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On Great Service Leonard L. Berry, 1995-04-01 Improving service quality has finally become a top priority of management today yet according to service quality expert Leonard Berry only a handful of companies have managed to determine exactly what to improve and how to improve it For the past two years Berry studied dozens of companies of all sizes renowned for their capacity to deliver what they promise and more From his on site observation of the strategies and practices of such companies as Mary Kay Cosmetics Tattered Cover Book Store Longo Toyota 2 build a service quality information system and 3 create a comprehensive service strategy based on the four principles of great service reliability surprise recovery and fairness He demonstrates how these four principles when adopted by the leadership and infused into the systems of a service company are the building blocks of the framework and form the anchor for implementation Berry shows how the artistry of great service can be systematically created from this foundation through a company s organizational structure technology and often under utilized human resources assets He challenges service managers to set their service quality aspirations higher and his innovative practical ideas will help them achieve those higher standards Linking service excellence to value creation Berry provides solid financial reasons for the necessity of great service Here at last is the book for which managers in every service industry have waited Leonard Berry s operating manual for turning plans for great service into action

The Lists ,2008 **Computerworld** ,2000-10-09 For more than 40 years Computerworld has been the leading source of technology news and information for IT influencers worldwide Computerworld s award winning Web site Computerworld com twice monthly publication focused conference series and custom research form the hub of the world s largest global IT media network Lovemarks Kevin Roberts,2005-12-01 Ideas move mountains especially in turbulent times Lovemarks is the product of the fertile iconoclast mind of Kevin Roberts CEO Worldwide of Saatchi Saatchi Roberts argues vociferously and with a ton of data to support him that traditional branding practices have become stultified What s needed are customer Love affairs Roberts lays out his grand scheme for mystery magic sensuality and the like in his gloriously designed book Lovemarks Tom Peters Tom Peters one of the most influential business thinkers of all time described the first edition of Lovemarks the future beyond brands as brilliant He also announced it as the Best Business Book published in the first five years of this century Now translated into fourteen languages with more than 150 000 copies in print Lovemarks is back in a revised edition featuring a new chapter on the peculiarly human experience of shopping The new chapter Diamonds in the Mine is an insightful collection of ideas for producers and consumers for owners of small stores and operators of superstores So forget making lists Shopping says Kevin Roberts is an emotional event With this as a starting point he looks at the history of shopping and how it has changed so dramatically over the last ten years Using the Lovemark elements of Mystery Sensuality and Intimacy Roberts delves into the secrets of success that can be used to create the ultimate shopping experience Plunkett's Automobile Industry Almanac 2007 Jack W. Plunkett,2006-10 Provides information on the truck and

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