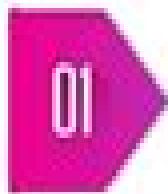


Metrics for measuring success



Revenue



Active users



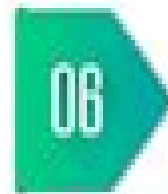
Engagement



Churn



Customer satisfaction



Net Promoter Score



Employee satisfaction



Financial metrics



Investor satisfaction



Media coverage



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Alan Wilson, Valarie Zeithaml, Mary Jo Bitner, Dwayne Gremler



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EBOOK: Services Marketing: Integrating Customer Focus Across the Firm Alan Wilson, Valarie Zeithaml, Mary Jo Bitner, Dwayne Gremler, 2016-01-16 European economies are now dominated by services and virtually all companies view service as critical to retaining their customers today and in the future In its third European edition Services Marketing Integrating Customer Focus across the Firm provides full coverage of the foundations of services marketing placing the distinctive gaps model at the center of this approach Drawing on the most recent research and using up to date and topical examples the book focuses on the development of customer relationships through quality service outlining the core concepts and theories in services marketing today New and updated material in this new edition include New content on the role of digital marketing and social media has been added throughout to reflect the latest developments in this dynamic field Increased coverage of Service dominant logic regarding the creation of value and the understanding of customer relationships New examples and case studies added from global and innovative companies including AirBnB IKEA Disneyland Scandinavia Airlines and Skyscanner

ACCA Options P5 Advanced Performance Management Study Text 2014 BPP Learning Media, 2014-06-01 The examining team reviewed P5 Study Text covers all the relevant ACCA P5 syllabus topics It explores the principles of performance management and how they can be applied in a range of different organisations Detailed case studies about how performance management issues are addressed in the real world will help build your understanding and reinforce learning

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