Research Article

The Impact of the Live Delivery of Goods on Consumers’ Purchasing Behaviour in Complex Situations Based on Artificial Intelligence Technology

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With the development of information technology, the purchase of goods online has acquired a different dimension. This type of online purchase has made life easier for individuals by reducing the time required to travel and purchase. This online purchasing and delivery of goods or products follow the concept of supply chain management. Mobile Internet, tracking sensors, and tags that aid in tracking processes are used in online supply chain management. For data transfer and status updates, these devices rely on wireless sensor networking technology. This research analyses consumer behaviour after the delivery of goods using wireless sensor networks and artificial intelligence. This behaviour analysis focuses on whether the consumer is satisfied with the product in complex situations or not. The analysis is performed with the Differential-Evolutionary Multiobjective Optimization (D-EMO) algorithm with the aid of artificial intelligence. The proposed system’s results were compared with the existing random forest algorithm, and it was observed that the proposed system had provided a 5% increase in accuracy.

1. Introduction

As a consumer, you participate in various physical and mental activities to acquire, utilize, and dispose of the things and services that satisfy your needs and desires. It is possible to predict future behaviour by analysing such a process. There are five phases in the consumer purchase decision-making process: recognising needs, gathering information, evaluating options, making a purchase choice, and following up on the purchase [1]. These represent the steps that customers go through before making a purchase decision. Customers can skip one or more phases. It all depends on what is going on in their heads at the time [2]. When it comes to the Internet, customers can express their needs, wants, and attitudes in various ways, such as searching, commenting on a blog or a social media site, and commenting on a video or post [3]. Because of this, the amount of data available to consumers is increasing in volume, speed, variety, and accuracy at an accelerating rate.

Artificial intelligence (AI) can play a role in transforming such a massive amount of data into helpful consumer insights. Marketers rely on customer purchasing behaviour analytics to make marketing decisions and forecast sales [4]. These insights heavily influence product displays and cataloguing. Consequently, understanding the consumer trip is critical; AI can assist marketers in gaining knowledge of consumers and communicating with them at various points in the consumer experience. Because AI can influence each stage of the customer journey, it is essential to know how it affects consumer purchasing habits [5]. Consequently, it is difficult to keep track of someone’s desires and necessities [6]. When consumers communicate their needs and desires online, AI can recognise and respond to them. A consumer’s online activity always creates a digital footprint, such as posting status updates on social media or making online purchases [7]. Then, machine learning updates the consumer’s profile. AI systems such as Microsoft Azure can analyse billions of data points, evaluate consumers’ demands in seconds, and tailor online content based on this information. Artificial intelligence (AI) in marketing also makes it easier to identify customers’ requirements and wants [8]. Images that people pin on Pinterest are recognised using
image recognition software, and those images are shown to users who are most likely to be interested in them. Additionally, AI-implemented Adobe Audience Manager’s tailored modelling aided in targeting customers with profiles and interests similar to the current users [9].

Many online businesses believe that AI can accurately forecast customers’ requirements and wants [10]. The shipping-then-shopping business model has been adopted by several online merchants that rely on AI to discover client preferences and ship these items without a formal order from customers who are free to buy or return items they do not require [11]. For anticipatory shipping, Amazon is a great example. It anticipates consumers’ orders and sends things to the nearest delivery facility [12]. Retailers’ marketing techniques and customer behaviour could change due to this shift in business strategy.

When it comes to identifying clients’ evolving needs and wants, AI can make relevant recommendations in the context of online shopping. Information search is the next phase in the consumer’s journey. It all begins when consumers realise they have a problem. As a result, they consider the various options available to meet their requirements and desires. It is the job of marketers to get their products into the minds of consumers [13]. To boost the exposure of their businesses and express the crucial reasons for consideration, marketers use advertising to increase search engine optimization, pay-per-click (PPC) advertising, organic search advertising and retargeting, and so on. AI appears to be the catalyst for a new industrial revolution, with the victors being those who can adapt to AI first. By 2021, Gartner’s study found that companies that implemented voice and visual search capabilities on their websites would see a 30 percent rise in digital commerce income from the use of artificial intelligence [14].

Because of AI-powered search, marketers may show the optimum results to customers in real time by detecting, ranking, and presenting the results [15]. A recommendation engine using deep learning, which analyses consumer activity and predicts user patterns, can serve advertisements. There is an advantage to utilising AI and machine learning to improve product displays significantly when retargeting or employing advertisement text based on demographics, as these techniques increase the likelihood of customers clicking on products [16]. Trend marketers have become dependent on AI since it can assist them in various ways, such as targeting clients more effectively and offering individualised communication.

An excellent example of this is Google AdWords, which offers advertisers prequalified leads that they can use to better target their campaigns. Google uses artificial intelligence (AI) to evaluate search query data in keywords, phrases, context words, and many other substantial data points [17]. Computer science’s artificial intelligence (AI) branch utilises artificial methods and technology to develop automatic machines and computers that duplicate the human intellect to make some machines capable of learning, self-programming, and automating mental labour. Using AI technology may help customers, products, and services quickly adapt to changing market needs [18]. Artificial agents, such as AI chatbots, content recommendation systems, and consumer feature recognition, have become essential in AI marketing. Precision marketing enables tailored and real-time recommendations of related and complementary products and higher conversion rates [19]. According to certain studies, the relationship between AI services and consumer experience might be mediated by characteristics such as consumers’ perception of value, trust, and risk [20]. Incorporating AI technology into online shopping scenarios, specifically the influence mechanism of consumer purchase intention, is difficult because all AI technology application experiences in the backdrop of online shopping are few and far between in the research literature [21]. Several unanswered problems remain, including whether or not the perceived value can be an effective mediator between AI technology and consumer purchase intention and which mediator is more significant in online shopping platforms. A structural equation model is used to investigate the relationship between AI technology and consumers’ purchase intentions, mediating the function of perceived hedonic and utilitarian values. Internet shopping services can be more sustainable by focusing on consumers’ perception of value in their purchases [22]. This study focused on evaluating the impact of the live delivery of goods on consumer behaviour decisions using artificial intelligence with WSN.

1.1. Motivation of the Study. With the help of artificial intelligence, there are a lot of possibilities to preserve the country from its economic fall. Usually, economic growth depends on a country’s citizenship and market cap. AI-enabled products are proving transformative. For example, when popularity increases, the consumer will get enough customers from different locations in the world. Almost fifty percent of customers are also expecting a personalised and engaging shopping experience to make their work easier. First, retail shops are created where a consumer would sell different products requested by the customers. Then, after a few days, department stores were born, where customers could shop for their desired products. Therefore, with the help of artificial intelligence, it has some requirements that provide the customer’s shopping and the consumer’s selling experiences with additional benefits. It is one of the record-breaking things that could happen in the next five to ten years, where the supply chain will increase to a significant level, and every single aspect of the value chain will be working with the help of machine learning algorithms and wireless sensor networks.

2. Materials and Methods

The dataset was collected to analyse customer’s online purchase and delivery for this research. This dataset contains the events about the products and the user’s purchase details along with the good behaviour of the customer. Organizational economics seeks to use quantification and evolutionary multiobjective optimization (EMO) algorithms to allocate limited resources possessed by companies and organisations effectively (ideally optimal). In today’s competitive goods purchasing, customer behaviour in an environment characterised by intense competition makes the best use of available resources, ensuring the financial stability of organisations and businesses of all sizes. This research used Differential Evolutionary Multiobjective (D-EMO) algorithms and simulation techniques to successfully
analyse and improve complex structures and procedures in many market fields. In addition, this study investigates recent research on applying these techniques to goods purchasing in markets and market failures with environmental costs. To perform the process of online purchasing of products, transferring the purchased products with tracking support is achieved through wireless sensor networks. By implementing this concept, each user and device are treated as nodes for data transfer and updates. Tracking the product is updated by utilising the GPS attached to the transport vehicle, and the database is considered the server.

2.1. Proposed Architecture. Online purchases have high demand for all individuals during complex situations. The purchase of goods can be of any type, such as medicine, food, and household requirements. In recent years, the number of mobile applications for purchasing products online has increased day by day. Some organisations, companies, or sellers are specific in their mobile applications for performing purchases by clients, hence the increase in the number of applications. This development in the applications gives wider choices in choosing the company’s product for the client (user) to purchase as per their preferences. Irrespective of any product or mobile application, this research work focuses on the user’s behaviour with the purchased products after delivery. For this scenario, it is considered that the user orders the product through mobile Internet, which will provide him with the order status. The product’s organisation will allocate a person or vehicle to supply the purchased order. Following allocation, the shipment or tracking details will be provided to the client for tracking the supply. The database for further assistance will update all the order transaction details. Once the product is delivered to the user, the system will generate feedback submitted by the user. A careful analysis of the product and the delivery will be made for further improvement. In this complete process, intelligent automation techniques are considered. This intelligent automation involves automatic order status updates, tracking schedules and changes, delivery delays, and much more.

Online purchasing and delivery of goods or products follow the concepts of supply chain management. While a user is accessing a mobile phone with Internet facility to purchase products, the user is termed an Internet of Things (IoT) user. Mobile phones become IoT devices, and the purchase and delivery of these devices are based on supply chain management. In the aforementioned scenario, IoT users will utilize IoT devices with applications through which they can purchase the product. In this case, the users and the devices are treated as individual nodes in the wireless sensor network communication. The product that needs to be purchased can be of any type, from clothing to food. Once the order is placed, the server or the base station will send the details of the purchase to the user. IoT sensors and RFID tags are used to track or update the status details of the product. The tracking involves location, speed of transit, and condition of goods. This tracking is performed by a GPS sensor (live tracking is made available) on the transport side and location tracking on the mobile user device. Later, when the product is delivered (which is updated to the server through the IoT user who performs the transportation), a feedback system will be provided to the user for updates about the product’s quality and other factors. Once the server node or the base station receives the input from the user, appropriate actions will be taken with the support of intelligent technology. These complete process details are depicted in Figure 1. This study focuses on customer behaviour when it comes to online product delivery.

In increasingly competitive markets, companies have been seeking to provide clients with purchasing products that are way more efficient than rival products. Managers have learned how to achieve success independently, rather than collaborating with other groups. Although the EMO algorithm produces competing enterprise systems, strategic planning, management, and ideal solution chores are far more complex and challenging. Recent research has focused on developing analysis tools to evaluate, create, and enhance the manufacturing system. By integrating artificial intelligence networking, the process and store must record and provide simulation modelling and enterprise business-enhancement concepts.

Differential Evolution (DE) is a basic but strong evolutionary optimization approach that has a wide range of applications. Differential Evolution for Multiobjective Optimization (D-EMO) is a new technique for multiobjective optimization based on DE that we propose in this study. D-EMO combines the benefits of DE with the Pareto-based ranking and crowding distance sorting techniques. This research has focused on developing analysis tools to evaluate, create, and enhance the manufacturing system. By integrating artificial intelligence networking, the process and store must record and provide simulation modelling and enterprise business-enhancement concepts. Because, when selecting a tradesperson, every entrepreneur should consider a thorough understanding of such clients’ management, including individual estimated factors and management consultation estimating methodologies. The adequate estimation inventory management model is designed for effective live delivery tracking of products.

Because, when selecting a tradesperson, every entrepreneur should consider a thorough understanding of such clients’ management, including individual estimated factors and management consultation estimating methodologies. The adequate estimation inventory management model, denoted by equation (1), EMO estimates the ideal delivery size and the least priced delivery person.

\[
\text{Goods} = \sqrt{\frac{\sum U \times M_x}{R_y \times s}} = \sqrt{\frac{\sum U \times M_x}{M_r}}. \quad (1)
\]

Goods—This is an abbreviation for objective (optimal) order to identify the level. \(T\)—The yearly requirement for optimising inventory levels. \(M_x\)—The expense of stockpiling. \(M_r\)—Stock servicing operational costs. \(R_y\)—The proportion of the total rate where the cost of stockpiling production is estimated.

The significance of maintaining resources is AI with WSN premised on the reality that the \((B/2 + H_j) \times s \times R_y\) costs of keeping reserve money have now increased concerning the organisation’s total \(U/B \times M_x\) resources. Its share appears to be the sum of the following transactions:
alternative, stock up, logistic assistance, internal public transportation within the sufficient equitable factory, premiums, and decomposition following

\[ UA = \sum_x \frac{U}{B} \times M_x + \left( \frac{B}{2} + H_y \right) \times s \times R_y, \]  

(2)

\[ U \text{ stands for total reserves costs, } B \text{ stands for the magnitude of the delivery portion, and } H_y \text{ stands for the AI with WSN implementation of safety margin represented in } \]

\[ \text{Goods} = \left( \frac{B}{2} + H_y \right) \times s \times R_y + \sqrt{\sum_x (1 - F) \times M_x \times U \times (s + (v + R \times (1 - F)))}, \]  

(3)

\( v \)—Denotes an alternative cost. Goods — The optimal amplitude of a small transaction in terms of maximising the enterprise value. \( R \) — The effective rate of inventory production costs.

\[ UA = \sum_x \frac{U}{B} \times M_x + \left( \frac{B}{2} + H_y \right) \times a \times U \]

(4)

\[ \text{Goods} = \sqrt{\sum_x (1 - F) \times M_x \times U \times a \times \left( s + (v + R' \times (1 - F)) \right)} \]

(5)

In (4) and (5), evolving the inventory level and revenue costs of AI with WSN developing the stock levels in which \( M_x \) represents the revenue costs of developing stock levels, \( M'_x \) signifies tractor-trailer of evolving inventory levels, and \( R \) reflects the marginal rate of income allowed costs of maintaining inventory levels. \( R^* \) stands for the effective rate of tractor-trailer operational costs.

\[ UA = \sum_x \frac{U}{B} \times M^*_x + \left( \frac{B}{2} + H_y \right) \times a \times R^* \]

\[ + \sum_y (B + H_y) \times a \times R'^* \]

(6)

Distinctions in equation (6) distribution reliability have such a considerable effect on various stages of safety systems that suppliers are considered necessary to provide.

\[ H_y = \sum_y \sqrt{G^2 \times \ln \sum_x \frac{M \times B \times G \times a \times \sqrt{2\pi}}{U \times M_{xy}}} \]

(7)

In (7) \( G \) refers to the transfer utilization standard error and \( M_{xy} \) is the expense from not needing stock level reserves following

\[ P = \sum_{i=1}^m U_i \times (K_i - K)^2 + \sum_y (B \times H_y) \times a \times R^* \]

(8)

In which \( U_i \) seems to be the estimated likelihood of occurrence of the specific (equation (9)) circumstance based on statistics.

\[ G = \sum \sqrt{P} \]

(9)
This can quantify the AI with a WSN variance similarity in responding to data as to what potential benefits may well be decided to bring about because of making loans to a business decision. The next component is a link between both the benefits of purchasing with a specific supplier and making purchases from all other distributors. Resemblance analysis has been widely used to precisely gauge such correlation following

\[ P_2 = \frac{\sum_{i=1}^{m} U_i (K_{1i} - K_1) \times (K_{2i} - K_2)}{\sum_{i=1}^{m} G_1 \times G_2} + \sum_{y} \left( \frac{B}{2} + H_y \right) \times a \times R^5. \]  

(10)

\( P_2 \) denotes the correlation value between both the advantages of purchasing from first and second distributors; \( G_1 \) denotes the appropriate price of economic benefit from obtaining with the first distributor; \( G_2 \) denotes the appropriate price of economic benefit from purchasing from the second supplier; \( K_1 \) signifies the sampling error for the first distributor. The standard error for the second supplier is denoted by \( K_2 \); \( G_1 \); \( G_2 \) indicates the possibility of creating prospective rates of economic advantages from products bought from the very first supplier; \( G_2 \) is the possibility of creating prospective rates of economic advantages from products bought from the second supplier; \( p_i \) is the possibility of prospective rates of economic advantages from products following

\[ G_U = \sum_{x} \sqrt{G_x^2 + G_y^2 \times G_z \times H_x \times \Pi_{xy}} + \sum_{y} \left( \frac{B}{2} + H_y \right) \times a \times R^5. \]  

(11)

Here, \( G_U \) is a whole standard error, \( D \) represent the standard error of its first way to solve, \( H_y \) is indeed the standard error of the standard alternative, and \( x \) \( y \) \( z \) are the coefficient vectors between data distributions for AI with WSN. The \( \sum_{x} \sqrt{G_x^2 + G_y^2 \times G_z \times H_x \times \Pi_{xy}} \) assessments that could be implemented anyway for the improvement and advancement of the information system would have been defined. \( \sum \sqrt{P_1 < P_2 < \ldots < P_n} \) is limited and decided to establish the element representations.

\[ G_U = \sum_{x} \sqrt{P_1 < P_2 < \ldots < P_n} + \sum_{y} \sqrt{P_1 < P_2 < \ldots < P_n}. \]  

(12)

In (12), \( P_1 \) did come once \( P_2 \), it appears before \( P_3 \), etc. The order necessity in a predefined \( P \) would be a computational set of intensity training \( U \) of element measures \( P_i \), which will be represented as

\[ U = \sum_{x} \left( \frac{B}{2} + H_x \right) \times a \times R^5, \quad i = 1, 2, 3, \ldots, n. \]  

(13)

The aggregated scheme efficiency measurement might be represented as a complicated effectiveness metric in a system of linear

\[ H = \sum_{i=1}^{n} U_i P_i. \]  

(14)

The effectiveness of a policy is simply a component \( H \) that contains \( n \) performance parameters that seem to be incremental to its evaluation metrics \( P_i \).

3. Results and Discussion

We use a quantity method, client requirements, and probability to determine the customer’s required quantity before approaching the distributor. When a consumer walks inside a store, the shopkeeper checks the level of total stock based on this. However, while purchasing things online, the user can only verify the products after they have been delivered to the user’s location and then update the information using the feedback system created by server nodes located in a faraway area. In this study, it is expected that the second approach will be used in conjunction with wireless sensor technology.

The importance of preserving resources is AI with WSN is based on the fact that the \( (B/2 + H_x) \times s \times R_x \) costs of preserving reserves have now grown in relation to the organisation’s overall \( U/B \times M_x \) resources represented in Figure 2. It appears that its portion is the sum of the following transactions: alternative, going to stock up, logistical help, internal public transit within the equitable sufficient factory, premiums, and decomposition. The systems are based on customer specifications. When a customer walks into the store, the shopkeeper checks the percentage of net stock. Based on the net inventory level, there are various
alternatives. The first scenario would be that the gross stock level is satisfied (refer to Figure 2), and there is enough stock to satisfy customer’s requirements. In this case, the end-user eagerly orders the goods. The retail chain must also update both its net stock level and stock location.

According to the second scenario, gross inventory has been overestimated, and the stock price is insufficient to meet the customers’ needs. In this case, the customer recognises all available products and decides whether or not to backorder its incomplete products. The third situation occurs when the net stock level is neutral, and no items are available. A consumer has two options in this situation: backorder an unfilled product or leaves without placing purchases. Individuals identify between consumers in the second and third circumstances because different customer classes have varied reorganise probability levels (refer to Table 1). In the case of an online purchase, the server node will be outfitted with intelligent technology that tracks product availability in stores and updates the customer prior to payment confirmation. This concept will be realised by utilising several sensors in the store and data transfer via wireless sensor networks.

$M_x$ represents the economic revenue cost of creating stock levels, $M'_x$ represents the flatbed truck of developing inventory levels, and $R$ represents the marginal rate for income authorized costs of keeping inventory levels. $R'$ denotes the effective rate of trailer operational costs distribution. Dependability has such a significant $\sum M \times B \times G \times a \times \sqrt{2\pi}n$ influence on multiple stages of safety systems that providers are required to provide based on to retrieve in Figure 3. The impact of the interruption frequency criterion on the least average annual total cost under various disruption length indicator circumstances is discussed below. Based on this, we can increase the delivery of goods on consumers’ purchasing behaviour and reduce the complexity. The retailer’s least annualised total cost is significantly reduced by $u$ for each $u$. Moreover, as $u$ tends to increase, the amplitude of the reduction grows. It consists of a fixed average value of the destabilization duration. Figure 3 illustrates that whenever the interference time frame is short, there are no significant effects of different interference frequency values solely on the current minimum total cost. This chart illustrates that less frequent interruptions lead to a lower current minimum total cost. Hence, the distinctions become much more prominent when exclusion is used.

The purchasing behaviour scenario is highly related to the impact of the live delivery of goods on the customer to suggest customer requirement quantity. We can increase the inventory level to calculate the probability-based simulation based on this. The objective is to limit their ability to share inventory costs. The retail store has a small number of category customers, and the lower limit annualised cost is lower, in which $G$ seems to be the transfer utilization standard error and $M_{xy}$ is the expense from not needing stock levels reserves following $\sum_{i=1}^{m} U_i \times (K_i - K)^2 + \sum_y (B/2 + H_y) \times a \times R$ to retrieve in Figure 4 which suggests a system for recommending the number, volume, and structure of purchasing groups for just a collective of cooperating institutions. The objective is to limit their capacity to exchange inventory costs. The retail outlet has few category customers, so the annualised rate cost is lower. As a result, the number of categories 1 customers at its retailer must be reduced. This is the opposite of the original system, in which the provoking scenario was used. This demonstrates how supply problems affect customer differentiation in an inventory management system.

The reason for the shorter time frames is based on the outcomes. With a complex system, the customer differences on the product availability estimated expenditures simulation is extremely useful. $P_z$ denotes the correlation value between the advantages of purchasing from the first and second distributors; $G_1$ denotes the appropriate price of economic benefits from purchasing from the first distributor; $G_2$ denotes the appropriate price of economic benefits from purchasing from the second supplier; $K_2$ denotes the sampling error for the first distributor. $K_2$ represents the
standard error for the second supplier. \( G_1 \) is the possibility of creating prospective rates of economic advantages from goods purchased from the very first supplier; \( G_2 \) is the possibility of creating prospective rates of economic advantages from goods purchased from the second supplier; \( p_i \) is the possibility of creating prospective rates of economic advantages from goods purchased from the third supplier based on this to retrieve in Figure 5. According to the results, the constant significantly outperforms any other model across all scenarios with varying \( u \) and \( s \) values (\( T \) value is 0.0001). The main reason is that timeframes and lost retail prices are lower in the continuous model. The designers then would compare the two estimates based on lost sales over time.

As a result, the effects of interruptions and consumer distinctions on the estimated yearly expenses of the inventory system (refer to Table 2) Simulation is a very useful technique for this complex system. It is extremely difficult to use basic methods including such mathematical optimization models. Many experiments have been carried out to maximise the scheme for identifying the right inventory management processes.

Here, \( G_1 \) is the as a whole standard error, \( D \) A seems to be the standard error of its first way to solve, \( H_2 \) is indeed the standard error of the standard alternative, and \( x \) \( y \) are the coefficient vectors between data distributions for AI with WSN. The \( \sum x \sqrt{P_i < P_2 < \ldots < P_n} \) assessments that could be implemented anyway for the improvement and advancement of the information system would have been defined. \( \sum x \sqrt{P_i < P_2 < \ldots < P_n} \) limited and decided to order established of element representations in Figure 6. It can observe the effect of customer goods delivered on the inventory management system in a simulation environment. The motivation for this integration is to reduce time, sales, and cost. It compared the best techniques to identify and follow those to increase the impact of the live delivery of goods on consumers’ purchasing behaviour and reduce the complexity of situations. In addition to this, we can see different values of \( u \) and \( s \). The same methods have been applicable for some other models in all situations (\( T \) value is 0.0005). The principal motivation is that full integration has led to less time and sales costs. By comparing the two designs on-hand inventory using this method, we have obtained lost sales growth.

AI with WSN information delivery is used to continue the investigation of the readily available latest figure systems in business operations, access their market data, and establish planning procedures. In addition, immediate activities pertaining to a need for continual development of new applications and appropriate measures are planned to justify its assistance of economic and numerical methods. The
The suggested Differential Evolutionary Multiobjective Optimization (D-EMO) Algorithm is compared to the existing method during “training and testing” (see Table 3). According to the results, the proposed algorithm has a 95% higher accuracy than the existing algorithm.

### Table 3: Comparison result analysis for the evolutionary multi-objective optimization (EMO) algorithm.

| Algorithm                                      | Customer goods delivery | Training (%) | Testing (%) | Accuracy (%) |
|------------------------------------------------|-------------------------|--------------|-------------|--------------|
| Existing method: random forest algorithm       | Delivered               | 89           | 92          | 90           |
| Differential evolutionary multi-objective optimization (D-EMO) algorithm | Delivered               | 94           | 96          | 95           |

Figures 6 and 7: Examine the simulation environment for the effect of customer goods delivered differentiation on the inventory management system.

The data used to support the findings of this study are available from the corresponding author upon request.

### Conflicts of Interest

The authors declare that they have no conflicts of interest.

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