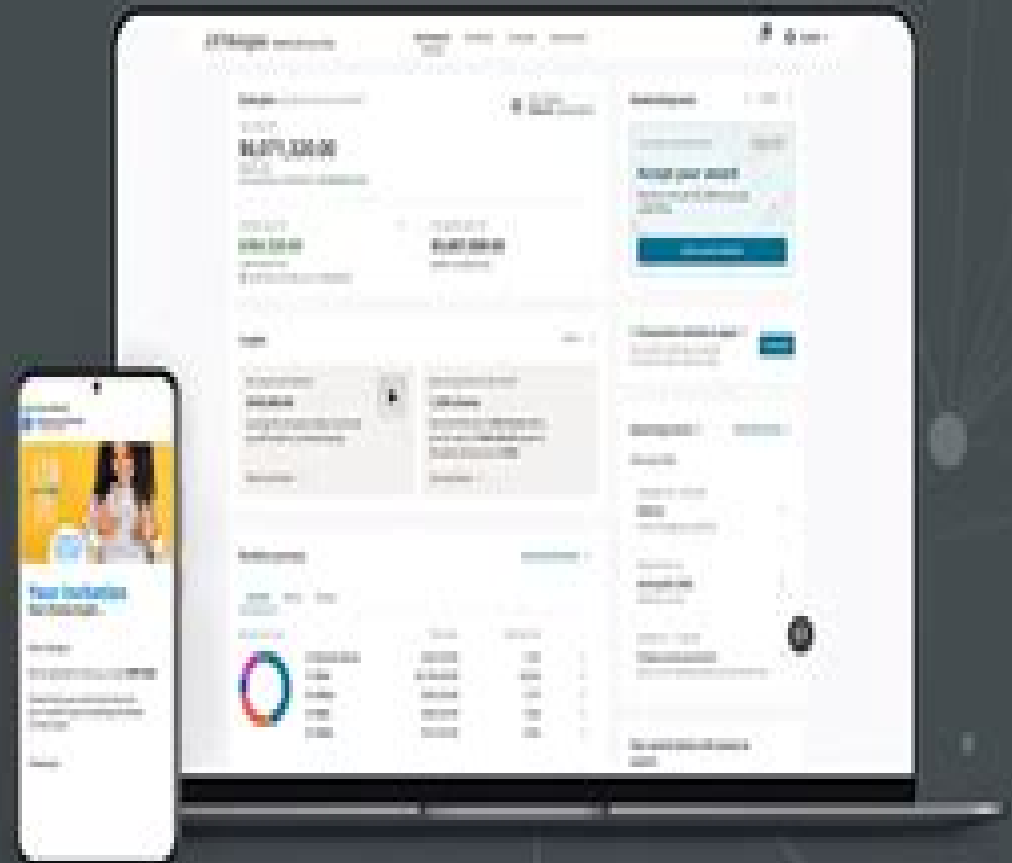


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Handbook of Research on Customer Equity in Marketing V. Kumar, Denish Shah, 2015-01-30 Customer equity has emerged as the most important metric to manage firm performance This Handbook covers a broad range of strategic and tactical issues related to defining measuring managing and implementing the customer equity metric for maximizin

Marketing of High-technology Products and Innovations Jakki J. Mohr, Sanjit Sengupta, Stanley F. Slater, 2010 This title provides a thorough overview of the issues high tech marketers must address and provides a balance between conceptual discussions and examples small and big business products and services and consumer and business to business marketing contexts

Customer Relationship Management Alexander Chernev, Customer relationship management comprises a set of activities for managing a company's interactions with its current and potential customers in a way that creates value for both the company and these customers The key aspects of customer relationship management managing customer loyalty building customer equity and designing a customer centric organization are the focus of this note The discussion of customer relationship management is complemented by an overview of the key customer management metrics and a discussion of models for calculating lifetime customer value This note is an excerpt Chapter 20 from Strategic Marketing Management Theory and Practice by Alexander Chernev Cerebellum Press 2019

RELATIONSHIP MARKETING BISWAS, SUPRIYA, 2014-08-14 The role of relationship marketing in the current business scenario has become significant as maintaining good relationships with various sections of society especially the customers is important for achieving organisational objectives The book encapsulates all the essential aspects of relationship marketing in an easy to understand manner It has been thoroughly revised and enlarged in the Second Edition and incorporates topics based on emerging concepts of marketing and technology including relationship parameter in brand identity service recovery paradox adversity quotient of relationship managers impact of social networking on customer relations as well as applications of cloud and mobile computing in the practice of relationship marketing Inclusion of new and contemporary case studies from industries Toyota logo Removing pain points How Coco Colas low cost solar cooler is helping Coke spread its wing in villages and Mobile computing in general insurance business provides a practical orientation to the text and help students to understand concepts of relationship marketing in the context of real world situation Apart from these case assignments have been developed on various dimensions of relationship marketing Intended as a textbook for the postgraduate students of management the book is equally useful for relationship managers executives and sales and marketing professionals

Profitable Hotel Guest Management: The Factors Involved in and the Importance of Following a Guest Relationship Approach in the Irish Luxury Hotel Sector Malte Kempen, 2012-07-02 Inhaltsangabe Introduction Most literature on marketing contains an exhaustive discussion on the topic of relationship marketing and this concept is now well understood by every marketer However valuing customer relationships is usually viewed more vaguely as being a general desirable and

virtuous factor Like many fields in marketing there has been a failure to justify adopting such an approach based also on its inherent financial control measures In this increasingly globalised marketplace the hospitality sector it can strike as odd that scholars and researchers have overlooked the differences in CRM handling that exist among different cultures The aim of this dissertation is to make a contribution to closing the gap between marketing and management perspectives in terms of customer profitability especially in the luxury hotel sector with regard to their international customer guest base The gap is to identify by the management and accounting which customers are profitable and to translate these insights into marketing activities Companies can control their customer relationships and make sophisticated decisions about which customer relationships should be finished and which are worth retaining a practice known as Customer Equity The objectives of this work include Identify how investment in customer retention create a Return on Investment Allocating marketing spending ratios for long term profitability Identify the methods that managers can use to create customer loyalty Explain the links between customer loyalty customer equity and relationship marketing Estimate the role of quality factors within service delivery and after sales service as above and how they affect customer retention Identify the effect of after sales service as above quality on customers expectations and its impact on customer satisfaction CRM outline is seen by some as an extended database containing useful information about customers that could be used to help extend sales while others see it as a tool specifically designed for use on a one to one basis with each of their customers Peppers and Rogers 1999 To implement CRM successfully the TQM HRM and IT management need to ensure organisational alignment Reinartz et al 2004 Building on this statement Buttle 2004 spells out that CRM needs to be established in three layers companywide factional and customer facing Inhaltsverzeichnis Table of Contents i able *Vertical Software Industry Evolution* Pasi Tyrväinen, Oleksiy Mazhelis, 2009-09-18 Seldom has any business been in such turmoil as the Communication Service Providers CSP business is today Telecom operators providing communication services constructed the infrastructure of the global information society with their trillion investments on various telecommunication technologies from broadband to mobile Their investments on software turned their technology specific in house procedures into modern layered OSS BSS This book analyzes the status and the future evolution of OSS BSS software industry from multiple viewpoints including technology diffusion vertical disintegration and evolution of a vertical software industry The analysis uses both commercial databases on software market transactions and interviews of operators in Europe and Far East using quantitative and qualitative methods This research complying academic standards aims at serving the practical business needs in the companies shaping the future of communications the CSPs and the software developers sometimes found in a single enterprise **Technical Highlights of the National Bureau of Standards** United States. National Bureau of Standards, 1971 Customer Relationship Management Roger J. Baran, Robert J. Galka, 2016-12-08 This book balances the behavioral and database aspects of customer relationship management providing students with a comprehensive introduction to an often overlooked but important aspect

of marketing strategy Baran and Galka deliver a book that helps students understand how an enhanced customer relationship strategy can differentiate an organization in a highly competitive marketplace This edition has several new features Updates that take into account the latest research and changes in organizational dynamics business to business relationships social media database management and technology advances that impact CRM New material on big data and the use of mobile technology An overhaul of the social networking chapter reflecting the true state of this dynamic aspect of customer relationship management today A broader discussion of the relationship between CRM and the marketing function as well as its implications for the organization as a whole Cutting edge examples and images to keep readers engaged and interested A complete typology of marketing strategies to be used in the CRM strategy cycle acquisition retention and win back of customers With chapter summaries key terms questions exercises and cases this book will truly appeal to upper level students of customer relationship management Online resources including PowerPoint slides an instructor s manual and test bank provide instructors with everything they need for a comprehensive course in customer relationship management

Marketing Management: Theory and Practice, 2nd Edition Alexander Chernev, 2025-09-15 Marketing Management Theory and Practice provides a systematic overview of the fundamentals of marketing theory defines the core principles of marketing management and presents a value based framework for developing viable market offerings This theory is grounded in the view of marketing as a value creation process essential to any business enterprise The discussion of marketing theory is complemented by practical tools that help managers apply the generalized frameworks to address specific business challenges and capture market opportunities The marketing theory outlined in this book applies to a broad range of companies startups and established enterprises consumer packaged goods companies and business to business firms high tech and low tech ventures online and brick and mortar businesses product manufacturers and value added service providers as well as nonprofit and profit driven organizations This book combines theoretical rigor with practical relevance to strengthen the marketing skills of a wide spectrum of business professionals from those creating new market offerings to those enhancing existing ones from entrepreneurs launching new ventures to managers in established corporations and from product managers to senior executives

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CUSTOMER RELATIONSHIP MANAGEMENT KAUSHIK MUKERJEE, 2007-07-25 This textbook on CRM a new approach to marketing is comprehensive and managerially very useful Its case studies with a mixture of Indian and non Indian cases are extremely interesting and will be fun for students to learn and for instructors to teach JAGDISH N SHETH Professor of Marketing Emory University This straightforward and easy to read text provides students of management and business studies with a thorough understanding of fundamental abilities and strategies that lead to the successful implementation of practice of CRM Customer Relationship Management regarded as the wonder solution to all the problems encountered by marketers To cope with the increasing intensity of competition necessitating a drive towards enhancement of customer satisfaction the book emphasizes the need for integration and coordination along the value chain to effectively and efficiently manage customers The book focuses on best practices in CRM and illustrates along the way through several interesting case studies how CRM has been used in various industries to build relationships with customers The book also provides a solid grounding in tools techniques and technologies used in CRM and explains in detail the power of eCRM to help companies make their vision of CRM a reality The text is intended for students of MBA PGDM Postgraduate Diploma in Management and PGPBA Postgraduate Programme in Business Administration Besides this book is a useful reference for managerial and marketing professionals **KEY FEATURES** Provides insight into contemporary developments in CRM Cites Indian as well as global examples Offers case studies on Indian and global companies to highlight the use of CRM

Marketing, Technology and Customer Commitment in the New Economy Harlan E. Spotts, 2014-11-03 This volume includes the full proceedings from the 2005 Academy of Marketing Science AMS Annual Conference held in Tampa Florida entitled Marketing Technology and Customer Commitment in the New Economy It includes papers aimed to create awareness of the issues trends and advances associated with current global marketing challenges Founded in 1971 the Academy of Marketing Science is an international organization dedicated to promoting timely explorations of phenomena related to the science of marketing in theory research and practice Among its services to members and the community at large the Academy offers conferences congresses and symposia that attract delegates from around the world Presentations from these events are published in this Proceedings series which offers a comprehensive archive of volumes reflecting the evolution of the field Volumes deliver cutting edge research and insights complimenting the Academy's flagship journals the Journal of the Academy of Marketing Science JAMS and AMS Review Volumes are edited by leading scholars and practitioners across a wide range of subject areas in marketing science

Supply Chain Management: Concepts, Methodologies, Tools, and

Applications Management Association, Information Resources, 2012-12-31 In order to keep up with the constant changes in technology business have adopted supply chain management to improve competitive strategies on a strategic and operational level Supply Chain Management Concepts Methodologies Tools and Applications is a reference collection which highlights the major concepts and issues in the application and advancement of supply chain management Including research from leading scholars this resource will be useful for academics students and practitioners interested in the continuous study of supply chain management and its influences

Customer Relationship Management, 2e Mallika Srivastava | Ankur Khare, Customer Relationship Management is no longer a function it is a philosophy In a world driven by experiences relationships are the true currency of business As organizations evolve so must their commitment to understanding engaging and growing with their customers Hence from conceptual frameworks to digital transformation this book will take the audiences on a journey through the strategic world of CRM

Managing Customer Relationships Don Peppers, Martha Rogers, 2004-04-28 In today's competitive marketplace customer relationship management is critical to a company's profitability and long term success To become more customer focused skilled managers IT professionals and marketing executives must understand how to build profitable relationships with each customer and to make managerial decisions every day designed to increase the value of a company by making managerial decisions that will grow the value of the customer base The goal is to build long term relationships with customers and generate increased customer loyalty and higher margins In Managing Customer Relationships Don Peppers and Martha Rogers credited with founding the customer relationship revolution in 1993 when they invented the term one to one marketing provide the definitive overview of what it takes to keep customers coming back for years to come Presenting a comprehensive framework for customer relationship management Managing Customer Relationships provides CEOs CFOs CIOs CMOs privacy officers human resources managers marketing executives sales teams distribution managers professors and students with a logical overview of the background the methodology and the particulars of managing customer relationships for competitive advantage Here renowned customer relationship management pioneers Peppers and Rogers incorporate many of the principles of individualized customer relationships that they are best known for including a complete overview of the background and history of the subject relationship theory IDIC Identify Differentiate Interact Customize methodology metrics data management customer management company organization channel issues and the store of the future One of the first books designed to develop an understanding of the pedagogy of managing customer relationships with an emphasis on customer strategies and building customer value Managing Customer Relationships features Pioneering theories and principles of individualized customer relationships An overview of relationship theory Contributions from such revolutionary leaders as Philip Kotler Esther Dyson Geoffrey Moore and Seth Godin Guidelines for identifying customers and differentiating them by value and need Tips for using the tools of interactivity and customization to build learning relationships Coverage of the importance of

privacy and customer feedback Advice for measuring the success of customer based initiatives The future and evolution of retailing An appendix that examines the qualities needed in a firm's customer relationship leaders and that provides fundamental tools for embarking on a career in managing customer relationships or helping a company use customer value as the basis for executive decisions The techniques in Managing Customer Relationships can help any company sharpen its competitive advantage *Valuation of Network Effects in Software Markets* Andreas Kemper, 2009-12-12 The customer base is an important value driver of software companies and a reliable prediction of its development is fundamental for investment decisions A particularity in software markets is that an individual's purchasing decision is often influenced by other users' choices Although such customer network effects are evident their quantitative assessment remain elusive with conventional approaches This book contributes to closing this gap by developing methods for measuring network effects and their implications for valuation in software markets Based on the theory of complex networks the book reveals that such diffusion processes highly depend on structural properties of customer networks Moreover it depicts that such insights are contributions to improve the quality of valuations in software markets But the implications of this research also comprise social and political aspects as they can be applied in order to prevent corporate failures in all network effect markets

Annual Report of the National Bureau of Standards United States. National Bureau of Standards, 1971

ECMLG2012-Proceedings of the 8th European Conference on Management, Leadership and Governance John Politis, 2012 Published by Academic Conferences and Publishing International Limited Edited by Professor John Politis Neapolis University Pafos Cyprus CD version of the proceedings of the 8th European Conference on Management Leadership and Governance ECMLG 2012 hosted by the Neapolis University on the 8-9 November 2012 567 pages **Customer Relationship Management** Francis Buttle, 2009 This title presents an holistic view of CRM arguing that its essence concerns basic business strategy developing and maintaining long term mutually beneficial relationships with strategically significant customers rather than the operational tools which achieve these aims

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