MA: Massachusetts Institute of Technology Press.

- Hamamura, T. & Park, J. H. (2010). Regional differences in pathogen prevalence and defensive reactions to the "swine flu" outbreak among East Asians and Westerners, *Evolutionary Psychology*, 8, 506–515. doi: 10.1177/147470491000800315
- 15. Hardy, C. L. & Van Vugt, M. (2006). Nice guys finish first: The competitive altruism hypothesis. *Personality and Social Psychology Bulletin*, *32*, 1402-1413. doi: 10.1177/0146167206291006
- 16. Hearn, A. (2020, April 12). Coronavirus lockdown has unexpected impact on family mealtimes and eating habits. *Mirror*. Retrieved 06 September 2020 from https://www.mirror.co.uk/news/uk-news/coronavirus-lockdown-unexpected-impact-family-21854852
- 17. Humphries, Monica (2020, June 16) 18 ways restaurants are getting social distancing right. *Insider*. Retrieved August 26, 2020 from https://www.insider.com/ways-restaurants-are-getting-social-distancing-right-2020-5
- Hutchison, J. (n.d.). Relationships in a time of COVID. Michigan State University Worklife Office. Retrieved 04 September 2020 from https://worklife.msu.edu/news/relationships-time-covid
- Karantzas, G. (2020, April 21) Online dating in a COVID-19 world. *Psychology Today*. Retrieved 04 September 2020 from https://www.psychologytoday.com/us/blog/the-science-love/202004/online-dating-in-covid-19-world
- Kenrick, D. T., Griskevicius, V., Neuberg S. L. et al. (2010a). Renovating the pyramid of needs: Contemporary extensions built upon ancient foundations, *Perspectives on Psychological Science*, 5(3), 292-314. doi: 10.1177/1745691610369469
- 21. Kenrick, D. T., Neuberg S. L., Griskevicius, V. et al. (2010b) Goal-driven cognition and functional behavior: the fundamental-motives framework, *Current Directions in Psychological Science*, *19*(1), 63-67. doi: 10.1177/0963721409359281
- 22. Kenrick, D. T. & Krems, J. A. (2018). Well-being, self-actualization, and fundamental motives: An evolutionary perspective. In E. Diener, S. Oishi, & L. Tay (Eds.), *Handbook of well-being*. Salt Lake City, UT: DEF Publishers.
- Li, Y. J., Kenrick, D. T., Griskevicius, V. et al. (2012). Economic decision biases and fundamental motivations: How mating and self-protection alter loss aversion. *Journal of Personality and Social Psychology*, 102, 550–561. doi: 10.1037/ a0025844
- 24. Mackanzie, J. (2020, March 14) Italians defy coronavirus with mass singing, applause for doctors. *Reuters*. Retrieved 29 August 2020 from https://www.reuters.com/article/us-health-coronavirus-italy/italians-defy-coronavirus-with-mass-singing-applause-for-doctors-idUSKBN2110OV
- 25. Maner, J. K., Miller, S. L., Rouby, D. A. et al. (2009). Intrasexual vigilance: The implicit cognition of romantic rivalry, *Journal of Personality and Social Psychology*, 97, 74–87. doi: 10.1037/a0028172
- 26. Martin, A. (2020, August 13). Tabletop games on a roll as families in Japan stay home in pandemic. *The Japan Times*. Retrieved 06 September 2020 from https://www.japantimes.co.jp/news/2020/08/13/business/tabletop-games-japan-corona-virus/

- 27. Motoki, K. & Sugiura, M. (2017). Consumer behavior, hormones, and neuroscience: Integrated understanding of fundamental motives why we buy, *Psychologia*, 60, 28-43. doi: 10.2117/psysoc.2017.28
- 28. National Center for Immunization and Respiratory Diseases (NCIRD), Division of Viral Diseases (2020). Social distancing. Retrieved 01 September 2020 from https://www.cdc.gov/coronavirus/2019-ncov/prevent-getting-sick/social-distancing.html
- 29. Nelissen, R. M. A., & Meijers, M. H. C. (2011). Social benefits of luxury brands as costly signals of wealth and status, *Evolution and Human Behavior*, *32*, 343–355. doi: 10.1016/j.evolhumbehav.2010.12.002
- 30. Ortega, V. (2020, April 9). Puzzle and board game sales surge amid COVID-19 pandemic. *5News*. Retrieved 06 September 2020 from https://www.5newsonline.com/article/news/local/puzzles-board-games-covid-19-dilly-dallys-toys-rogers/527-5ee9d7b5-2b09-44d8-8821-94879dd1ee3b
- 31. Pune man shells out nearly Rs 3 lakh for golden mask, leaves netizens baffled. (2020, July 6). Retrieved 03 September 2020 from https://indianexpress.com/article/trending/trending-in-india/pune-man-gold-mask-covid-19-6489915/
- 32. Rabideau, S. T. (2005). Effects of achievement motivation on behavior, Rochester Institute of Technology. Retrieved 15 July 2020 from http://www.personalityresearch.org/papers/rabideau.html
- 33. Reiss, S. (2000) Who am I: the 16 basic desires that motivate our actions and define our personalities. New York: Berkley.
- 34. Rucker, D. D., Dubois, D. & Galinsky, A. D. (2011). Generous paupers and stingy princes: power drives consumer spending on self versus others. *Journal of Consumer Research*, *37*(6), 1015–1029. doi: 10.1016/j.evolhumbehav.2010.12.002
- 35. Rushe, D. & Lee, B. (2020, April 21). Netflix doubles expected tally of new subscribers amid covid-19 lockdown. *The Guardian*. Retrieved 05 September 2020 from https://www.theguardian.com/media/2020/apr/21/netflix-new-subscribers-covid-19-lockdown
- 36. Salonen, V., Munnukka, J. & Karjaluoto, H. (2020). The role of fundamental motivations in willingness-to-pay online, *Journal of Retailing and Consumer Services*, *52*, *101930*. Doi: 10.1016/j.jretconser.2019.101930
- 37. Scent of cologne now guards against virus. (2020, March 16). *Hurriyet Daily News*. Retrieved 28 August, 2020 from https://www.hurriyetdailynews.com/scent-of-cologne-now-guards-against-virus-153020
- 38. Schaller, M., Kenrick, D. T., Neel, R. et al. (2017). Evolution and human motivation: A fundamental motives framework, *Social and Personality Psychology Compass*, *11*, e12319. doi: 10.1111/spc3.12319
- 39. Shaw, D. (2020, May 21). Coronavirus: Tinder boss says 'dramatic' changes to dating. *BBC News*. Retrieved 03 September 2020 from https://www.bbc.com/news/business-52743454
- 40. Summers, K. (2020, April 22). Love under lockdown: How couples can cope during COVID-19. *University of Nevada, Las Vegas News Center.* Retrieved 05 Septem-

- ber 2020 from https://www.unlv.edu/news/release/love-under-lockdown-how-couples-can-cope-during-covid-19
- 41. Sullivan, A. (2020, March 27). Love in the time of coronavirus: COVID-19 changes the game for online dating. *Deutsche Welle*. Retrieved 01 September 2020 from https://www.dw.com/en/love-in-the-time-of-coronavirus-covid-19-changes-the-game-for-online-dating/a-52933001
- 42. Talmazan, Y. & Moschella, M. (2020, March 21) Italy made its own entertainment on coronavirus lockdown. *Nbcnews*. Retrieved 29 August 2020 from https://www.nbcnews.com/news/world/italy-made-its-own-entertainment-coronavirus-lockdown-n1161711
- 43. Telli Yamamoto, G. (2006). University evaluation-selection: a Turkish case. *International Journal of Educational Management*, 7(20), 559-569.
- 44. The Economist Group Limited (2020, April 11) Turks try to ward off covid-19 with eau de cologne. *The Economist*. Retrieved August 25, 2020 from https://www.economist.com/europe/2020/04/11/turks-try-to-ward-off-covid-19-with-eau-de-cologne
- 45. *The new normal for marketplaces in the wake of COVID-19.* (n.d.). Retrieved 25 August, 2020 from https://useinsider.com/the-new-normal-for-marketplaces-in-the-wake-of-covid-19/
- 46. Twenge, J. M., Baumeister, R. F., DeWall, C. N. et al. (2007). Social exclusion decreases prosocial behavior, *Journal of Personality and Social Psychology*, 92(1), 56-66. doi: 10.1037/0022-3514.92.1.56
- 47. Tybur, J. M., Bryan, A. D., Magnan, R. E. et al. (2011). Smells like safe sex: Olfactory pathogen primes increase intentions to use condoms, *Psychological Science*, *22*, 478–480. doi: 10.1177/0956797611400096
- 48. UNICEF (2020, August 24). 6 ways parents can support their kids through the coronavirus disease (COVID-19) outbreak. Retrieved 05 September 2020 from https://www.unicef.org/coronavirus/6-ways-parents-can-support-their-kids-through-coronavirus-covid-19
- 49. Vinopal, C. (2020, May 15). Coronavirus has changed online dating. Here's why some say that's a good thing. *PBS NewsHour*. Retrieved 02 September, 2020 from https://www.pbs.org/newshour/nation/coronavirus-has-changed-online-dating-heres-why-some-say-thats-a-good-thing
- 50. Wang, Y. & Griskevicius, V. (2014). Women's conspicuous consumption and relationships: When Fendi handbags fend off romantic rivals. *Journal of Consumer Research* 40(5), 834-854. doi: 10.1086/673256
- 51. World Health Organization. (2020). WHO Coronavirus Disease (COVİD 19) Dashboard. Retrieved from https://www.who.int/, in 16.04.2020.