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Chade-Elli

- What are the different stages involved in creating the service product? What are different were of adding value to service product?
- What factors affect pricing of services? What pricing strategies are more prevalent in service organizations?

Waste-EV

- Critically examine the formulation of service marketing strategies for travel and tourism industry.
- 9. Write notes on the following :
 - (a) E-Services
 - (b) Online consumer behavior

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M.B.A. 2 Yr. 3rd Sem. (N.S.) Batch 2011-2013

Examination December, 2016 Service Marketing

Paper-MBA-323

Time : 3 Assure Max. Marks : 80
Before answering the questions, candidates
should ensure that they have been supplied
the correct and complete question paper. No
complaint in this regard will be entertained
after the enumination.

Note: Attempt all eight parts of the question in Section-A. Attempt four questions selecting one question from each unit in Section-B. All questions carry equal marks.

Section-A

- It. Answer the following:
 - (a) Define service.

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J Turn Over

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- (b) What do you mean by 'service economy'?
- (c) What is customer estimaction?
- (d) What do you mean by 'customer parefelio'? http://haryanapapers.com
- (e) What do you mean by positioning a acreice in the market?
- g) Briefly describe any two challenges in distribution of services.
- (g) What are public utility services?
- (h) Identify any four challenges in financial services marketing.

Section-B

Disable I

 [a] Three characteristics of a hotel business are intemplicity, variability and perishability. What implications do each of those three characteristics have in managing a hotel ? Explain with examples.

- (b) "Growth in services is at the expense manufacturing sector of the economy." Do you agree with the statement? Discuss.
- Why is product marketing mix not sufficient for services marketing mix? Explain in detail all the marketing mix of service marketing.

White-III

- (a) How are customers' expectations formed? Explain the difference between desired and adequate service levels.
 - (b) What do you understand by service encounter? What are its types? Exemplify.
- 5. What gaps can occur in service quality? If you were the manager of a service organization and wanted to apply the 'gaps model of service quality' to improve services, which gap would you start with? Why? In what order would you proceed to close the gaps?

030

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Colin Barrow

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