

Designing Service Excellence: People and Technology

Brian Hunt, Toni Ivergard



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The moment of truth—that instant when consumers experience and judge service quality—is often a deciding factor in business success. **Designing Service Excellence: People and Technology** provides practical information on the design, management, and organization of many different types of service industries, such as hotels, restaurants, banks and financial institutions, retail, and the public sector. The authors investigate the consumers' experience and judgment on service quality, which ultimately determines the success or failure of the service. They then consider people, usability, and technology in the automation of high-quality service.

This research-driven book identifies service—in a variety of forms—as an area of business and management where rapid change is taking place. The authors examine how service has become a balance between people and technology and explore this relationship as one of the key drivers of change. They discuss how social, cultural, and technological developments influence the ways in which customers contact, negotiate, and purchase services from their chosen service providers. These same developments are also driving communications between customers relating to the services they buy and are willing to recommend to others (or otherwise). Intermingled, these features of our current-day lives have changed the nature of service provision and service use.

When your organization has its moment of truth, how will it measure up? Organizations whose business has service at its core and whose activities focus mainly on service design, management, and delivery are likely to find increasingly that, for survival, service is a matter of life or death. This book provides a deep understanding of the relationship between people and technology along with an ergonomic approach to the design and management of service delivery that helps you deliver the value and benefits that customers not only want, but increasingly come to expect.

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