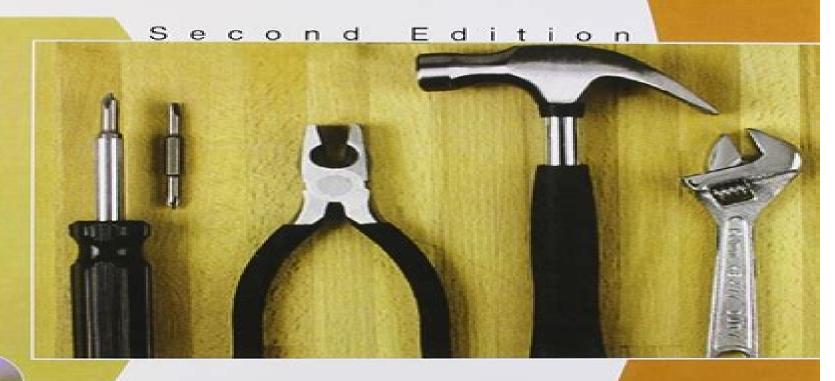
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Federal Register ,2006 Customer Centric Business Models, two steps beyond Customer Relation Management Thomas Rolf, 2004-01-30 Inhaltsangabe Abstract The submitted dissertation critically discusses business models in the context of customer dimensions under uncertain market conditions. The following questions summarise the fields of investigation How do business models adapt to rapidly changing and buyer driven markets What are the next two steps after Customer Relationship Management Can the gap in the process chain between Customer Relation Management and Supply Chain Management be bridged and how How can a method be developed in order to measure the current customer orientation of a company and to compare companies among each other Are customer oriented companies more profitable As a deductive research approach is used beneath a small number of inductive elements an investigation in both secondary and primary data is imperative Subsequently a critical review of related literature along with a supporting inquiry is part of the dissertation. The scope of the work includes background information the discussion of future business models as well as an empiric impression of customer orientation in German small and medium sized enterprises The most significant conclusions can be recapitulated as follows Simple customer orientation can lead to less innovation furthermore to unprofitable business and in the worst case to the elimination of a company Customer oriented strategy is about building processes that are able to react to any environmental or economical modification as fast as possible The evolution of Customer Relation Management will lead to new customer driven and pulled business models including innovative measurement methods like Return on Customer The gap between Customer Relation Management and Supply Chain Management will in all probability be bridged new concepts e g Customer Chain Management will represent this task A balanced Customer Centric Index developed as a benchmark instrument as part of the dissertation shows that only a third of the examined companies can be interpreted as customer oriented on the other hand Sales Marketing is regarded as the initial and most influencing process A statistical connection between being customer oriented and profit could not be proved As a surprising and unintentional result the survey revealed that focusing on a small market niche is at least for SME a more profitable business Eventually the dissertation leaves behind additional questions that could not be Public Service Proceedings and Papers ,1963 FTD News Florists' Transworld Delivery Association, 1928 Management ,1911 Α Farmer's Best Friend? Steven van Bockstael, Koen Vlassenroot, 2012 The economics of artisanal diamond mining from the Belgian government funded Egmont Artisanal Diamond Mining Project F & S Index United States Annual ,2006 Independent Office of Advocacy Act of 2001 United States. Congress. Senate. Committee on Small Business, 2001

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