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Secrets of Customer Relationship Management. : James G. Barnes. McGraw-Hill, 2001 - Business & Economics - 316 pages. 2 Reviews. Secrets of customer relationship management explores the emotional...

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In a highly competitive market, companies need to maintain positive relationship with their customer. A good CRM (customer relationship management) program that helps company in satisfying the customer, the research study would explore different methods and techniques for establishing effective CRM to satisfy the customers.

Effect of Customer Relationship Management on Customer ...

And they did that through the use of CRM (Customer Relationship Management). CRM refers to both: A type of software (such as Maximizer) that helps businesses manage leads, deals, and clients, and craft targeted marketing campaigns. The specific strategies via which a business engages and retains its existing customers.

How Big Brands Do CRM: Case Studies | Expert Market

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Secrets of Good Customer Relationship Management

Secrets of Customer Relationship Management by James G. Barnes, 2001, McGraw-Hill edition, in English

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Secrets of Customer Relationship Management: It's All about How You Make Them Feel. "Many marketing people still pursue interactive sales solely for their immediate cash return rather than the contribution they can also make to brand values - hence 'loyalty' programmes which have nothing to do with real loyalty.

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