

## Module 8

### 1. What is a Service-dominant logic? What are the three basic axioms that support the Service-dominant logic? **Page 270**

Service-dominant logic is a marketing approach that prioritizes the importance of customer service and experience during business transactions. This approach shifts the focus from solely promoting products to highlighting the unique skills and abilities that a company can offer.

Service is the fundamental basis of exchange: Customers buy benefits, not just the product.

Value is co-created by multiple parties: Customer interactions with marketing and products create value and a personalized experience.

Value is defined by the customer: Understanding customer preferences and behavior is essential for delivering value in their unique experience.

### 2. What are the four characteristics of Services that set them apart from physical goods? **Page 271**

**Intangibility:** Services rely on benefits and experiences, as they lack tangible attributes.

**Inseparability:** Services and their quality are dependent on the interaction between the provider and the customer.

**Variability:** Services can be inconsistent due to human factors and can differ among providers and over time.

**Perishability:** Services expire and cannot be saved for later use. They must be used within a specific timeframe and cannot be retrieved once the time has passed.

### 3. What are the important features of each of the characteristics? **Pages 271-272**

**Intangibility:** Services cannot be perceived through our physical senses as they do not have a tangible form. Instead, they are based on the value or benefit they offer, such as providing financial security through insurance.

**Inseparability:** Services cannot be separated from their providers and are produced and consumed at the same time. The quality of a service is determined by how well the service provider interacts with the customer.

**Variability:** Services can vary greatly depending on the person providing them. To ensure consistent quality, it's important for service providers to invest in employee training, management, and engagement.

**Perishability:** Services cannot be stored or saved for future use. They are time-sensitive, and unused service capacity cannot be recovered. Demand fluctuations pose challenges in synchronizing supply and demand for services.

# It Essentials Module 11 Study Guide Answers

**Anthony S. Fauci**



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