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- The chapter text is organized around a revised framework for developing effective service marketing strategies that seamlessly builds on topics learned in a principles or marketing management course. The framework is introduced in Figure I.1 and on pages 28–30.

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Chapter 1, “Introduction to Services Marketing”, now explores the nature of the modern service economy more deeply, and covers B2B services, outsourcing and offshoring. Furthermore, the Service-Profit Chain was moved here to serve as a guiding framework for the book (it was featured in Chapter 15 in the previous edition).

Wirtz, Lovelock & Chew, Essentials of Services Marketing ...

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Christopher Lovelock. Jochen Wirtz, National University of
Singapore ... Organized around a strategic marketing framework
Services Marketing provides instructors with maximum flexibility
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APPLYING THE 4Ps OF MARKETING TO SERVICES. Chapter
4: Developing Service Products: Core ...

Lovelock & Wirtz, Services Marketing: Global Edition, 7th ...

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Marketing 6/E Chapter 10 - 18 Impact of Ambient Conditions
?Ambient environment is composed of hundreds of design elements
and details that must work together to create desired service
environment

Chapter 10: Crafting the Service Environment

Services Marketing: Global Edition, Christopher
Lovelock, 9780273756064, Marketing, Applied
Marketing, Pearson, 978-0-2737-5606-4 (123)

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For graduate-level/MBA courses in Services Marketing. Significantly revised, restructured, and updated to reflect the challenges facing today's service managers, this text/reader/casebook combines conceptual rigor with real world examples and practical applications. Exploring both concepts and techniques of marketing for an exceptionally broad range of service categories and industries, the Fifth Edition also features, eight current readings from leading thinkers in the field, and 15 compelling classroom-tested cases.

"Services Marketing is well known for its authoritative presentation and strong instructor support. The new 6th edition continues to deliver on this promise. Contemporary Services Marketing concepts

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and techniques are presented in an Australian and Asia-Pacific context. In this edition, the very latest ideas in the subject are brought to life with new and updated case studies covering the competitive world of services marketing. New design features and a greater focus on Learning Objectives in each chapter make this an even better guide to Services Marketing for students. The strategic marketing framework gives instructors maximum flexibility in teaching. Suits undergraduate and graduate-level courses in Services Marketing."

Make it easy for students to understand: Clear, Simple Language and Visual Learning Aids The authors use simple English and short sentences to help students grasp concepts more easily and quickly. The text consists of full-colored learning cues, graphics, and diagrams to capture student attention and help them visualize concepts. Know Your ESM presents quick review questions designed to help students consolidate their understanding of key chapter concepts. Make it easy for students to relate: Cases and Examples written with a Global Outlook The first edition global outlook is retained by having an even spread of familiar cases and examples from the world's major regions: 40% from American, 30% from Asia and 30% from Europe. Help students see how various concepts fit into the big picture: Revised Framework An improved framework characterized by stronger chapter integration as well as tighter presentation and structure. Help instructors to prepare for lessons: Enhanced Instructor Supplements Instructor's Manual: Contain additional individual and group class activities. It also contains chapter-by-chapter teaching suggestions. Powerpoint Slides: Slides will feature example-based teaching using many examples and step-by-step application cases to teach and illustrate chapter concepts. Test Bank: Updated Test Bank that is Test Gen compatible. Video Bank: Corporate videos and advertisements help link concept to application. Videos will also come with teaching notes and/or a list of questions for students to answer. Case Bank:

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Cases can be in PDF format available for download as an Instructor Resource.

Essentials of Services Marketing, 3e, is meant for courses directed at undergraduate and polytechnic students, especially those heading for a career in the service sector, whether at the executive or management level. It delivers streamlined coverage of services marketing topics with an exciting global outlook with visual learning aids and clear language. It has been designed so that instructors can make selective use of chapters and cases to teach courses of different lengths and formats in either services marketing or services management.

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For undergraduate courses in Service Marketing This title is a Pearson Global Edition. The Editorial team at Pearson has worked closely with educators around the world to include content which is especially relevant to students outside the United States. The fundamentals of services marketing presented in a strategic marketing framework. Organized around a strategic marketing framework Services Marketing provides instructors with maximum flexibility in teaching while guiding students into the consumer and competitive environments in services marketing. The marketing framework has been restructured for this edition to reflect what is happening in services marketing today.

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For undergraduate courses in Service Marketing and Management. This book presents an integrated approach. It includes a strong managerial orientation and strategic focus, uses an organizing framework, has extensive research citations, links theory to practice, and includes 9 cases.

What makes consumers or institutional buyers select, and remain loyal to, one service provider over another? Without knowing which product features are of specific interest to customers, it is hard for managers to develop an appropriate strategy. As competition intensifies in the service sector, it is becoming more important for service organizations to differentiate their products in ways meaningful to customers. *Positioning Services in Competitive Markets* is the second volume in the *Winning in Service Markets Series* by services marketing expert Jochen Wirtz. Scientifically grounded, accessible and practical, the *Winning in Service Markets Series* bridges the gap between cutting-edge academic research and industry practitioners, and features best practices and latest trends on services marketing and management from around the world.

Preface -- Introduction -- The search for customer loyalty -- The wheel of loyalty -- Building a foundation for loyalty -- Strategies for developing loyalty bonds with customers -- Strategies for reducing customer defections -- Enablers of customer loyalty strategies -- CRM: customer relationship management -- Conclusion -- Summary -- Endnotes

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