CUSTOMER EXPERIENCE MANAGEMENT



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What is customer experience management CEM or CXM

Customer experience management (CEM or CXM) is the collection of processes a company uses to track, oversee and organize every interaction between a customer and the organization throughout the customer lifecycle.

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Customer experience is defined as your customers perceptions both conscious and subconscious of their relationship with your brand resulting from all their interactions with your brand during the customer life cycle. As for customer experience management, Gartner sums it up pretty well in

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Customer Experience Management CEM Gartner IT Glossary

Gartner defines customer experience management (CEM) as the practice of designing and reacting to customer interactions to meet or exceed customer expectations and, thus, increase customer satisfaction, loyalty and advocacy. It is a strategy that requires process change and many technologies to accomplish.

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Customer Experience Management Medallia

Customer Experience Management. Regardless of whether a company is known as a market leader or it s working to get to that position it s the companies that believe in the importance of customer experience improvement that are the ones that find value in what it is that we do.

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