

THE MEANS-END CHAIN

and how to use it for your entrepreneurial business

STEP 1: START AT THE BOTTOM WITH CONTACT POINTS

Identify the key contact points where you, your product or your service meet the customer.

STEP 2: IDENTIFY THE FEATURES AND ATTRIBUTES THE CUSTOMER PERCEIVES

Tangible features and inherent attributes to which the customer allocates importance.

STEP 3: IDENTIFY THE FUNCTIONAL BENEFITS

"What's in it for me?" – consequences of choosing these features / attributes.

STEP 4: IDENTIFY THE EMOTIONAL BENEFITS

What consumer feelings result from these functional benefits?

STEP 5: IDENTIFY THE HIGHEST VALUE THE CUSTOMER IS SEEKING

What value is most important to the customer who makes choices in this category of goods and services?



Means To An End The Seeking

M Woodhall



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