

# Customers' Contributions in Value Co-creation and Gaining Competitive Advantage

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**Abstract:** Recognizing and fusing clients' aptitudes and capabilities has empowered organizations to serve their customers all the more viable and proficiently. Client strengthening through the selection of current innovations has further quickened the procedure of joint value creation among firms and their customers. This article plans to decide the different contributions made and roles played by clients in the value co-creation. This study looks upon the various types of value co-creation from the customer's viewpoint while explaining on the different assets contributed by the customer and presents a theoretical structure of worth value co-creation. Both scholastics and professionals could gain from practices showed by customers in each of their contributions and oversee them in like manner.

Value, as of late, has risen as a subject of extraordinary consideration by scholastics and specialists alike. The significance of value has likewise transformed it into a standout amongst the most over-used and abused terms in management and sociology literature. The study on value has seen a continuous movement in bearing: ordinarily, it was trusted that value was made by the organizations and value towards the client, yet as of late, it has been perceived that formation of value is a joint value creation process that happens between the customer and the companies (Jaakkola & Alexander, 2014). This move naturally stresses the developing significance of clients - traditionally considered as detached beneficiaries of value, and their resource contributions towards value creation.

Early writing on management and financial matters examined the client a utility seeker, for whom value symbolized an exchange off between advantages picked up and gives up made during exchanges. Restricting value to the utility point of view overlooks different other essential hedonic measurements regarded imperative by the client. Notwithstanding lower costs, the client likewise looks for snippets of a rush, satisfaction, fun, pride and encounters which

represent the expansion in his consumption (Rintamaki, 2016). The idea of value experienced massive changes with the approach of management predominant rationale. The development of service as a central premise of trade has balanced the conventional grand prevailing motive of advertising. The products are simply apparatuses for rendering services, and the firm ought to join the voice of their clients for co-creation of value to accomplish consumer loyalty and dependability (Noovoa & Draagoicea, 2015). Discrediting customization as a procedure of making value for the client, demands value creation as a procedure through which client turns out to be in an ideal situation in some admiration or which expands the client's prosperity.

Dynamic clients are fundamental for any value co-creation, and this article manages two essential inquiries in co-creation: First, according to existing literature, are the distinctive roles for the client to play in the value co-creation process? Second, what sort of resources customers contribute towards the value co-creation process? Answers to these inquiries could help in specifying the obligations of clients in value co-creation (Rintamaki, 2016). Existing studies on value

co-creation look upon different roles of clients separately and think of them as fundamentally unrelated while the creator considers these parts to be correlative to each other and not entirely unrelated. Existing literature on value co-creation has centered on the company's point of view; this study concentrates on the client's viewpoint. Firms have long been alluded to as quality inventors in management literature by different writers and scholars (Tanev, Knudsen & Gerstlberger, 2009).

This blatant and outright spotlight on the firm has brought about the carelessness of an essential partner - the client for whom the entirety action is embraced. While quickly tending to the role of the firm, this article concentrates on customers therefore striking a harmony between the scope and objective of the article.

Value, correspondence, and delivery of value are distinguished as the essential exercises of any firm. Value is characterized as the "capacity of products, services or activity to fulfill a need or give an advantage to an individual or lawful element".

From the earliest starting point, clients were seen as the same piece of service creation and play a significant role in service delivery. Services with high constancy quality have more noteworthy client contribution than those on the inquiry and experience measurement (Tanev, Knudsen & Gerstlberger, 2009). The customer participation in value creation can change from being discretionary to being obligatory. Current service prevailing rationale has brought goods likewise inside of the sphere of services by considering them to be machined for distributing services. Traditionally, the role played by the customers in value creation is considered as a personal resource which enhances productivity and performance of the firm

(Camarinha-Matos, Paraskakis & Afsarmanesh, 2009). Currently, the emphasis moved on viewing the client as a source of competence and as value. Customers' roles in value c-o-creation have been identified with four different names; a valuable resource, co-producer, beneficiary (user), and buyer. Clients are the pool of different resources that can be actually used to create value. The customer's pool of resources is divided into social, cultural, and personal resources. Even though when clients miss the mark regarding certain assets they effectively look upon their companions and firms to renew their learning and information.

Technology has assumed a progressive part in outfitting client assets. Rise of the web and its part in the ascent of long range interpersonal communication locales (Facebook, Twitter, Whatsapp, and Myspace) client produced content (recordings, news, web journals, surveys, data), formation of uninhibitedly dispersed open source content (programming, enormous online open learning) has spanned the separation between clients around the globe (Rintamaki, 2016). The ascent of the World Wide Web and access to data has moved the equalization of haggling force for the clients. It has quickened the open source and value co-creation development. The client as a dynamic player in value co-creation could upgrade the productivity and adequacy of the value co-creation process. The value created through co-creation can satisfy both customers and firms.

## References

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