

SECOND TO NONE

6

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Customer
Value

Ian Brooks

Second To None Six Strategies For Creating Superior Customer Value

Ian Brooks



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tools and templates this book will enable you to create a compelling answer to your customers most fundamental question Why should I buy from you instead of your competitors What makes you different The first half of the book provides an in depth analysis of the concepts and principles that underlie the practice of differentiation including the meaning of competitive advantage competitive strategy and customer perceived value The second half of the book explains how to create a differentiation strategy by identifying the target of your strategy using customer research and creative problem solving to design a unique offering devising a value proposition that emphasizes a key benefit and the reasons to believe you will deliver the benefit and designing the activity system that will implement your differentiation strategy Business leaders in companies large and small business students and leaders in government higher education and the non profit sector will gain a deep understanding of all that goes into creating a successful difficult to copy differentiation strategy *Strategic Customer Management* Adrian Payne, Pennie Frow, 2013-03-28 Relationship marketing and customer relationship management CRM can be jointly utilised to provide a clear roadmap to excellence in customer management this is the first textbook to demonstrate how it can be done Written by two acclaimed experts in the field it shows how an holistic approach to managing relationships with customers and other key stakeholders leads to increased shareholder value Taking a practical step by step approach the authors explain the principles of relationship marketing apply them to the development of a CRM strategy and discuss key implementation issues Its up to date coverage includes the latest developments in digital marketing and the use of social media Topical examples and case studies from around the world connect theory with global practice making this an ideal text for both students and practitioners keen to keep abreast of changes in this fast moving field

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