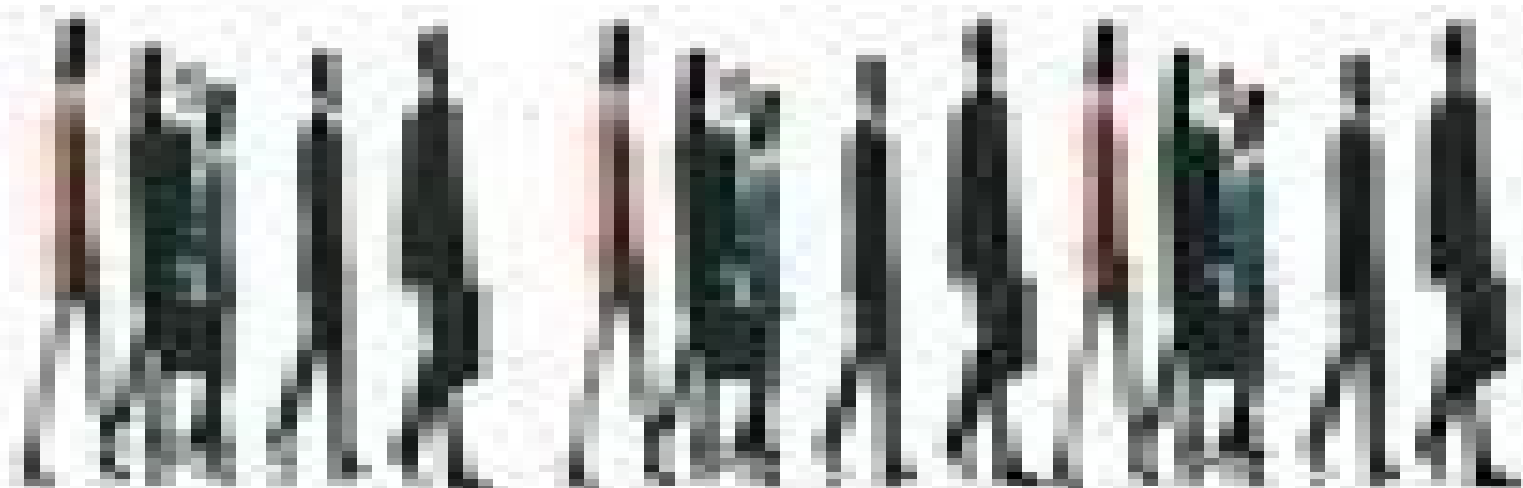


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Managing Customer Experience and Relationships Don Peppers, Martha Rogers, 2022-04-26 Every business on the planet is trying to maximize the value created by its customers. Learn how to do it step by step in this newly revised Fourth Edition of *Managing Customer Experience and Relationships: A Strategic Framework*. Written by Don Peppers and Martha Rogers. PhD recognized for decades as two of the world's leading experts on customer experience issues, the book combines theory, case studies and strategic analyses to guide a company on its own quest to position its customers at the very center of its business model and to treat different customers differently. This latest edition adds new material including: How to manage the mass customization principles that drive digital interactions. How to understand and manage data driven marketing analytics issues without having to do the math. How to implement and monitor customer success management, the new discipline that has arisen alongside software as a service businesses. How to deal with the increasing threat to privacy, autonomy and competition posed by the big tech companies like Facebook, Amazon and Google. Teaching slide decks to accompany the book. Author written test banks for all chapters. A complete glossary for the field and full indexing. Ideal not just for students but for managers, executives and other business leaders. *Managing Customer Experience and Relationships* should prove an indispensable resource for marketing, sales or customer service professionals in both the B2C and B2B world.

Creating Value for Leaders Gautam Mahajan, 2023-06-08 Creating value is the foundation of all business. It's what sets you apart from your competition, secures long term customers and brings distinct meaning to your brand and your stakeholders. Without creating value for your business, your unique offering will be seen as just another commodity in the eyes of your target market. Creating value is in every business leader's vocabulary and uppermost in their overall strategy. In fact, creating value is the purpose of a company according to the Business Roundtable and the World Economic Forum. That is another key reason why more people want to understand and utilise value creation for their benefit and the good of their stakeholders. Many companies and leaders seek to create value but do not know how to. As a result, they create and destroy value unconsciously. This book shows you how to create value consciously. To create long term value, organizations need to put in place the mindset, capabilities and relationships that enable them to meet the needs of their customers and stakeholders. This book makes value creation understood and used by executives and leaders more effectively. The book describes value

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Maximizing Project Value Jeff Berman,2007 The concept of focusing more on the concept of value is the hot topic right now in PMI and other project management organizations and books on the subject have sold very well Berman has an active speaking schedule and is a prominent expert in the field

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