Record Nr. UNINA9910462205603321 Autore Weinstein Art Titolo Superior customer value: strategies for winning and retaining customers / / Art Weinstein Boca Raton, Fla.:,: CRC Press,, 2012 Pubbl/distr/stampa **ISBN** 0-429-24863-6 1-4398-9840-5 1-4398-6129-3 Edizione [Third edition.] Descrizione fisica 1 online resource (313 p.) Disciplina 658.8/12 Customer services - Management Soggetti Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di contenuto Front Cover; Contents; Preface; Acknowledgments; About the Author; Chapter 1: Customers Want Exceptional Value!: Chapter 2: Be Customer Driven and Market Driving; Chapter 3: Process Management-Best Practices; Chapter 4: Building a Winning Business Model and Value Proposition: Chapter 5: Service and Quality-The Core Offering: Chapter 6: Price and Image-The Communicators: Chapter 7: E-Commerce-Opportunities in Marketspace: Chapter 8: Integrated Marketing Communications and Social Media; Chapter 9: Creating Value through Relationship Marketing: Chapter 10: Customer Loyalty and Retention Chapter 11: Customer Value MetricsNotes; Appendix: Analyzing Business Situations-The Customer-Value Funnel Approach; Back Cover Customer Value-The Building BlocksCustomers Want Exceptional Value! Sommario/riassunto Be Customer Driven and Market DrivingProcess Management-Best PracticesDesigning a Successful Customer StrategyBuilding a Winning Business Model and Value PropositionService and Quality-The Core OfferingPrice and Image-The CommunicatorsExcelling in the Marketspacee-Commerce-Opportunities in MarketspaceIntegrated Marketing Communications and Social MediaRetaining Customers-Analysis and StrategyCreating Value through Relationship

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