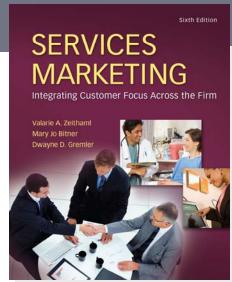
Zeithaml Bitner Gremler SERVICES MARKETING

Services Marketing, **6/e**, is written for students and businesspeople who recognize the vital role that services play in the economy and its future. The advanced economies of the world are now dominated by services, and virtually all companies view service as critical to retaining their customers today and in the future. This edition focuses on knowledge needed to implement service strategies for competitive advantage across industries.

- —**New!** Four New Cases—highlighting the competitive advantage companies have gained by implementing service strategies.
- —New! Focus on digital and social marketing in the chapter, "Integrated Services Marketing Communication," as well as examples on these topics throughout the book.
- —New! A Model of service recovery strategies is now included, and significantly revised organization of the chapter that includes strategies for "fixing the customer" and "fixing the problem."
- —A Focus on Gaps Model of Service Quality. The only services marketing textbook based on the Gaps Model of Service Quality framework, described in chapter 2.
- —Greater emphasis on the topic of service than existing marketing and service marketing texts.
- —Three Service Ps: People, Physical Evidence, Process—Introduction of three service Ps to the traditional marketing mix and increased focus on customer relationships and relationship marketing strategies.



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