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applications that support marketing sales and service teams as they interact with customers but assumes no deep technical knowledge on the reader's part The book is structured around three core types of CRM strategic operational and analytical and throughout each chapter case illustrations of CRM in practice and images of CRM software demystify the technicalities Ideal as a core textbook for advanced undergraduate and postgraduate students on CRM or related courses such as relationship marketing digital marketing customer experience management or key account management the book is equally valuable to industry professionals managers involved in CRM programs and those pursuing professional qualifications or accreditation in marketing sales or service management NEW TO THIS EDITION New and updated international case illustrations throughout New and updated screenshots from CRM applications Fully updated to reflect the evolving CRM landscape including extended coverage of Big data and its influence on CRM Artificial intelligence AI Advances in CRM analytics The relationships between CRM and customer experience management The role of social media in customer management strategy Real time marketing Chatbots and innovative customer self service Privacy and data security Updated Modern Marketing: Magic Stand Out in a Noisy World Silas Mary, 2025-02-03 In a world lecturer support materials online full of noise it's essential to make your brand stand out Modern Marketing Magic explores the innovative strategies you can use to cut through the clutter and capture the attention of your target audience From leveraging social media and content marketing to storytelling and brand authenticity this book helps you create marketing campaigns that resonate and make a lasting impression With expert advice and real world case studies Modern Marketing shows you how to create magic in your marketing efforts and build a brand that stands out in a crowded marketplace E-COMMERCE 99+ Essential Message Templates Message Magic, 2023-08-22 Supercharge your e commerce success with E commerce 99 Essential Message Templates This game changing toolkit provides ready to use templates for effective communication that drives results in online businesses Crafting the perfect message in the fast paced e commerce world can be challenging That s why this book offers 99 meticulously crafted templates covering customer service order management marketing and supplier communication Each template ensures clear and concise messaging and can be customized to match your brand By leveraging these templates you ll streamline communication save time and maintain consistency across channels Whether handling customer inquiries managing orders promoting products or forging partnerships you ll have the tools to excel in every e commerce scenario Beyond templates this book offers practical tips on communication best practices Master tone of voice personalization handling difficult situations and putting customers first to build stronger relationships and drive success Don t let communication hurdles hold you back Grab E commerce 99 Essential Message Templates now and unlock the power of effective communication for unparalleled e commerce triumph

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