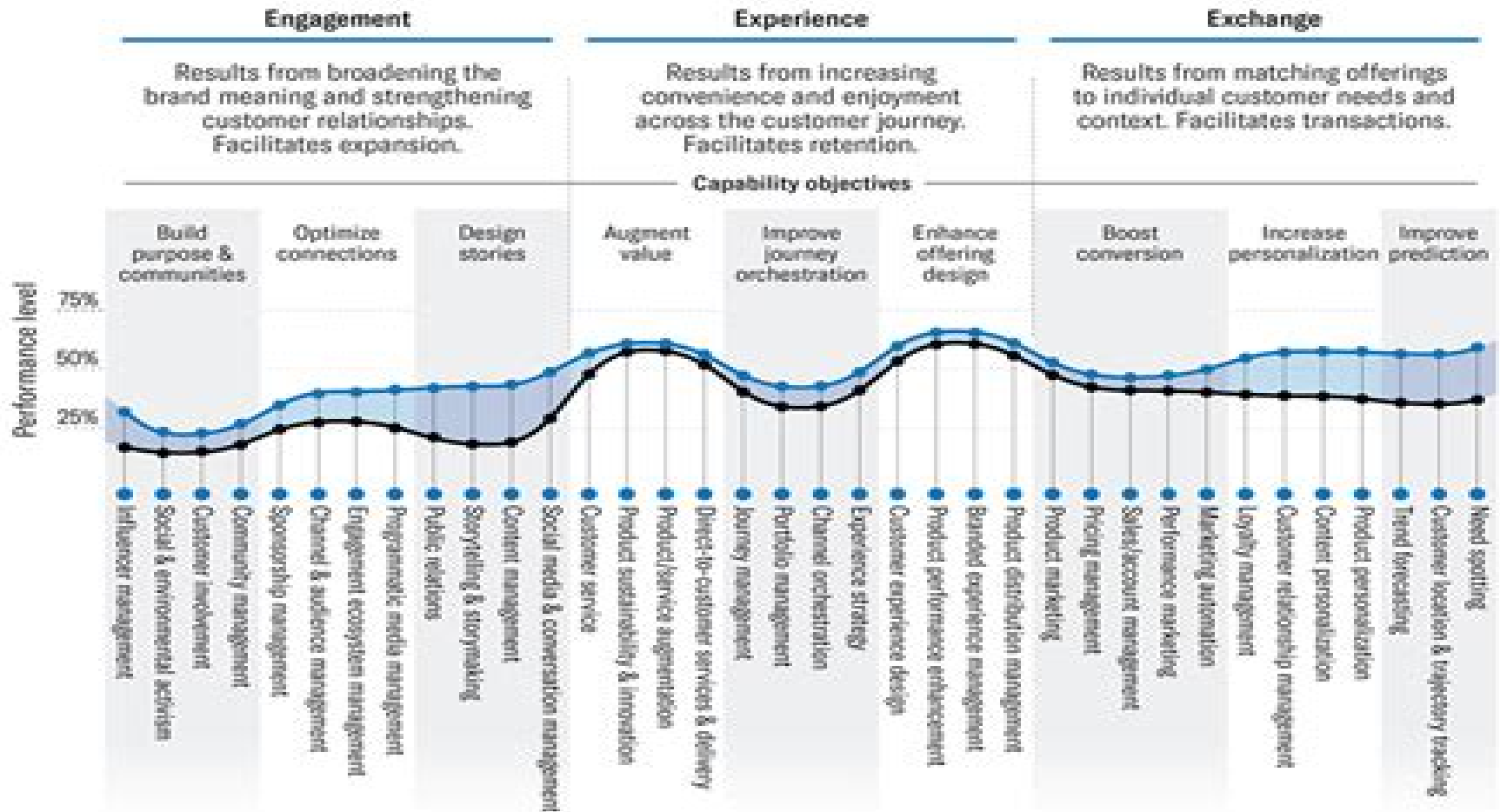


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Marketing creates customer value in three areas: engagement, experience, and exchange. Comparing the function's current capabilities within each area with those it will need to effectively compete in the future reveals gaps in preparedness. The analysis shown here exposes significant deficits in story design, personalization, and prediction capabilities.

Key:



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**Luis M. Camarinha-Matos, Hamideh
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