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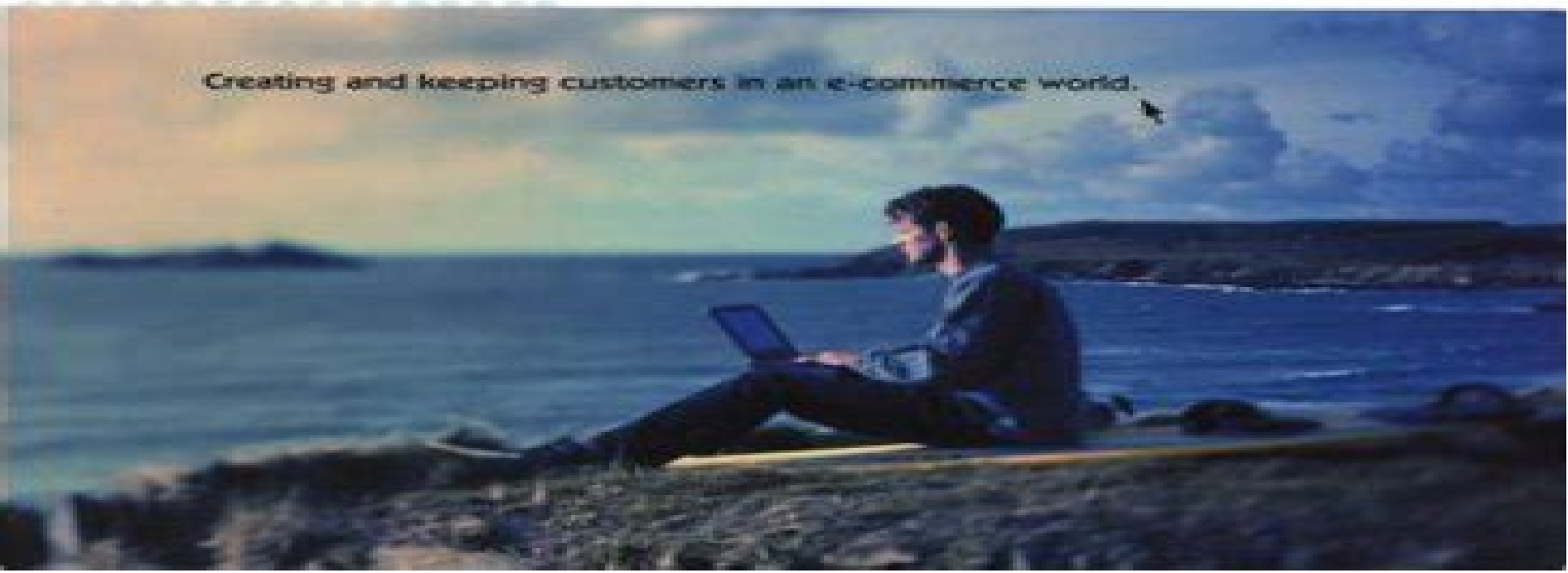
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Essentials of Marketing with Infotrac College Edition Charles W. Lamb, Jr., Joseph F. Hair, Jr., Carl McDaniel, 2000-04-12 This concise essentials version of the popular Lamb Hair McDaniel Marketing text provides comprehensive current coverage of key marketing topics and issues in a shorter length It is ideal for those who wish to incorporate outside projects or readings into the principles of marketing course Essentials of Marketing similar to its parent text features in depth coverage of marketing hot topics an online Internet marketing chapter a full set of ancillaries a slick design and a lively writing style

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anschaulich erläutert Die begleitende Website enthält eine Lektoreliste sowie Adressen für weiterführende Informationen

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Embodiment of Disobedience Andrea Elizabeth Shaw, 2006-07-27 Despite the West's privileging of slenderness as an aesthetic ideal the African Diaspora has historically displayed a resistance to the Western European and North American indulgence in fat anxiety The Embodiment of Disobedience explores the ways in which the African Diaspora has rejected the West's efforts to impose imperatives of slenderness and mass market fat anxiety Author Andrea Shaw explores the origins and contradictions of this phenomenon especially the cultural deviations in beauty criteria and the related social and cultural practices Unique in its examination of how both fatness and blackness interact on literary cultural planes this book also offers a diasporic scope that develops previously unexamined connections among female representations throughout the African Diaspora **Aquaculture Marketing Handbook** Carole R. Engle, Kwamena K. Quagraine, 2008-02-28 Markets

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of The Atlantic Monthly *Loyalty Management in the Airline Industry* Ben Beiske, 2002-05-29 Inhaltsangabe Abstract This report will demonstrate the importance of Loyalty Management in the competitive environment of the airline industry and will show that a successful approach to Loyalty Management consists of three different interlinked aspects These three pillars are Customer Service Frequent Flyer Programs and Complaint Management their interdependence will be analysed in depth with special attention given to the perceived importance of Frequent Flyer Programs Findings from a detailed literature review and a survey show that customers do indeed perceive these issues as vital with regards to their loyalty towards a particular airline It was found that Customer Service can be regarded as the foundation for Loyalty Management it can help an airline to gain competitive advantage by setting it apart from its competitors Frequent Flyer Programs if implemented and run properly can provide the customer with added value As such they compliment Customer Service and can help to increase overall loyalty Additionally Complaint Management was found to be gaining importance among airlines The number of complaints was shown to be rising gradually stressing the growing significance of efficient Complaint Management and its strong after effect on customer loyalty Inhaltsverzeichnis Table of Contents 1 INTRODUCTION6 1 1 AIM AND OBJECTIVES OF THE REPORT7 1 2 TERMINOLOGY9 1 3 BACKGROUND INFORMATION LOYALTY MANAGEMENT9 1 3 1 DEFINITIONS9 1 3 2 TRADITIONAL MARKETING AND LOYALTY MANAGEMENT10 1 3 3 IMPORTANCE OF LOYALTY MANAGEMENT12 1 4 CHARACTERISTICS OF THE AIRLINE MARKET13 1 4 1 AIRLINE INDUSTRY ANALYSIS STEEPLE13 1 4 1 1 Social13 1 4 1 2 Technological14 1 4 1 3 Economical14 1 4 1 4 Environmental14 1 4 1 5 Political15 1 4 1 6 Legal15 1 4 1 7 Ethical15 1 4 2 CONSOLIDATION IN PRACTICE BRITISH AIRWAYS16 1 4 2 1 British Airways and KLM16 1 4 2 2 British Airways and American Airlines18 1 4 3 THE CURRENT AIRLINE SITUATION19 2 LITERATURE REVIEW22 2 1 CUSTOMER SERVICE22 2 1 1 BACKGROUND INFORMATION23 2 1 1 1 Singapore Airlines23 2 1 2 REVELATION OF DISSATISFACTION24 2 1 3 EMPLOYEES25 2 1 4 COMMUNICATION25 2 1 5 THE CUSTOMER26 2 1 5 1 Customer Requirements26 2 1 6 SERVICE QUALITY27 2 1 6 1 Quality and Retaining Customers28 2 1 7 ORIENTATION OF COMPANY29 2 1 8 CONCLUSION CUSTOMER SERVICE29 2 2 FREQUENT FLYER PROGRAMS31 2 2 1 BACKGROUND INFORMATION31 2 2 1 1 Statistics Frequent Flyer Programs32 2 2 2 CRITICAL SUCCESS FACTORS *Personal Selling* M. C. Cant, C. H. van Heerden, 2005-09 Outlining 10 steps in the personal selling process from prospecting for new business to closing a deal this guide explains the art of the sale The importance of listening to customers clarifying the difference between selling a product and a service and emphasizing the importance of business ethics are revealed Descriptions of the options available to those seeking a career in sales are included as is an exploration of the impact of the sales profession on the economy and a reminder that all jobs require some amount of selling

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