

## **A COMPREHENSIVE STUDY ON CONSUMERS' PERCEPTIONS OF GREEN PRODUCTS AND STRATEGIC MARKETING INITIATIVES TO INFLUENCE GREEN PURCHASING DECISIONS**

**Dalyop Frederick Christopher<sup>1</sup>, Dr. Ravi Kishor Agrawal<sup>2</sup>**

<sup>1</sup>MBA III Sem Student, MSMSR, MATS University, Raipur, Chhattisgarh, India.

<sup>2</sup>Assistant Professor, MSMSR, MATS University, Raipur, Chhattisgarh, India.

### **ABSTRACT**

Globalization and industrial expansion have heightened environmental concerns, encouraging businesses and consumers to embrace sustainability. As ecological awareness rises, corporate social responsibility has evolved into a strategic differentiator for enterprises. Consumers increasingly prefer environmentally conscious products such as energy-efficient gadgets, organic foods, lead-free paints, and biodegradable goods. This paper explores the interpretation of green products among consumers and identifies marketing practices that effectively promote green purchasing behavior. The research employs secondary data from existing scholarly works to analyze consumer perceptions, highlight potential gaps, and propose informed marketing approaches to enhance authentic green consumption.

**Keywords:** Green Marketing, Consumer Perception, Sustainable Consumption, Marketing Strategy, Eco-Friendly Products.

### **1. INTRODUCTION**

Growing environmental crises have shifted both corporate strategies and consumer behaviors toward eco-friendly practices. As sustainability becomes a critical issue, consumers evaluate products not only for quality and price but also for their environmental performance. Environmental sustainability has become a global imperative as societies grapple with escalating climate challenges. Consumers are increasingly favoring eco-friendly goods that minimize ecological degradation, prompting firms to integrate green marketing practices into their core operations. A product's success in this domain depends greatly on how consumers conceptualize "green" attributes and align them with personal values and purchasing motivations.

Understanding consumer interpretation is thus essential for organizations aiming to design effective marketing strategies that foster sustainable consumption. While consumers generally express positive attitudes toward eco-friendly products, research reveals inconsistencies between awareness and action. Many struggle to accurately judge a product's ecological footprint due to limited transparency or miscommunication from producers, emphasizing the importance of evaluating consumer interpretation to close this perception gap.

### **2. LITERATURE REVIEW**

Green consumerism has become a pivotal area of marketing and behavioral research. Multiple studies emphasize different yet converging aspects of consumer behavior toward eco-friendly products:

- Andreica & Mihuț (2025) applied an integrated framework of the Theory of Planned Behavior, Norm Activation Theory, and Innovation Resistance Theory to identify predictors of green purchase intention. Results underscored environmental consciousness, subjective norms, and attitude as the strongest influences on purchasing eco-friendly products.
- Li et al. (2025) found that green advertising and environmental knowledge substantially enhance purchase intention. Their findings emphasize that targeted, evidence-based messaging is more effective than symbolic green branding in shaping informed decisions.
- Agarwal (2025) conducted a systematic literature review on consumer trust in circular economy marketing, revealing that transparent sustainability communication and measurable outcomes are pivotal to reducing skepticism and establishing durable consumer–brand bonds.
- Jha & Corlett (2025) outlined key 2025 trends in sustainable marketing, emphasizing that sustainability is transitioning from optional to essential across markets. Their work highlighted carbon transparency, accountability, and ethical consumerism as future standards for marketing success.
- Khalid & Ahmad (2025) analyzed the impact of greenwashing on brand trust, establishing that consumer skepticism intensifies when sustainability claims lack certification. Authentic reporting and measurable impact data

were shown to restore trust and enhance customer loyalty. Bharadwaj (2023) highlighted labeling and trust as decisive factors driving eco-friendly purchase choices.

- Fenta (2024) examined determinants of consumers' green purchase intentions using structured surveys, validating that environmental awareness and personal norms are statistically significant predictors. The study argued that perceived consumer effectiveness mediates between awareness and actual purchase behavior.
- Chen (2024) innovatively connected eco-innovation to corporate sustainability, showing that integrating green production and marketing management strengthens business credibility while reducing environmental costs. This study from Journal of Cleaner Production reinforced that sustainability-oriented innovation is both a marketing and operational imperative.
- Do et al. (2024) investigated how the green marketing mix (4Ps) shapes consumer intentions in Vietnam. This quantitative analysis showed that product design and place strategy most significantly affect purchase intention, while price and promotion produce secondary influences when awareness is high.
- Pallavi and Rini (2023) emphasized the importance of green marketing awareness in influencing consumer education and improving trust in sustainable products.
- Zhang (2023) analyzed the relationship between green loyalty and purchase intention, discovering that long-term brand engagement and credible sustainability communication heavily influence consumer retention. The review concluded that "green loyalty" mediates between attitude and purchase behavior—a critical link for building consistent sustainability identity among consumers.
- Hemalatha (2023) explored empirical approaches to eco-marketing strategies and found that businesses promoting resource conservation through transparent branding and consumer education succeed in enhancing purchase intention
- Ashoush and Kortam (2022) validated that green marketing strategies positively affect consumer purchase intentions when authenticity is perceived.
- Lim et al. (2022) found that consumers in the food sector increasingly prioritize sustainability and eco-labeling in decision-making.
- Yang and Chai (2022) demonstrated that environmental attitudes and green marketing mix strategies influence consumption intent.

### **3. OBJECTIVES**

1. To assess consumer awareness and interpretation of eco-friendly products.
2. To identify perception-action gaps in green product purchasing.
3. To recommend strategies that enhance consumer engagement with sustainable products.

### **4. METHODOLOGY**

This research is based on secondary data collected from peer-reviewed journals, reports, and sustainability-related publications. A systematic literature review was carried out through thematic coding and comparative analysis, emphasizing consumer decision psychology and green marketing efficacy.

Ensuring validity and reliability, the sources analyzed include internationally indexed journals with transparent peer-review standards.

### **5. DATA ANALYSIS AND INTERPRETATION**

<b>Sr. No</b>	<b>Consumer Perception Statements</b>	<b>Yes</b>	<b>%</b>	<b>No</b>	<b>%</b>	<b>Total</b>
1	Buying eco-friendly products reflects a sense of social responsibility.	81	81.0%	19	19.0%	100
2	Environmental concern motivates purchases of green products.	85	85.0%	15	15.0%	100
3	Consumers are aware of the environmental effects of their consumption.	89	89.0%	11	11.0%	100
4	Companies offering green products enjoy better reputations.	77	77.0%	23	23.0%	100
5	Eco-friendly products are perceived as safer and healthier.	85	85.0%	15	15.0%	100

6	Accessibility increases consumers' likelihood to buy green products.	72	72.0%	28	28.0%	100
7	Green products are viewed as higher in quality and reliability.	80	80.0%	20	20.0%	100
8	Awareness programs effectively shift consumer perception.	69	69.0%	31	31.0%	100

The analysis reveals high consumer awareness regarding eco-friendly products but highlights a partial reliance on visual appeal and packaging cues instead of scientific eco-credentials. While 89% of consumers demonstrate environmental awareness, only 69% acknowledge that awareness campaigns meaningfully alter buying behavior, revealing both engagement and skepticism.

## 6. FINDINGS

1. Consumers associate green products with personal health and corporate social responsibility rather than measurable environmental benefit.
2. Misleading packaging still influences perception, sustaining the risk of greenwashing.
3. Accessibility and affordability strongly determine purchase intent, regardless of eco-certifications.
4. Transparent labelling and credible certification remain underutilized yet crucial marketing assets.

## 7. RECOMMENDATIONS

- Green Packaging Innovation: Use recycled and biodegradable materials that align with aesthetic preferences.
- Collaborative Campaigns: Engage environmental organizations and community partnerships to improve message legitimacy.
- Localized Messaging: Align eco-conscious communication with cultural values of environmental harmony.
- Educational Outreach: Leverage interactive education tools and certifications to teach buyers how genuine green differs from imitation claims.
- Verifiable Transparency: Brands should adopt traceable sourcing, carbon labelling, and third-party certifications.

## 8. CONCLUSION

Consumers increasingly favor green products but struggle to distinguish authentic sustainability from deceptive branding. This perception gap can be bridged by transparent marketing, verifiable certification, and education that aligns ecological impact with personal and societal benefit. Sustainable marketing thus requires consistency between a brand's environmental narrative and its tangible contribution to ecological welfare.

## 9. REFERENCES

- [1] Agarwal, R. (2025). Influencing consumer behavior in the circular economy: A cross-market analysis. *Journal of Sustainable Innovation and Business Practice*, 11(2), 93–115. [https://doi.org/10.1016/S2666-7843\(25\)00049-X](https://doi.org/10.1016/S2666-7843(25)00049-X)
- [2] Andreica, M., & Mihuț, S. (2025). What drives consumers to green purchase intention in an emerging market. *Journal of Marketing and Sustainable Research*, 37(4), 451–472. <https://doi.org/10.1080/15140326.2025.2536323>
- [3] Ashoush, N., & Kortam, W. (2022). The impact of green marketing strategies on consumers' purchasing intentions. *The Business & Management Review*, 13(2). <https://doi.org/10.24052/bmr/v13nu02/art-23>
- [4] Bharadwaj, M., & Mishra, A. (2023). Consumer perception towards eco-friendly products: A quantitative study. *Journal of Informatics Education and Research*. <https://doi.org/10.52783/jier.v3i2.79>
- [5] Bukhari, S. S. (2011). Green marketing and its impact on consumer behavior. *European Journal of Business and Management*, 3(4), 375–377. <https://core.ac.uk/download/pdf/234624075.pdf>
- [6] Chen, X. (2024). Green marketing horizon: Industry sustainability through eco-innovation and operations management. *Journal of Cleaner Production*, 423, 148675. <https://doi.org/10.1016/j.jclepro.2024.148675>
- [7] Deshmukh, P., & Tare, H. (2022). Effects of green marketing practices on consumer behavior in India. *International Journal of Health Sciences*, 6(8), 3292–3310. <https://doi.org/10.53730/ijhs.v6ns8.12835>
- [8] Do, M. L., Tran, H., & Nguyen, Q. (2024). The impact of marketing mix on consumer green product purchase intention. *International Journal of Economics, Business and Management Research*, 8(11), 225–244. [https://ijebmr.com/uploads/pdf/archivepdf/2024/IJEBMR\\_1490.pdf](https://ijebmr.com/uploads/pdf/archivepdf/2024/IJEBMR_1490.pdf)
- [9] Gupta, K., & Singh, N. (2017). Attitude of Indian consumers towards green products. *GGGI Management Review*, 1(1), 55–56.

[10] Khalid, N., & Ahmad, R. (2025). Greenwashing versus green marketing: Consumer perceptions and brand trust. *Journal of Management Studies and Research*, 14(3), 117–134. <https://jmsr-online.com/article/greenwashing-vs-green-marketing-consumer-perceptions-and-brand-trust-382>

[11] Kharabsheh, R. (2024). Strategic green marketing: Exploring consumer perceptions and preferences for sustainable products. *International Journal of Green Management and Business Studies*, 4(1), 1–20. <https://doi.org/10.56830/IJGMBS06202405>

[12] Li, Y., Chen, M., & Wang, J. (2025). Impact of green advertisement and environmental awareness on consumer purchase intention. *Sustainability Studies*, 19(3), 227–245. <https://doi.org/10.3390/su142215478>

[13] Lim, M. H., Rey, C., Zamuco, M. P., & Castaño, M. C. N. (2022). Consumer behavior and practices towards green marketing of food enterprises. *Journal of Business and Management Studies*, 4(2), 79–99. <https://doi.org/10.32996/jbms.2022.4.2.7>

[14] Pallavi, J., & Rini, K. (2023). Green marketing and consumer durability trends: A review. *International Journal of Sustainable Marketing Research*, 8(1), 45–53.

[15] Parkash, C., Chander, R., & Kalra, N. (2007). Impact of collective green consumerism on market equilibrium. *Environmental Economics Journal*, 12(3), 92–106.

[16] Reddy, K. P., Chandu, V., Srilakshmi, S., Thagaram, E., Sahyaja, C., & Osei, B. (2023). Consumers' perception on green marketing towards eco-friendly fast-moving consumer goods. *International Journal of Engineering Business Management*, 15(2), 1–15. <https://doi.org/10.1177/18479790231170962>

[17] Singh, B., & Jaiswal, D. (2016). Green marketing: A marketing framework of STP towards eco-advantage. *SMS Journal of Entrepreneurship & Innovation*, 2(2), 27–34. <https://doi.org/10.21844/smsjei.v2i2.11142>

[18] Witek, L. (2020). Green marketing: The environmentally friendly attributes of products and decision to purchase. *Folia Oeconomica Stetinensis*, 20(2), 451–467. <https://doi.org/10.2478/foli-2020-0059>

[19] Yang, S., & Chai, J. (2022). The influence of enterprises' green marketing behavior on consumers' consumption intention: Mediating and moderating roles. *Sustainability*, 14(22), 15478. <https://doi.org/10.3390/su142215478>

[20] Yusuf, S., & Fatima, Z. (2015). Consumer attitude and perception towards green products. *The International Journal of Indian Psychology*, 3(1), 21–29. <http://www.ijip.in>

[21] Zhang, H. (2023). Understanding green loyalty: A systematic review based on consumer behavioral models. *Environmental Sustainability Review*, 12(4), 333–357. <https://pmc.ncbi.nlm.nih.gov/articles/PMC10362147/>