

MARKETING OF SERVICES

REQUIREMENTS AND CONDITIONS

- **Semestral project.** It is necessary to create teams and set the objects of this project within the first two blocks. Uploading to IS. Max of 20 points possible to receive for this activity.
- **Final test.** Max of 50 points possible to receive for this activity.

INSTRUCTIONS OF SEMESTRAL PROJECT

- Create the teams (2 students) or you can work individually.
- Choose **two companies** that can be understood as direct competitors. Each team will work with different companies.
- Choose **4 of 7 tools of the marketing mix** of services. In MS Word describe and compare these tools between the chosen companies according to data and also your own opinion. Try to find interesting information etc.
- Content of the semestral project:
 - Introduction – general information about the companies.
 - Description and comparison 4 of 7 tools of marketing mix of these two companies.
 - Conclusion – final evaluation of the companies and their settings.
- Finally, upload your semestral project to IS.

EVALUATION OF THE ACTIVITIES

ACTIVITIES	POINTS
Semestral Project	20
Final Test	50
TOTAL	70
+ 5 extra points from activities during lessons	

- **A minimum of 42 points is needed to pass the subject.**

LITERATURE

- URBÁNEK, J., 2014. *Marketing of Services in Theory and Practice*. Karvina: SBA. ISBN 978-80-7248-982-4.
- GRÖNROOS, C., 2015. *Service management and marketing: managing the service profit logic*. 4th ed. West Sussex: John Wiley & Sons Ltd. ISBN 978-1-118-92144-9.
- HOFFMAN, K. D. and J. E. G. BATESON, 2010. *Services Marketing: Concepts, Strategies, and Cases*. 4th ed. Mason: Cengage Learning. ISBN 9781439039397.
- LOVELOCK, C. and J. WIRTZ, 2014. *Services Marketing: People, Technology, Strategy*. 7th ed. Upper Saddle River: Pearson Education. ISBN 978-0-13-610721-7.