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RELATIONSHIP U-TURN: APPROACHES TO INCREASE THE VALUE OF AN UNPROFITABLE CUSTOMER



Bachelor & Master Publish Jun 2011, 2011. Taschenbuch. Book Condition: Neu. 270x190x mm. Neuware - Customer relationship management concentrates to a great extent on the profitable customers and how to enhance their profitability. Little insight has been given on how to treat the 'wrong' customer. This literature research paper shows that customer profitability and overall firm profitability can be improved when dealing with unprofitable customers. The managerial approaches discussed focus on maintaining the customer relationship. For this reason, this paper...

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- Authored by Kerstin Helmes
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