



Services Marketing Asia

**Raymond P. Fisk, Stephen J. Grove, Joby
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SERVICES MARKETING Prof. R.Jothi Priya,Dr.K.Balasaravanan,Dr.J. Subashini,DR. S.Sivagamy, **Services Marketing Self-Portraits: Introspections, Reflections, and Glimpses from the Experts** Raymond P. Fisk,Stephen J. Grove,Joby John,2012-03-15 *Services Marketing*: Rao,2011 The second edition of Services Marketing with an enhanced conceptual foundation meets this requirement of students managers and marketing professionals The enhanced pedagogy and coverage in this edition in conjunction with the lucid and pithy style of the author make this book perfect for students of business administration commerce and management *The Service-Dominant Logic of Marketing* Robert F. Lusch,Stephen L. Vargo,2014-12-18 Expanding on the editors award winning article Evolving to a New Dominant Logic for Marketing this book presents a challenging new paradigm for the marketing discipline This new paradigm is service oriented customer oriented relationship focused and knowledge based and places marketing once viewed as a support function central to overall business strategy Service dominant logic defines service as the application of competencies for the benefit of another entity and sees mutual

service provision rather than the exchange of goods as the proper subject of marketing. It moves the orientation of marketing from a market to philosophy where customers are promoted to targeted and captured to a market with philosophy where the customer and supply chain partners are collaborators in the entire marketing process. The editors elaborate on this model through an historical analysis, clarification and extension of service dominant logic and distinguished marketing thinkers then provide further insight and commentary. The result is a more comprehensive and inclusive marketing theory that will challenge both current thinking and marketing practice.

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