Record Nr. UNINA9910812626003321 Toward a better understanding of the role of value in markets and **Titolo** marketing: special issue // edited by Stephen L. Vargo, Robert F. Lusch Bingley, U.K., : Emerald, 2012 Pubbl/distr/stampa **ISBN** 1-280-76907-6 9786613679840 1-78052-913-9 Edizione [1st ed.] Descrizione fisica 1 online resource (269 p.) Collana Review of marketing research, , 1548-6435;; v. 9 Altri autori (Persone) VargoStephen L. <1945-> LuschRobert F 658.8 Disciplina Soggetti Business & Economics - Marketing - Research Business & Economics - International - Marketing Sales & marketing management Marketing Value Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references. Nota di contenuto Introduction: a contextual and resource-integrative view of value creation / Naresh K. Malhotra -- The nature and understanding of value: a service-dominant logic perspective / Stephen L. Vargo, Robert F. Lusch -- An exploration of networks in value cocreation : a serviceecosystems view / Melissa Archpru Akaka, Stephen L. Vargo, Robert F. Lusch -- Designing business models for value co-creation / Kaj Storbacka, Pennie Frow, Suvi Nenonen, Adrian Payne -- Service systems as a foundation for resource integration and value co-creation / Bo Edvardsson, Per Skålén, Bård Tronvoll -- The role of the knowledgeable customer in business network learning, value creation, and innovation / Linda D. Peters -- A conceptual framework for analyzing value-creating service ecosystems: an application to the recorded-music market / Andrea Ordanini, A. Parasuraman -- An integrative framework of value / Irene C.L. Ng, Laura A. Smith.

Sommario/riassunto

In their 2004 article "Evolving to a new dominant logic for marketing," Vargo and Lusch established the related principles that value is always co-created and, thus, firms cannot deliver value, but only develop compelling value propositions. This perspective is now known as "service-dominant (S-D) logic." Subsequent S-D logic work has suggested that value is not only always co-created; it also requires the integration of resources from multiple sources and thus is contextually contingent, since each instance of value creation involves the availability, integration, and use of a different combination of resources. This repositioning of value, from a static concept of something embedded in the output of a "producer" to be "consumed," to a dynamic concept of a co-created outcome in ever-changing, networked systems, can be seen throughout the manuscripts in this volume.