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Relationship Management in the Digital Age G. Shainesh, Jagdish N. Sheth, Varsha Jain, 2025-06-12 Customer Relationship Management in the Digital Age charts the concepts strategies benefits and technologies of CRM in an evolving and increasingly digital business landscape It empowers readers with the skills to use CRM to forge enduring customer connections optimize experiences and drive loyalty across diverse industries and markets Building upon existing literature this guide offers a holistic approach that bridges theory and practice making complex CRM concepts accessible to a wide audience It integrates the latest technological advances market trends and customer centric initiatives providing a comprehensive view of CRM's role in an increasingly customer driven era Pedagogical features include case studies practical strategies and real world examples as well as chapter summaries and discussion questions to guide the reader through the key learning points of each chapter This helpful book enables readers to navigate the complexities of CRM implementation and customer centric approaches and tailor strategies for B2B and B2C markets It is particularly suitable for advanced undergraduate and postgraduate students of CRM Sales Management Relationship Marketing and Customer Experience Management as well as reflective practitioners Online instructor resources include a course manual test bank and PowerPoint slides **Handbook of Relationship Marketing** Jagdish N Sheth, Atul Parvatiyar, 2000 As businesses

increasingly stress the importance of cooperation and collaboration with suppliers and customers relationship marketing is emerging as the core of all marketing activity In recent years there has been an explosive growth in business and academic interest in relationship marketing yet no comprehensive book has been available to present key concepts theories and applications The editors of this volume have assembled an authoritative and global cast of chapter contributors and crafted a volume that will become the seminal founding work in this growing field Their approach is eclectic including a broad coverage of topics diverse theoretical and conceptual paradigms and global viewpoints **Customer Relationship**

Management in Electronic Markets Gopalkrishnan R Iyer, David Bejou, 2014-02-04 Discover an important tool in the development of new marketing strategies for satisfying online customers Edited by two experts in the fields of business and marketing Customer Relationship Management in Electronic Markets is designed to help you build Internet relationships that lead to customer retention and long term loyalty With this book you will be able to offer customers the benefits they seek in the virtual marketplace and serve their best interests Examining Web sites e mail data mining and other technology this

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Performance of Telecom Companies, with special Reference to Bharti Airtel Ltd. Dr. Jyoti Rameshrao Kote,

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 *A Reader in Marketing Communications* Philip Kitchen, Patrick de Pelsmacker, Lynne Eagle, Don E.

Schultz, 2020-08-26 Combining seminal papers on marketing communications with incisive commentary and overviews from the editors case studies and student question and answer sections this text provides a uniquely global perspective on this topical subject It can be used as a supplement to textbooks on marketing communications or as an excellent stand alone text to give greater instruction and insight into key elements of the twenty first century promotional mix Providing a one stop

reference for all those studying marketing communications this reader tackles the subject from an international perspective Each chapter is introduced by one of the four editors each editor being from a different core geographic area the USA the Pacific Rim mainland Europe and the UK At the end of each paper questions are posed to test the student readers Academically rigorous this essential book contributed to by recognized experts will be a valuable reference for undergraduates and graduates of marketing communications business and management

Consumer Behaviour And Branding: Concepts, Readings And Cases-The Indian Context S. Ramesh Kumar, 2009-09 India is one of the emerging markets that pose a unique set of challenges to marketers The importance of the context and the usefulness of concepts in the Indian context is the core proposition of the book The diversity of a mix of factors such as cultural aspects lifestyles demographics and unbranded offerings make consumer behaviour a fascinating study This book focuses on the behavioural principles of marketing and its application to branding in the Indian context Consumer behaviour concepts associated with branding A combination of recent and traditional examples reflecting the application of behavioural concepts Touch of reality boxes to indicate context based examples Caselets and cases drawn from real life situations Research findings associated with the Indian context Topical issues in consumer behaviour like cultural aspects digital marketing and experiential branding

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