

BREAKING THROUGH

2nd EDITION

IMPLEMENTING DISRUPTIVE CUSTOMER CENTRICITY

SANDRA VANDERMERWE

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coauthor The Ultimate Question 2.0 Peter Fader and Sarah Toms offer transformative insights that light the path for business leaders Susan Johnson Chief Marketing Officer SunTrust Banks

The Customer-Centric Blueprint Doug Leather, 2013-07 Book Description Our world is undergoing rapid transformation In this tide of change and upheaval customers are stepping into their power and making demands the likes of which have never been seen before Building sustainable competitive advantage and leading a superior 21st century organisation requires a new approach placing your customer at the heart of everything you do implementing a customer centric business model and boldly leading your organisation through the transformational journey required Using the REAP Customer Centric Organisation Blueprint as an architecture this book explores all the interconnected components of a truly customer centric business model and how you can apply its principles practically and with tangibly significant business results It will support you to strategize plan and operationalise the future in order to create deliver and capture value whilst delivering sustainable superior business performance About the Author Doug Leather CEO of REAP Consulting Pty Ltd is a Wharton Business School Alumnus who has a diverse and varied background including engineering and commercial He is a leading expert in Customer Management working globally with large blue chip organisations and is best described as a Customer Management Evangelist Activist and Futurologist as a result of his intense passion broad multi industry and multi country insights into customer management capability understanding best practice application customer experience business models and business performance improvement The primary focus of his client work today is in helping people in businesses think and work differently together to understand the importance of customer asset management assessing the maturity of customer management capability and then conceiving planning developing repairing driving and measuring strategy and programmes for the 21st Century Organisation

Customer Innovation Marion Debruyne, 2014-05-03 A new set of organizations has discovered a new formula they combine customer centricity with innovative power These organizations have created a completely outside in approach to the market Not driven by what they're good at they start with the market and design their strategy around it replacing practices of the past with a new set of capabilities which enable them to be ahead of the curve in discovering new market opportunities Whereas the traditional value chain model regards the market as the end outcome of the efforts of the organization the reversed value chain model starts there The customer is the starting point and the value chain is the result of understanding customer needs and requirements Customer Innovation presents this unique case for developing the outside in organization to drive your business success combining market orientation with innovation to enable actionable positive change in the way your company does business Winner of the Innovation and Entrepreneurship category of the 2015 CMI Management Book of the Year Awards Customer Innovation provides every business with the framework it needs to combine customer focus with innovation to achieve success It is packed with real world examples from a range of leading global companies including Disney Coca Cola LEGO Eurex Netflix KLM Carglass Komatsu Callebaut and more to help you put

market awareness at the heart of your business **Handbook on Customer Centricity** Robert W. Palmatier, Christine Moorman, Ju-Yeon Lee, 2019-08-30 Drawing on the expertise of leading marketing scholars this book provides managers and researchers with insights into the fundamentals of customer centricity and how firms can develop it Customer centricity is not just about segmentation or short term marketing tactics Rather it represents an organization wide philosophy that focuses on the systematic and continuous alignment of the firm s internal architecture strategy capabilities and offerings with external customers This philosophy means that to be truly customer centric firms need to make multilevel transformations in internal architecture and organizational design including leadership metrics incentives structure processes and systems These reorganizations are often accompanied by reshaped relational strategies such as customer loyalty programs and marketing channel strategies that make customer centricity a reality These changes also need to be backed by reconfigurations of brand and technological capabilities as manifested in healthy customer centric brands and in technology systems and skills that enable customer centricity at scale The contributors to this book provide current thinking and cutting edge research to further scholars understanding of this key concept in marketing Academics teaching or researching customer centricity consultants implementing customer centricity and managers directly implementing customer centricity in their organizations will come to rely on the Handbook on Customer Centricity Marketing associations industry associations and local and university libraries will find the insights within offer critical reflection on the key features of customer centricity and the detailed roadmap to achieve it **Customers Inside, Customers Outside** Michael W. Lowenstein, 2014-01-24 Over the past several years leading companies have entered a period of major marketing and operational adjustment and convergence or intersection It s a reaction to a critical fact of life Customers not organizations now control the decision making dynamics and how organizations are perceived We are witnessing significant multichannel media application and resultant omnichannel access by consumers along with more effective and pervasive customer data gathering analysis and modeling If you re observing these major shifts in your own organization you ll need this book Inside you ll learn how to build proactive customer communication improve relationships drive positive brand perception optimize channel selection and message personalization and enhance employee related factors hiring training reward recognition all leading to superior customer experience and a customercentric culture In addition the author has incorporated content on Big Data generation and analytics which you ll master while scoring a direct hit to the moving target your continuously changing and increasingly independent customer base *Winning Customer Centricity* Denyse Drummond-Dunn, 2015-02-25 Customer centricity isn t just a goal or buzzword it s a make or break necessity for succeeding in business today In fifty short chapters one for each week of the year this book accompanies you on your journey to increased customer centricity Its unique approach enables you to strategically turn your organisation into a customer focused powerhouse from the inside out *Winning Customer Centricity* will show you how to Integrate customers into your

company's very DNA from strategy to infrastructure Choose and connect with the right customers and build long term relationships Reinvent your brand to ignite and maintain customer demand and loyalty and a whole lot more Whether you're starting a new company seeking to turn around one that's underperforming or working to build upon a solid foundation Winning Customer Centricity will help you to put your customers where they belong at the very heart of your business

Using Information to Develop a Culture of Customer Centricity David Loshin, Abie Reifer, 2013-11-22 Using Information to Develop a Culture of Customer Centricity sets the stage for understanding the holistic marriage of information socialization and process change necessary for transitioning an organization to customer centricity The book begins with an overview list of 8-10 precepts associated with a business focused view of the knowledge necessary for developing customer oriented business processes that lead to excellent customer experiences resulting in increased revenues Each chapter delves into each precept in more detail Customer Innovation, 2017 *Meaningful Measurement of the Customer Experience, 2nd Edition* Greg Kihlstrom, 2024-05-10 Customer experience has become the primary method of competitive differentiation between most brands today While most companies claim that customers and their needs drive decisions and priority within their organizations when it comes time to prioritize customer needs it can often be more difficult and less clear exactly how and what to do There are several reasons for this and these reasons form the foundation of Meaningful Measurement of the Customer Experience The book provides guidance on how to create a customer centric culture that prioritizes customer needs while aligning internal teams around a common goal It also provides a framework to create a system of meaningful measurement that can not only improve the customer experience by holistically looking at the customer journey but provide a sustainable method for analysis and optimization with a more agile approach to continuous improvement This provides internal teams with the metrics and justification they need to continue improving the customer experience creates a collaborative customer centric culture aligned around common goals and ultimately benefits the customers who buy buy more buy more often and tell others about their experiences This second edition of the book offers expanded commentary on best practices and the individual categories of measurement as well as some new insights from thought leaders and experts Drawing on Kihlstrom's experience working with top organizations as well as dozens of interviews with Fortune 1000 customer experience leaders for this book and his podcast The Agile Brand with Greg Kihlstrom the secrets of planning implementing analyzing and improving great customer experience in a sustainable way are demystified and made practical

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