


# Essentials of **Services Marketing**

3rd Edition



# Test Bank

 **Pearson**

Jochen Wirtz  
Christopher Lovelock

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**Zhe Xu**



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examination preparation for the current year have been included 1 Sensing and Identification of Entrepreneurial Opportunities 2 Environment Scanning 3 Market Assessment 4 Identification of Entrepreneurial Opportunities and Feasibility Study 5 Selection and Setting up of an Enterprise 6 Business Planning 7 Concept of Project and Planning 8 Formulation of Project Report and Project Appraisal 9 Resource Assessment Financial and Non Financial 10 Fixed and Working Capital Requirements 11 Fund Flow Statement 12 Accounting Ratios 13 Break Even Analysis 14 Venture Capital Sources and Means of funds 15 Selection of Technology 16 Fundamentals of Management 17 Production Management and Quality Control 18 Marketing Management 19 Financial Management 20 Determination of Cost and Profit 21 Possibilities and Strategies for Growth and Development in Business 22 Entrepreneurial Discipline and Social Responsibility Model Paper Set I IV Board Examination Paper Solved

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