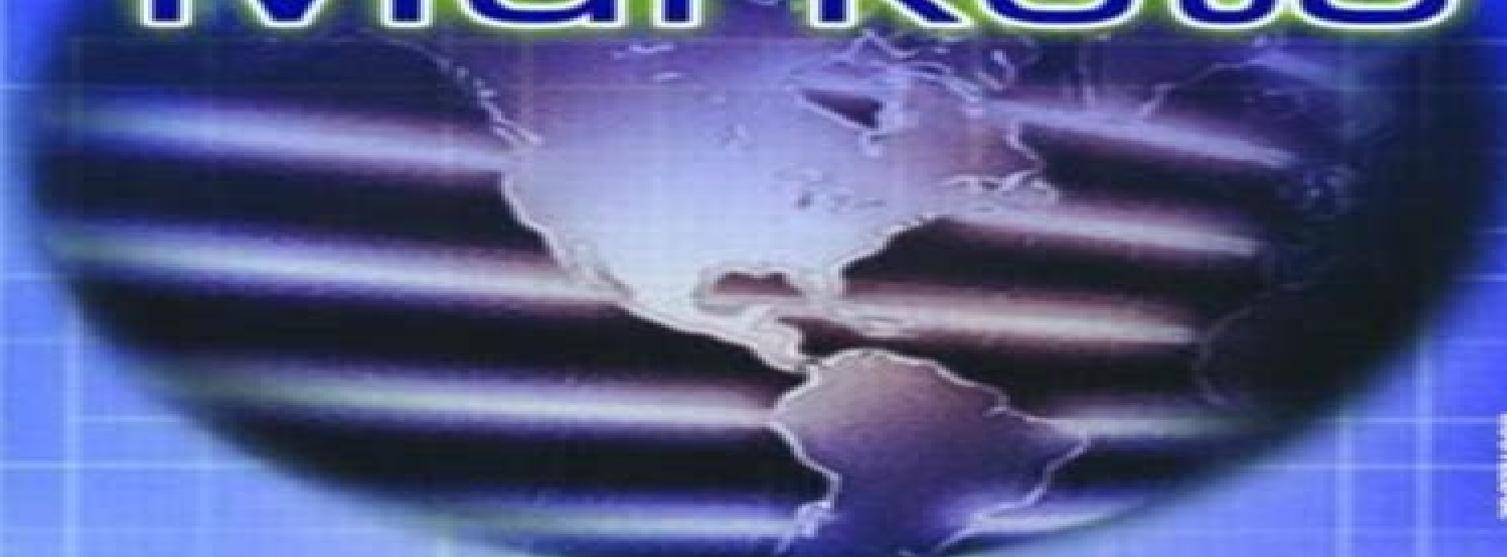


Customer Relationship Management in

Electronic Markets



Gopalkrishnan R. Iyer, PhD - David Bejou, PhD
Editors

Customer Relationship Management In Electronic Markets

Natalie Bluschke



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Customer Relationship Management in Electronic Markets Gopalkrishnan R Iyer, David Bejou, 2014-02-04 Discover an important tool in the development of new marketing strategies for satisfying online customers Edited by two experts in the fields of business and marketing Customer Relationship Management in Electronic Markets is designed to help you build Internet relationships that lead to customer retention and long term loyalty With this book you will be able to offer customers the benefits they seek in the virtual marketplace and serve their best interests Examining Web sites e mail data mining and other technology this valuable tool can help you attract and keep the customers who will be the most profitable for your business Despite many predictions that electronic marketing would create high profits for lower costs many businesses have been discouraged by low yields due to ineffectual methods of obtaining and maintaining customers Customer Relationship Management in Electronic Markets provides multiple frameworks strategies and techniques around which to organize your company s electronic marketing plans It shows you how to calculate trends predict customer loss and gain and prevent dissolution through analysis of the customer s ever changing needs This volume also utilizes examples of real successful companies that have used the Internet to the fullest extent like Staples Dell and Amazon com Customer Relationship Management in Electronic Markets is an excellent resource for individuals engaged in any aspect of business relationships from customer service managers consultants and corporate trainers in marketing to owners of major corporations online businesses and entrepreneurs and students in the field Specifically you will gain information on the following business to business B2B and business to customer B2C exchanges similarities differences and how the Internet has changed these relationships the prospects of the Internet for marketing and customer relationships predictions positive effects and negative effects from its inception to today how to develop and maintain a loyal customer base via the Internet improving B2B exchanges and business buyer relationship management through seamless Internet integration how to create a Web site that satisfies loyal customers and draws in new customers Featuring several charts tables and graphs this guide provides effective measures that you can institute to ensure your company s longevity Customer Relationship Management in Electronic Markets will help you create marketing strategies that will successfully meet the needs of your customers and enhance your business reputation

Electronic Customer Relationship Management Jerry Fjermestad, Nicholas C. Romano, 2006 Sustainable strategic management refers to strategic management processes that seek competitive advantages consistent with a core value for environmental sustainability This volume has been designed as a supplement to traditional texts in graduate and undergraduate strategic management courses

Customer Relationship Management Andreas Muther, 2012-12-06 New information technologies above all tools in the area of the Internet enable new forms of collaboration between supplier and customer With ever increasing competition represented by concepts like globalization deregulation buyers market companies can secure competitive advantages through targeted use of information technology

in the supplier customer relationship To realize existing and future potential current information technology developments must be addressed This book is about Customer Relationship Management CRM The first version of the book was written for the German market however since the term CRM was not yet established in Europe I called my book Electronic Customer Care Electronic Customer Care has since generated an entirely new market that has become known under the term Customer Relationship Management Suppliers such as Siebel E piphany Clarify and many others strive for market share in this strongly growing segment This book structures the topic Customer Relationship Management and provides project leaders and consultants with a practical aid in a realistic approach to Customer Relationship Management projects Thus it helps to differentiate between hype and reality and to apply CRM on a realistic level I would like to thank Dieter Rapp for his support in translating my German best seller to English I'd also like to extend my appreciation to my partner Michelle de Rozario who was instrumental in proof reading this book and who was a great support during the difficult time of editing

Strategic Management of E-Business Stephen Chen,2001-08 Stephen Chen's textbook helps students develop the knowledge and skills required take part in the formulation and implementation of strategies for businesses competing in electronic markets **IBM Framework for E-business** I B M,2001 **Introduction to Electronic Commerce** Efraim Turban,David R. King,Judy Lang,2009 Written by experienced authors who share academic as well as real world practices this text features exceptionally comprehensive yet manageable coverage of a broad spectrum of E commerce essentials from a global point of view The new edition pays special attention to the most recent developments in online behavior in our business academic and personal lives Introduction to E Commerce and E Marketplaces Internet Consumer Retailing Business to Business E Commerce Other EC Models and Applications EC Support Services EC Strategy and Implementation Application Development Perfect for anyone looking for a brief or supplemental text on EC Ideal for busy executives

Electronic Commerce for Transition Economies in the Digital Age United Nations. Economic Commission for Europe. Committee for Trade, Industry, and Enterprise Development,European Electronic Messaging Association,2000 The objectives of the Forum were to promote the development of the Internet and electronic commerce in transition economies as well as review the existing infrastructure and identify the needs for capacity building **Factors Influencing Consumers' Intention to Purchase Clothing Online** Natalie Bluschke,2011-04-05 Master's Thesis from the year 2011 in the subject Business economics Offline Marketing and Online Marketing grade 1 0 Thames Valley University London language English abstract This dissertation is a study in the area of e commerce The aim of this study was to examine the adoption of online shopping and online shopping for clothing in particular and factors influencing the intention to purchase clothing online A quantitative research method was used and a questionnaire designed on the website www.surveymonkey.com and then distributed by sending out the link leading to the survey via facebook and emails 94 useful questionnaires were gathered from female and male UK students SPSS 17 was used to analyse the collected data by conducting chi square tests and

Spearman's rho correlation tests to examine the relation between different variables. The constructs of the technology acceptance model (TAM) were used as a framework and basis for this research and were extended by further constructs. Therefore, the impact of perceived usefulness, perceived ease of use, prior online shopping experience, perceived risk, and product involvement on the intention to purchase clothing online was analysed. Perceived usefulness, perceived ease of use, and prior online shopping experience had positive effects on the intention to purchase clothing online. Perceived risk had a negative effect on the intention to purchase clothing online. These findings supported the hypotheses. Other than hypothesised, clothing product involvement did not have a significant positive effect on the intention to purchase clothing online.

E-business M. Papazoglou, Pieter Ribbers, 2006. Two significant factors combine to drive the phenomenon of e-Business: Competition constantly motivates companies in their marketplaces while rapidly developing information technologies offer new opportunities and challenges. For Mike Papazoglou and Pieter Ribbers, both business and technology are integral to e-Business. They demonstrate here how a solid understanding of business organization, management, and technology is crucial to an understanding of what e-Business is today and how it is going to be shaped in the future. e-Business: Organisational and Technical Foundations focuses on the development of e-Business between and within enterprises. In particular, it addresses how enterprises collaborate, what coordination mechanisms are necessary, and how this is reflected at the technical infrastructure level. It includes abundant real-world examples to encourage readers to understand and appreciate real-life e-Business. An analytical and critical approach to understanding business issues, decision making, and technology use and development. Extensive end-of-chapter discussion questions and assignments for students. A companion website at www.wiley.com/go/ebusiness with additional exercises for students and PowerPoint slides and solutions for lecturers.

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Information Technology and Customer Relationships Sunil K. Mithas, 2005. *Forbes*, 2000. Electronic Government, 2008. This collection meets the need for quality, authoritative research in this domain with an authoritative collection. Studies from the electronic government researchers worldwide enable libraries in academic, government, and other settings to provide a collection on topics like digital government, electronic justice, government to government, information policy, and cyber infrastructure research and methodologies. Provided by publisher.

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