PRINCIPLES OF TOTAL QUALITY MARKETING

3. Quality requires total employee commitment

Not only the marketing personnel but the total employees of the firm should be fully committed to quality and motivated and trained to deliver it.

4. Quality requires high quality partners

Quality can be deliver only when firm's partners such as suppliers and distributors also deliver quality.

5. A quality program cannot save a poor product

If customers perceive one of the firm's products as 'poor' it is futile to salvage that product through the quality improvement program.

6. Quality can always be improved

Firm must believe that there is scope for improvement in every product or service.

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Frank Voehl

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