

Case Study In Customer Relationship Management

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A Case Study of Customer Relationship Management (CRM) John Murphy, 2013

Business Case Studies Charles Douglas Billet, 2007

Customer Relationship Management Systems Handbook Duane E. Sharp, 2002-07-19 This handbook provides a detailed description and analysis of the concepts, processes, and technologies used in the development and implementation of an effective customer relationship (CRM) strategy. It takes readers through the evolution of CRM- from its early beginning to today's sophisticated data warehouse-based systems. Illustrations enhance the textual presentation. Case studies provide insight and lessons-to-be-learned and describe the benefits of successful CRM implementations. The chapter on privacy issues covers the processes companies use to ensure the privacy of their customer data, the last chapter explores the benefits of a well-conceived CRM strategy.

Customer Relationship Management Francis Buttle, Stan Maklan, 2015-02-11 Customer Relationship Management Third Edition is a much-anticipated update of a bestselling textbook, including substantial revisions to bring its coverage up to date with the very latest in CRM practice. The book introduces the concept of CRM, explains its benefits, how and why it can be used, the technologies that are deployed, and how to implement it, providing you with a guide to every aspect of CRM in your business or your studies. Both theoretically sound and managerially relevant, the book draws on academic and independent research from a wide range of disciplines including IS, HR, project management, finance, strategy and more. Buttle and Maklan, clearly and without jargon, explain how CRM can be used throughout the customer life cycle stages of customer acquisition, retention and development. The book is illustrated liberally with screenshots from CRM software applications and case illustrations of CRM in practice. NEW TO THIS EDITION: Updated instructor support materials online Full colour interior Brand new international case illustrations from many industry settings Substantial revisions throughout, including new content on: Social media and social CRM Big data and unstructured data Recent advances in analytical CRM including next best action solutions Marketing, sales and service automation Customer self-service technologies Making the business case and realising the benefits of investment in CRM Ideal as a core textbook by students on CRM or related courses such as relationship marketing, database marketing or key account management, the book is also essential to industry professionals, managers involved in CRM programs and those pursuing professional qualifications or accreditation in marketing, sales or

service management.

Customer Relationship Management Simon Knox, Adrian Payne, Lynette Ryals, Stan Maklan, Joe Peppard, 2007-06-01
Customer Relationship Management presents a ground-breaking strategic framework for successful CRM policy. Built around Professor Payne's five key processes, the book demonstrates a systematic management progression that will guarantee the maximum impact and efficiency of a CRM programme. The book backs up these five processes - strategy development, value creation, channel and media integration, information management and performance assessment - with 16 best practice case studies which set the universal theory in a specific practical context. These feature a range of companies, including Orange, Britannia, Homebase, Canada Life, Sun Microsystems, Natwest, Sears, Roebuck & Co., Nortel Networks and Siemens. The book concludes with interviews from four thought leaders, offering a 'futures' vision forum for CRM. Customer Relationship Management is a vital instrument for anyone who needs to know how to develop and measure effective CRM within an organization. It includes overviews and key learning points preceding each case study, and a summary chapter to draw out the most salient lessons from CRM best practices. For practitioner or academic alike, this is essential reading.

Customer Relationship Management SCN Education, 2013-11-11 The rules change when the tools change Generating traffic to a website and catching the interest of the visitor, in order to make him buy a product or a service, is within everyone's reach today. Intensive research, try outs and the learning experience of E-Commerce pioneers have helped to uncover the marketing & sales possibilities of the Internet. But now that we have customers visiting our site, how do we keep them coming back? How to get a clear profile of each customer, so we can give him (or her!) the service he's looking for? And offer him other products he could also be interested in? To achieve this, companies are increasingly turning to Customer Relationship Management: the concentration of sales, marketing and service forces by integrating all dataflows into one data warehouse, thus blending internal processes with technology. The right way to market, sell and service customers requires a different CRM strategy for every company. Some organizations that reengineered their CRM processes are reporting revenue increases of up to 50%, whereas others have had obtained minimal gains or no improvement at all. The difference between the success or failure of a CRM project lies in the knowledge and ability that an organization brings to its efforts. This Hon Guide defines CRM from different points of view: sales, marketing, customer support and technology.

Collaborative Customer Relationship Management Alexander H. Kracklauer, D. Quinn Mills, Dirk Seifert, 2012-11-07
Driven by rapidly changing business environments and increasingly demanding consumers, many organizations are searching for new ways to achieve and retain a competitive advantage via customer intimacy and CRM. This book presents a new strategic framework that has been tested successfully with various global companies. New management concepts such as Collaborative Forecasting and Replenishment, CRM, Category Management, and Mass Customization are integrated into one

holistic approach. Experts from companies like McKinsey and Procter&Gamble, as well as authors from renowned academic institutions, offer valuable insights on how to redesign organizations for the future.

Strategic Customer Relationship Management in the Age of Social Media Khanlari, Amir, 2015-07-16 In today's society, organizations are looking to optimize potential social interactions and increase familiarity with customers by developing relationships with various stakeholders through social media platforms. Strategic Customer Relationship Management in the Age of Social Media provides a variety of strategies, applications, tools, and techniques for corporate success in social media in a coherent and conceptual framework. In this book, upper-level students, interdisciplinary researchers, academicians, professionals, practitioners, scientists, executive managers, and consultants of marketing and CRM in profit and non-profit organizations will find the resources necessary to adopt and implement social CRM strategies within their organizations. This publication provides an advanced and categorized variety of strategies, applications, and tools for successful Customer Relationship Management including, but not limited to, social CRM strategies and technologies, creation and management of customers' networks, customer dynamics, social media analytics, customer intelligence, word of mouth advertising, customer value models, and social media channel management.

Customer Relationship Management Subhasish Das, 2007 This book provides a perceptive on CRM that we believe has been lacking for some time i.e. how to use CRM and its implementation on ITES/BPO. This book gives an overview CRM its implementation on BPO/ITES and certainly helps the aspiring people who want to join the growing industry of ITES. It is not a theoretical treatise on CRM, nor is it an untested vision of futurists. Every chapter is based on the author's real world observation and experiences with companies. This book is eminently practical for ITES/BPO, ITES training centers.

Electronic Customer Relationship Management Jerry Fjermestad, Nicholas C Robertson Jr, 2015-05-15 This work offers a state-of-the art survey of information systems research on electronic customer relationship management (eCRM). It provides important new frameworks derived from current cases and applications in this emerging field. Each chapter takes a collaborative approach to eCRM that goes beyond the analytical and operational perspectives most often taken by researchers in the field. Chapters also stress integration with other enterprise information systems. The book is organized in four parts: Part I presents an overview of the role of CRM and eCRM in marketing and supply chain management; Part II focuses on the organizational success factors behind eCRM implementation; Part III presents cases of eCRM performance enhancement; and Part IV addresses eCRM issues in business-to-consumer commerce.

Customer Relationship Management Chaturvedi, 2006-03-30 About the Book: Customer Relationship Management CRM was born in the 1990s in the West. In the initial phases, the over enthusiastic businesses invested almost US\$ 400 billion. But, the very same businesses were disheartened very soon primarily because there were no * visible. And, there were no quick results mainly because 80 per cent of the investments were made in technology. 'CRM' meant 'technology' to

them then; 'CRM' means 'technology' to them even today. However, no business need bother so long as it is ready to go by the 'human' aspect of CRM, and take technology only as a facilitator. This book is an attempt to present this 'human' side of CRM. The authors' belief is that, in the long-term, CRM can be successful only due to its 'human' face. The book is arranged in three Parts. Part I, Customer Relationship Management, contains the academic inputs titled as Customer is King, Customer Managed Relationships MINI-Marketing, Types of CRM, Building Blocks of CRM & CRM Strategies, Customer Relationship Management by Indian Firms, Customer Retention Strategies, HRM in CRM, and Implementing a Technology-based CRM Solution. Part II, Call Centre Management, covers the areas concerning the working of a call centre titled as The Call Centre, Call Centre Functionality, Team Building, Customer Relationship Management, Web-based Customer Support, and Contact Centre Glossary. Part III, Cases, gives a first-hand idea of the working of CRM in the more peculiar contexts, like public sector undertakings through five well documented cases. Contents Part I: Customer Relationship Management, Customer is King, Customer Managed Relationships-Mini-Marketing, Types of CRM, Building Blocks of CRM & CRM Strategy, Customer Relationship Management by Indian Firms, Customer Retention Strategies, HRM in CRM, Implementing a Technology-based CRM Solution, Future Trends in CRM Part II: Call Centre Management, The Call Centre, Call Centre Functionality, Team Building, Customer Relatio

Customer Relationship Management V. Kumar, Werner Reinartz, 2012-04-30 Customer relationship management (CRM) as a strategy and as a technology has gone through an amazing evolutionary journey. The initial technological approach was followed by many disappointing initiatives only to see the maturing of the underlying concepts and applications in recent years. Today, CRM represents a strategy, a set of tactics, and a technology that have become indispensable in the modern economy. This book presents an extensive treatment of the strategic and tactical aspects of customer relationship management as we know it today. It stresses developing an understanding of economic customer value as the guiding concept for marketing decisions. The goal of the book is to serve as a comprehensive and up-to-date learning companion for advanced undergraduate students, master's degree students, and executives who want a detailed and conceptually sound insight into the field of CRM.

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Customer Relationship Management Rajendra Kumar Sugandhi,2003 Customer Relationship Management (Crm) Has Become A Vital Tool In Retaining Customers And Consolidating An Organisation S Market Share. This Book Presents A Clear And Succinct Exposition Of The Concepts And Strategies Involved In Crm. The Exposition Is Suitably Illustrated With A Variety Of Case Studies From Both Consumer And Core Sectors. The Book Focuses On The Key Components Of Crm - Consumer Behaviour -Customer Satisfaction And Loyalty -Responsive Response -Service And Complaints Management And Discusses Them In Considerable Detail. Measurement Techniques And Various Methods Of Analysing Customer Responses Are Also Suitably Discussed. The Training And Re-Orientation Of Human Resources For Effective Crm Are Highlighted. With Its Incisive Exposition And Vivid Cases, This Book Would Be Extremely Useful For Business And Marketing Management Executives And Students.

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Customer Relationship Management Samit Chakravorti,2023-02-23 Customer Relationship Management: A Global Approach provides a uniquely global, holistic, strategic and tactical grounding in managing customer and other stakeholder experiences and relationships across the value chain, cultures and countries. Reflecting the global structures of companies operating today, the author draws on his research knowledge alongside industry and teaching experience to connect

Customer Relationship Management (CRM) core concepts, processes and strategies with international business opportunities and challenges, including globalization and cross-cultural marketing. Emphasis is placed on the need for developing cross-cultural skills and cultural intelligence for identifying and fulfilling cross country CRM opportunities, through analytical, strategic, operational and social CRM projects. Written in an accessible style throughout, the eleven chapters provide ample depth to support a full course related to CRM, spanning: · CRM foundations · planning and implementation · managing stakeholder relationships · improving global CRM implementation Wide-ranging case studies include: Royal Bank of Scotland, the Nike hijab, Instagram, HubSpot and the pharmaceutical industry in India. The text will appeal to advanced undergraduate and graduate students studying CRM, Relationship Marketing and International Marketing, as well as CRM and marketing practitioners. Samit Chakravorti is an Associate Professor of Marketing at Western Illinois University in the United States.

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CUSTOMER RELATIONSHIP MANAGEMENT ALOK KUMAR RAI, 2012-12-05 This thoroughly revised and enlarged edition brings to light the latest developments taking place in the area of Customer Relationship Management (CRM), and focuses on current CRM practices of various service industries. This edition is organised into five parts containing 19 chapters. Part I focuses on making the readers aware of the conceptual and literary developments, and also on the strategic implementation of the concepts. Part II discusses the research aspects of CRM. Part III deals with the applications of information technologies in CRM. Part IV provides the various newer and emerging concepts in CRM. Finally, Part V analyses the CRM applications in various sectors, industries and companies. Primarily intended as a textbook for the students of Management, the book would prove to be an invaluable asset for professionals in service industries. New to This Edition Includes five new chapters, namely Research Techniques and Methods in Customer Relationship Management; Customer Satisfaction; Customer Loyalty; Service Quality; and Service Recovery Management, along with several additions of new text and revisions of the existing text. Provides latest advancements in CRM to keep the students abreast of these developments. Gives as many as 16 Case Studies with critical analysis of different industries to help the readers understand the subject.

Covers a number of illustrations to elucidate the concepts discussed. Gives Project Assignment in each chapter.

Customer Relationship Management and Customer Service Adele Berndt, Annekie Brink, 2004 Customer relations management (CRM) is about maintaining long-term customer relationships. This book looks at creating and managing customer relationships and how relationship marketing, applied throughout any organisation, can create new value to build the organisation for the long term. In order to achieve CRM, companies need to focus on customer retention, a high customer commitment and a long-term perspective. The book examines the changes in the practice of marketing and the solutions offered by relationship marketing. It also analyses the profound impact of technology and how it enables the business to focus on individual customers.

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