Price

Skimming Penetration Value based Cost plus Cost leadership

Product

Design
Technology
Perceived usefulness
Convenience of use
Quality
Packaging
Brand utility
Accessories
Warranties

People

Employees
Management
Organization culture
Customer service
orientation

Place

Retail
Wholesale
Mail order
Internet
Direct sales
Peer to peer
Multi-channel

Services Marketing Mix

'n

Special offers
Advertisements
Endorsements
User trials
Campaigns
Joint ventures

Promotion

Process
Uniformity of offering
Service delivery
Service consumption

Physical evidence

Facilities Infrastructure Service delivery

Service Marketing

Victor M. Corman



Whispering the Techniques of Language: An Mental Quest through Service Marketing

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