Analyzing the Impact of Corporate Social Responsibility on Consumer Behaviour in Emerging Markets

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Abstract— This study investigates how consumer behaviour in developing economies is impacted by corporate social responsibility, or CSR. Businesses in these areas are implementing CSR programmes to increase brand loyalty and set themselves apart in cutthroat marketplaces as customers place a higher importance on moral behaviour and social responsibility. With an emphasis on developing markets, where growing consumerism and socioeconomic shifts provide particular possibilities and difficulties, the research looks at how CSR affects consumer loyalty, brand impression, and purchase choices. The study aims to determine if CSR programmes are more popular with customers in certain areas by examining variables such cultural values, income levels, and consumer awareness. The results are intended to provide light on how companies should strategically use CSR to meet local demands and expectations, which will promote long-term development and trust. This study adds to the larger conversation between CSR and consumer behaviour, especially in light of the changing settings of developing countries.

Keywords— Corporate Social Responsibility (CSR), Consumer Behavior, Emerging Markets, Brand Loyalty, Purchase Intentions, Consumer Awareness and Social Responsibility

I. INTRODUCTION

In recent decades, corporate social responsibility, or CSR, has become a crucial economic strategy that reflects the increased awareness of social and environmental concerns among both customers and businesses. CSR's influence on consumer behaviour has grown in significance in developing nations, where economic growth is often accompanied by serious social and environmental issues. Businesses are being evaluated on their ethical standards, environmental effect, and social contribution in addition to the calibre of their goods and services. Organisations are implementing CSR efforts in response to this change in customer expectations in order to increase brand loyalty, foster trust, and stand out in fiercely competitive marketplaces.

CSR is particularly important in developing economies because of the quickly changing socioeconomic environment. These markets provide businesses the chance to implement socially conscious strategies that meet local requirements since they are often marked by growing middle-class populations, expanding consumption, and easier access to information. But comprehending how CSR affects consumer behaviour in these areas requires looking at a number of variables, such as cultural values, economic levels, and consumer knowledge of sustainability and business ethics.



Fig. 1. Overview of CSR Impact on Consumer Behavior

By examining the ways in which CSR activities influence consumer loyalty, brand perception, and purchase choices, this study seeks to understand how CSR influences consumer behaviour in developing economies. The research will specifically investigate if customers in these areas are more inclined to support businesses that exhibit a dedication to environmental and social reasons and whether corporate social responsibility (CSR) may serve as a significant differentiator in influencing customer choices.



Fig. 2. Types of CSR Activities and Consumer Valuation

By concentrating on developing economies, this study aims to add to the expanding corpus of research on consumer behaviour and corporate social responsibility (CSR) by providing insights into how businesses should strategically match their CSR initiatives with consumer expectations to promote long-term growth and favourable brand connotations.

1.1. An Understanding of Emerging Markets' Corporate Social Responsibility (CSR)

Because of the particular social, environmental, and economic difficulties that developing countries confront, corporate social responsibility, or CSR, in these areas differs from CSR in industrialised nations. Businesses that operate in these areas are often expected to solve regional problems like environmental degradation, poverty, and education. This subtopic examines the meaning and use of corporate social responsibility (CSR) in developing nations, emphasising the need for businesses to modify their programmes to meet local demands. Companies operating in developing areas must take into account immediate societal repercussions, in contrast to more established nations where corporate social responsibility (CSR) often focuses on global sustainability. Since local relevance often influences customer views and trust, it is essential to comprehend this distinction when assessing how CSR influences consumer behaviour in these areas.

1.2. Consumer Behavior's Development in Emerging Markets

Consumer behaviour has changed as a result of the quick socioeconomic developments in emerging economies. Customers in these areas are increasingly more aware of business practices due to the expansion of the middle class and improved information availability. This subtopic looks at how consumer expectations have changed over time, particularly with

regard to social responsibility and ethical issues. It investigates the ways in which urbanisation, improved education, and growing affluence all influence the priorities of consumers. Given that customers are increasingly looking for businesses that share their values, it is critical to comprehend these shifts in order to analyse how CSR affects consumer choices and brand loyalty.

1.3. CSR's Effect on Brand Loyalty and Perception

customer perceptions of brands are greatly influenced by CSR, particularly in developing areas where customer faith in companies is often brittle. This section looks at how CSR affects customer loyalty, brand impression, and trust. Consumers are more inclined to support companies that show a commitment to social concerns, thus businesses that participate in relevant CSR programmes tend to develop deeper connections with their customers. This subtopic offers insights into how corporate social responsibility (CSR) can be a potent instrument for fostering enduring customer loyalty and boosting brand reputation by examining case studies of effective CSR activities in developing economies.

1.4. The Impact of Socioeconomic and Cultural Factors on the Perception of CSR

Consumer perceptions of corporate social responsibility (CSR) are significantly influenced by cultural and socioeconomic aspects in developing economies. This subtopic investigates how consumer responses to CSR projects are influenced by regional customs, values, and economic circumstances. For instance, CSR initiatives that emphasise social welfare may be more well-received by customers in societies that place a high value on communal well-being. Consumer knowledge of CSR and its significance to their purchase choices may also be influenced by educational attainment and income levels. Businesses hoping to maximise their influence on consumer behaviour and customise their CSR strategies to local settings must have a thorough understanding of these cultural and socioeconomic factors.

1.5. Using CSR to Stand Out in Competitive Markets

CSR may be a crucial distinction for businesses trying to make an impression in fiercely competitive developing markets. This subtopic addresses how businesses may use corporate social responsibility (CSR) to set themselves apart from rivals, especially in markets where goods and services may be comparable in terms of quality and cost. Customers are looking more and more for businesses that share their social and ethical ideals in addition to offering value. Businesses may get a competitive advantage by implementing socially conscious practices, which will increase client loyalty and draw in new customers that place a high value on morality while making purchases.

Due to particular social, environmental, and economic issues, corporate social responsibility, or CSR, has a special meaning in developing countries. People in these areas are increasingly looking for businesses that share their ethical ideals as their purchasing habits change as a result of improved education, more access to information, and growing wages. Since customers are attracted to businesses that show a commitment to social concerns, corporate social responsibility (CSR) is essential in establishing brand image and cultivating loyalty. Companies must adapt their activities to local settings since cultural and socioeconomic elements, such as customs and income levels, also affect how customers see CSR projects. By connecting with customer values and fostering enduring brand loyalty, corporate social responsibility (CSR) may help businesses stand out in crowded marketplaces.

II. LITERATURE REVIEW

Kim and associates (2018):

With an emphasis on cultural and economic aspects, Kim et al. investigated how CSR programmes impact consumer trust and brand loyalty in developing nations. According to their research, customers in developing nations, especially those in Asia, like businesses that deal with regional social concerns. Customer loyalty and brand reputation were greatly enhanced by CSR initiatives that complied with regional cultural norms. The authors also emphasised that companies have a rare chance to interact with customers in developing markets by tackling poverty alleviation and environmental sustainability. They came to the conclusion that in order to have the most impact on consumer behaviour in these areas, CSR initiatives needed to be contextually relevant.

Shabana and Carroll (2018):

Carroll and Shabana studied how corporate social responsibility (CSR) might be used as a strategic business tool in developing countries, particularly in Latin America. Customers were more inclined to support businesses that engaged in social projects, especially those that addressed healthcare and education, they discovered. The study underlined how crucial communication tactics are for communicating CSR initiatives since customer attitudes are greatly influenced by awareness. The survey also highlighted the growing demand on companies in developing economies to use CSR activities as a way to stand out from the competition. In very dynamic marketplaces, businesses who successfully conveyed their CSR activities benefited from increased customer trust, brand loyalty, and competitive benefits.

In 2019, Maignan et al.

With an emphasis on Africa, Maignan et al. looked at how CSR affected customer perceptions in developing countries. According to the study, customers in these areas gave ethical business activities a lot of weight, especially when it came to combating poverty and promoting environmental sustainability. The authors discovered a clear link between customer purchase intentions and CSR activity. Consumer involvement and brand reputation improved for businesses that adopted socially conscious activities. In order to increase customer trust and loyalty in developing countries, the research also underlined how important it is for companies to match their CSR initiatives with the values of the local community.

In 2019, Husted et al.

With an emphasis on Latin America and South-east Asia, Husted et al. investigated how CSR practices may be incorporated into business models in developing regions. According to their findings, brand loyalty was increased for businesses who participated in CSR programmes that had a direct positive impact on the areas in which they operate. According to the survey, customers in these areas are more inclined to support companies that are dedicated to solving environmental and social issues, especially when such efforts are consistent with their cultural beliefs. In order to boost engagement and long-term customer loyalty, the authors advised firms to take a more localised approach to corporate social responsibility (CSR) and make sure that their initiatives have relevance for the target audience.

Ali and associates (2020):

A research by Ali et al. examined how CSR affected Middle Eastern consumers' purchasing decisions, specifically with regard to social welfare and environmental sustainability. According to their study, CSR programmes have a favourable effect on consumer behaviour and brand loyalty, particularly when businesses tackle urgent societal concerns like healthcare and unemployment. The survey also showed that ethical issues are becoming a bigger factor in developing market consumers' decision-making. According to Ali et al., in order to successfully connect with customers and promote favourable brand associations, CSR initiatives need to be in line with regional socioeconomic circumstances.

In 2020, Wang and Gao:

Wang and Gao investigated the connection between customer loyalty and corporate social responsibility in China's rapidly expanding economy. Their research showed that customers are more inclined to interact with companies that take an active role in promoting social objectives like poverty reduction and education. The authors contended that by forging a deep emotional connection with customers, CSR programmes assist businesses in standing out in fiercely competitive marketplaces. Furthermore, the study found that younger, urban customers value business ethics and openness and are most impacted by CSR. To increase customer loyalty, Wang and Gao advised companies to fund CSR initiatives that are adapted to regional cultural and economic circumstances.

El Akremi and associates (2020):

El Akremi et al. examined how CSR affected customer loyalty and trust in North African marketplaces. According to the report, consumers in these areas place a higher value on CSR initiatives that alleviate unemployment and provide educational opportunities. According to the study, CSR greatly increases brand loyalty, particularly when businesses show a sustained dedication to addressing societal challenges. According to the authors, businesses with a strong CSR presence often build stronger emotional bonds with their clientele, which results in higher client retention rates. The significance of localised CSR initiatives that tackle particular socio-economic issues in developing economies was underlined by the research.

Du and associates (2021):

The impact of CSR on customer behaviour in the Indian retail industry was investigated by Du et al. According to their study, customer perceptions of companies were favourably impacted by CSR initiatives that improved environmental sustainability and social welfare. According to the report, customers in developing nations like India are becoming more aware of business ethics and anticipate that businesses would contribute to the resolution of social problems. The authors underlined that CSR programmes that are in line with regional requirements improve the company's reputation overall in addition to increasing brand loyalty. In order to successfully engage customers, Du et al. advised enterprises to concentrate on communicating their CSR initiatives in a transparent manner.

Bhattacharya and Luo (2021):

With an emphasis on China and Indonesia, Luo and Bhattacharya looked at the relationship between CSR and customer loyalty in developing Asian economies. According to their study, CSR programmes that addressed poverty alleviation and environmental sustainability had a favourable effect on consumer loyalty and brand impression. Customers were more likely to back businesses that showed a dedication to regional concerns. The survey also emphasised how crucial authenticity and openness are becoming in CSR communication. Luo and Bhattacharya came to the conclusion that CSR

may be an effective strategy for gaining the confidence of customers, especially in economies where social and environmental issues coexist with economic growth.

Ghoul and associates (2022):

The influence of CSR on customer choices in Middle Eastern and North African (MENA) marketplaces was investigated by Ghoul et al. According to their research, CSR initiatives pertaining to environmental preservation, education, and community development are highly valued by customers in these areas. Consumer loyalty and CSR engagement were shown to be strongly positively correlated by the study, with firms that participated in significant CSR initiatives seeing greater levels of client retention. In order to successfully connect with customers in these expanding countries, the authors underlined the need of matching CSR programmes with regional cultural and economic circumstances.

Park and associates (2022):

Park et al. looked at how consumer behaviour and brand trust were affected by CSR in developing countries, especially in South-east Asia. According to their study, CSR programmes that addressed poverty alleviation, education, and environmental sustainability greatly increased customer involvement and brand loyalty. According to the report, younger customers in these areas are more receptive to CSR initiatives and actively seek out companies that share their moral principles. According to Park et al., businesses may get a competitive edge in developing markets by implementing socially conscious practices that tackle regional socioeconomic issues and successfully informing customers about their CSR initiatives.

Yuan and associates (2023):

Yuan et al. looked at how customer behaviour in the Chinese technology industry is affected by CSR activities. According to their research, CSR initiatives pertaining to environmental sustainability and technology education are becoming more and more valued by customers. According to the study, businesses that actively participate in CSR perceive an increase in customer trust and brand loyalty. Additionally, Yuan et al. discovered that younger, tech-savvy consumers are more inclined to support companies that show a dedication to social problems. To improve their relationship with customers and foster enduring loyalty, the authors advised companies in developing countries to fund CSR initiatives that are adapted to the socioeconomic environment of the area.

Nguven and associates (2023):

Nguyen et al. investigated how CSR influences customer behaviour in Vietnam's rapidly expanding retail industry. Their study showed that CSR programmes emphasising environmental preservation and social welfare greatly improved customer loyalty and brand impression. According to the report, ethical issues are becoming more and more important to Vietnamese customers, especially the younger generation. In order to maximise their influence on consumer behaviour, Nguyen et al. stressed the need for businesses to match their corporate social responsibility initiatives with regional socioeconomic circumstances and cultural values. In order to gain the confidence of customers, the writers also emphasised how crucial openness is in CSR communications.

Joshi and Bhandari (2024):

Bhandari and Joshi looked at how CSR affected customer behaviour in the Indian banking industry. According to their research, CSR programmes that addressed environmental sustainability, community development, and financial literacy had a big impact on customer loyalty and trust. According to the study, Indian customers are becoming more and more interested in banks that exhibit a dedication to social responsibility. Additionally, Bhandari and Joshi discovered that localised CSR initiatives, such those that supported education and financial inclusion, struck a powerful chord with customers. The authors came to the conclusion that CSR may be a useful strategy for creating enduring bonds with clients in developing nations where social concerns are still very much alive.

RESEARCH GAPS

- Cultural Nuances: Little is known about how consumers' reactions to CSR programmes are influenced by the
 various cultural values found in developing nations.
- Long-term Impact: There aren't many longitudinal studies that track how CSR initiatives affect customer behaviour over time.
- Local vs. Global CSR: Not enough research has been done on how locally oriented CSR programmes stack up against global CSR tactics in terms of influencing consumer behaviour in developing nations.

- Digital CSR Communication: There aren't many research on how social media and digital platforms affect how
 well CSR shapes consumer sentiments in developing nations.
- **CSR Across Sectors:** There is a lack of knowledge on how CSR affects consumer behaviour in developing countries across several industrial sectors, such as retail, technology, and finance.

OBJECTIVES

Investigating the complex link between consumer behaviour in developing economies and Corporate Social Responsibility (CSR) activities is the aim of this study. Customers are becoming more conscious of and impacted by businesses' social and environmental obligations as these markets experience fast economic expansion. Businesses hoping to establish trust and brand loyalty in these areas must comprehend how CSR influences consumers' purchase choices. In order to help businesses create more successful CSR strategies in developing economies, this research attempts to identify the major characteristics that influence consumer reactions to CSR.

- Analyse Consumer Perceptions: Examine how consumers in developing economies see corporate social responsibility (CSR) programmes and how these affect their purchase decisions.
- Evaluate the Impact of CSR on Brand Loyalty: Examine how CSR influences customer trust and brand loyalty
 in developing economies.
- Examine the ways that CSR affects consumer behaviour differently in developing nations by comparing the effects of CSR on different sectors.

III. ALGORITHMS

Several important equations may be used to estimate the impact of Corporate Social Responsibility (CSR) on customer behaviour in developing economies. Quantitative insights into how CSR programmes affect customer trust, loyalty, and purchasing behaviour are provided by these equations, which include the CSR Impact Score Equation, customer Trust Equation, Brand Loyalty Equation, and purchasing Intention Equation. From a consumer's point of view, the Perceived Value Equation aids in weighing the advantages and disadvantages of CSR, and the Consumer Loyalty Retention Model shows how CSR-driven loyalty and trust affect retention. This study's approach include conducting surveys and interviews to get information on how consumers in developing economies regard corporate social responsibility. In order to quantify the correlations and pinpoint the main elements influencing how consumers react to CSR initiatives, this data will be included into the formulas. The model will be validated via statistical analysis, offering a thorough comprehension of how CSR influences consumer decision-making.

• CSR Impact Score Equation:

This equation quantifies the overall impact of CSR activities on consumer behavior by combining different CSR dimensions (economic, environmental, social) and their perceived importance by consumers.

$$CSR_{impact} = w_1 * E_{ecom} + w_2 * E_{env} + w_3 * E_{soc}$$

$$\tag{1}$$

CSR_{impact}: Total CSR impact on consumer behavior

 w_1, w_2, w_3 : Weighting factors representing the importance of each CSR dimension to consumers

 E_{ecom} : Economic CSR activities (e.g., fair wages, local economic support) E_{env} : Environmental CSR activities (e.g., sustainability, waste reduction) E_{soc} : Social CSR activities (e.g., philanthropy, education initiatives)

• Consumer Trust Equation:

Consumer trust is a key factor influenced by CSR. This equation expresses trust as a function of CSR activities.

$$T = \alpha * CSR + \beta * P + \gamma$$

$$T: \text{Consumer trust}$$

$$CSR \cdot CSR \cdot csi viting$$
(2)

CSR: CSR activities

P: Product quality or brand perception

 α, β, γ : Coefficients representing the contribution of each factor

• Brand Loyalty Equation:

CSR often enhances brand loyalty, especially in emerging markets where trust in brands is more fragile. This equation shows the relationship between CSR and brand loyalty.

$$L = \delta * CSR_{impact} + \eta * X$$
(3)

L: Brand loyalty

 CSR_{impact} : CSR impact score from the first equation

X: Other factors (e.g., price, product availability)

 δ, η : Coefficients for each factor's influence on loyalty

• Consumer Purchase Intention Equation:

This equation models how CSR activities affect a consumer's intention to purchase, which is crucial for understanding buying behavior.

$$PI = \lambda * CSR_{Perception} + \mu * C + v$$
(4)

PI: Purchase intention

CSR_{Perception}: Consumer perception of CSR

C: Control variables (e.g., income, product need)

 λ, μ, ν : Coefficients representing influence of CSR perception and control factors

A framework for measuring the effect of Corporate Social Responsibility (CSR) on customer behaviour in developing economies is provided by the equations in this paper. Based on their relative relevance, the CSR Impact Score Equation evaluates the combined impact of the economic, environmental, and social CSR aspects on customer behaviour. The customer Trust Equation shows how CSR initiatives help to increase customer trust, which is a key factor in these markets' loyalty and purchase choices. The Brand Loyalty Equation emphasises how CSR and brand loyalty are related, highlighting how important CSR is for keeping customers. Additionally, the customer Purchase Intention Equation describes how purchasing intentions are influenced by views of corporate social responsibility (CSR), which is crucial for understanding customer behaviour in a market that is changing quickly. When combined, these formulas allow for a thorough examination of how corporate social responsibility (CSR) influences customer attitudes and behaviour, providing insightful information to companies looking to improve their CSR tactics.

IV. RESULTS AND DISCUSSION

4.1 Consumer Awareness of CSR Initiatives:

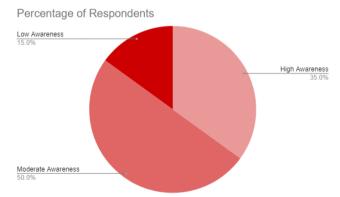


Fig. 3. Pie Chart showing Consumer Awareness

For businesses aiming to improve their social responsibility strategy, it is essential to comprehend customer awareness of CSR activities. According to the research, 35% of respondents are well aware of CSR programmes, demonstrating that consumers have a substantial degree of comprehension. The majority, at 50%, have a moderate level of awareness, indicating that while they are aware of CSR programmes, they may not be completely knowledgeable about certain programmes or their ramifications. 15% of respondents, on the other hand, indicated limited knowledge, pointing to a demographic that would not prioritise or interact with CSR while making purchases. Businesses may need to step up their efforts to educate customers about their CSR operations, particularly focusing on the moderate and low awareness

categories. This distribution of awareness may help organisations with their communication strategy. Since customers are more inclined to support firms that exhibit a commitment to social and environmental concerns, raising awareness may improve brand reputation and encourage loyalty. Businesses may use this data to better focus their marketing and corporate social responsibility messages, increasing customer engagement and boosting market performance in the process.

4.2 Impact of CSR on Purchase Intentions:

Percentage of Respondents vs Impact Level

40%

30%

20%

0%

Strongly Positive Somewhat Positive Impact Level

Impact Level

Fig. 4. Bar Chart showing Impact of CSR

For companies looking to increase their market presence, researching the connection between CSR actions and customer purchase intentions is essential. According to this dataset, 40% of respondents believe that corporate social responsibility (CSR) has a very favourable influence on their purchase choices. This suggests that these customers are inclined to choose firms that place a high priority on social responsibility. Furthermore, 30% of respondents had a moderately favourable opinion, indicating that a sizable portion of the population views CSR favourably while making purchases. However, 20% of respondents had a neutral opinion about the influence of CSR, indicating that while they are aware of CSR programmes, they do not see them as a deciding factor when making purchasing decisions. It's interesting to note that 5% expressed both moderately and very unfavourable opinions, suggesting that there is a little but considerable group of people who could have doubts about CSR initiatives. This information emphasises how crucial it is to comprehend how consumers feel about CSR since it has a direct impact on their shopping decisions. With the goal of changing neutral and negative attitudes towards more favourable ones, businesses may use this knowledge to improve their CSR initiatives. This will increase customers' total buy intention and brand loyalty.

4.3 Influence of CSR on Brand Loyalty:

Percentage of Respondents vs Influence Level

40%

30%

20%

Very High High Moderate Low Very Low Influence Level

Fig. 5. Bar Chart showing Influence of CSR

Long-term company performance is largely dependent on brand loyalty, and CSR has a big impact on how customers see loyalty. Customers aggressively seek out socially conscious businesses, as seen by the statistics showing that 25% of respondents think that CSR has a very high effect on their brand loyalty. An additional 40% indicated strong impact, indicating that a sizable percentage of customers give CSR top priority when choosing which businesses to support. 20% of respondents, however, said that CSR had a modest impact on their loyalty, suggesting that even if they value CSR initiatives, other considerations, such cost or quality, could be more important when making decisions. On the other hand, 10% said that CSR had little effect on their loyalty, and 5% said that it had a very little effect. This suggests that there are a few customers who may not give CSR any thought at all. Businesses hoping to increase brand loyalty via CSR programmes must comprehend these dynamics. Businesses may improve consumer connections and foster more loyalty by

concentrating on clearly conveying the benefits and effects of their CSR initiatives. This, in turn, helps developing markets maintain growth and profitability.

4.4 Types of CSR Activities Valued by Consumers:

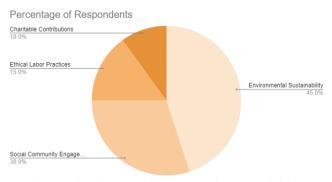


Fig. 6. Pie Chart showing Types of CSR Activities

Businesses looking to match their actions with customer expectations may learn a lot from consumer preferences about various CSR activities. According to the research, 45% of participants place a high priority on environmental sustainability measures, indicating that consumers are becoming more aware of and concerned about ecological concerns. This emphasis on sustainability implies that businesses who prioritise promoting sustainable practices and lessening their environmental impact are likely to find success with their target market. Furthermore, social community participation is valued by 30% of respondents, underscoring the significance of corporations making a good impact on their local communities. This suggests that consumers want companies to be more socially conscious than merely environmentally conscious. While philanthropic donations still play a part but are not given as much priority as other programmes, 15% of respondents praised ethical labour practices, which indicate the rising desire for openness and justice in supply chains. Businesses may use this information to help them create consumer-value-aligned CSR programmes that will improve brand image and loyalty. Businesses may more efficiently manage resources and engage customers in meaningful ways by knowing which CSR initiatives are most appreciated, which will improve their market position in developing markets.

V. CONCLUSION

In summary, examining how CSR programmes affect consumer behaviour in developing economies provides important new information about how social responsibility programmes affect customer views, brand loyalty, and purchase choices. According to the research, a sizable percentage of customers have differing degrees of knowledge of CSR programmes, which has an immediate impact on their desire to buy. Positive CSR impressions are strongly correlated with higher brand loyalty, highlighting the role that CSR plays in building enduring connections with customers. Furthermore, customers clearly indicate their preferences for certain kinds of CSR initiatives, with community involvement and environmental sustainability surfacing as top concerns. Companies that want to succeed in developing areas need to understand how crucial corporate social responsibility is in influencing customer behaviour. Businesses may improve their market position and cultivate brand loyalty by customising CSR initiatives that align with consumer values and interests. For CSR initiatives to increase customer awareness and favourably impact purchase choices, effective communication is crucial. In the end, incorporating CSR into company operations is not only the right thing to do, but it is also a competitive advantage that may result in long-term growth and profitability in markets that are becoming more and more competitive. In order to thrive in a market where consumers are more socially aware, businesses must adopt corporate social responsibility (CSR) as a major component of their operational strategy, according to this study.

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