Record Nr. UNINA9910298469203321 Autore Garding Stefan Titolo Complaint Management and Channel Choice: An Analysis of Customer Perceptions / / by Stefan Garding, Andrea Bruns Pubbl/distr/stampa Cham: .: Springer International Publishing: .: Imprint: Springer. . 2015 **ISBN** 3-319-18179-3 Edizione [1st ed. 2015.] Descrizione fisica 1 online resource (113 p.) Collana SpringerBriefs in Business, , 2191-5482 Disciplina 381.33 Soggetti Customer relations—Management Sales management Service industries **Customer Relationship Management** Sales/Distribution Services Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references at the end of each chapters and index. Nota di contenuto Organisational Complaint Management -- Moving Towards Successful Complaint Management -- Conceptualising Customer Expectations with Complaint Channels -- Analysis of Customers' Complaint Channel Choice and Complaint Behaviour -- Conclusions for Organisational Complaint Management and Future Research. Sommario/riassunto This book investigates customer perceptions and expectations of complaint channels. In addition to the conventional channels, the adequacy of online social networks as new complaint channel is analysed. The managerial recommendations to improve customer satisfaction are based on a survey and reveal critical determinants of customer channel choice and their expectation and perception of each

complaint channel.