

1. Record Nr.	UNINA9910821696903321
Autore	Zeithaml Valarie A.
Titolo	Profiting from services and solutions : what product-centric firms need to know / / Valarie A. Zeithaml, Stephen W. Brown, Mary Jo Bitner, and Jim Salas
Pubbl/distr/stampa	New York, New York (222 East 46th Street, New York, NY 10017) : , : Business Expert Press, , 2014
ISBN	1-60649-749-9
Edizione	[First edition.]
Descrizione fisica	1 online resource (134 p.)
Collana	Service systems and innovations in business and society collection, , 2326-2699
Disciplina	658.575
Soggetti	Service industries Manufacturing industries Production management New products
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Part of: 2014 digital library.
Nota di bibliografia	Includes bibliographical references (pages 105-114) and index.
Nota di contenuto	Introduction: transitioning from products to services and solutions -- The service infusion continuum -- Company configuration for services and solutions -- Capabilities: skills, training, and technology -- Customization: balancing uniqueness with operational realities -- Collaboration with customers: engaging customers in service and solution design, development, and challenges to offering new services and solutions -- Conclusion: cultivating a service and solution -- Appendix 1. Research approach, resources, and methodology -- Appendix 2. Company interview guide -- About the authors -- Notes -- References -- Index.
Sommario/riassunto	Designed for executives in companies that manufacture or sell products, this book outlines the challenges of launching a service and solutions business within a product-oriented organization. The target audience-- manufacturers, industrial suppliers, technology firms, and other vendors of business goods--views services and solutions as a means to financial growth, reduced revenue volatility, greater differentiation from the competition, increased share of customer budget, and improved customer satisfaction, loyalty, and lock-in. The

authors visualize the transition from products sold to services rendered and identify the challenges that leaders will face during the transformation. To overcome those challenges, the book shows leaders how to manage change in five areas: corporate structure; corporate culture; organizational metrics of performance, growth and investment; individual skills and talent development; and core competencies of collaboration and customization.

2. Record Nr.	UNINA990005874980403321
Autore	Lapini, Walter
Titolo	Il POxy. 664 di Eraclide Pontico e la cronologia dei Cipselidi / Walter Lapini
Pubbl/distr/stampa	Firenze, : Olschki, 1996
ISBN	88-222-4445-1
Descrizione fisica	219 p. ; 24 cm
Collana	Studi / Accademia toscana di scienze e lettere La Colombaria ; 158 Studi e testi per il Corpus dei papiri filosofici greci e latini ; 7
Disciplina	091
Locazione	FLFBC
Collocazione	P2B 600 STCPF 07
Lingua di pubblicazione	Italiano
Formato	Materiale a stampa
Livello bibliografico	Monografia