| Name: <br> Enrolment No: |  |  |
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| Course: <br> Program: <br> Course code |  UNIVERSITY OF PETROLEUM AND ENERGY STUDIES  <br>  End Term Examination, December 2020  <br>  Service Operations Semester: V <br> BBA LM Time: 03 Hours  <br> LSCM2004P Max. Marks: 100  |  |
| 1. Each Question carries 5 Marks SECTION A( 30 Mark2. Instruction: Complete the statement / Select the correct answer(s) |  |  |
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| Q 1 | As per the Service Dominant approach, Service is the fundamental basis of $\qquad$ . All economic and social actors are $\qquad$ _. | CO 1 |
| Q 2 $\quad$T <br> te <br>  | The service classification based on low degree of labor intensity and low degree of customization is termed <br> a. Mass Service <br> b. Service Factory <br> c. Service Shop <br> d. Professional Service | CO 1 |
| Q 3 | The competitive strategy that rests on the premise of serving its narrow target market more effectively and/or efficiently than other firms trying to serve a broad market is called <br> a. Differentiation Strategy <br> b. Cost Leadership Strategy <br> c. Convergent Strategy <br> d. Focus Strategy | CO 2 |
| Q 4 | According to Chase and Hayes framework, Services that are not satisfied with just meeting customer expectations, but acting proactively to delight customers are called <br> a. Distinctive Competence Achieved <br> b. World Class Service Delivery. <br> c. Journeyman <br> d. Available for Service. | CO 1 |
| Q 5 $\quad$T  <br>  exis <br>  n <br>   | The Service offerings that were not previously available to customers or new delivery systems for existing services are called $\qquad$ innovations, whereas services whose outcome need not be a new service product but rather some degree of modification to an existing service are called $\qquad$ innovations. | CO 1 |
| Q 6 | Which of the following can come into intellectual property protection <br> a. inventions for commercial purpose and protected by patents | CO 2 |




