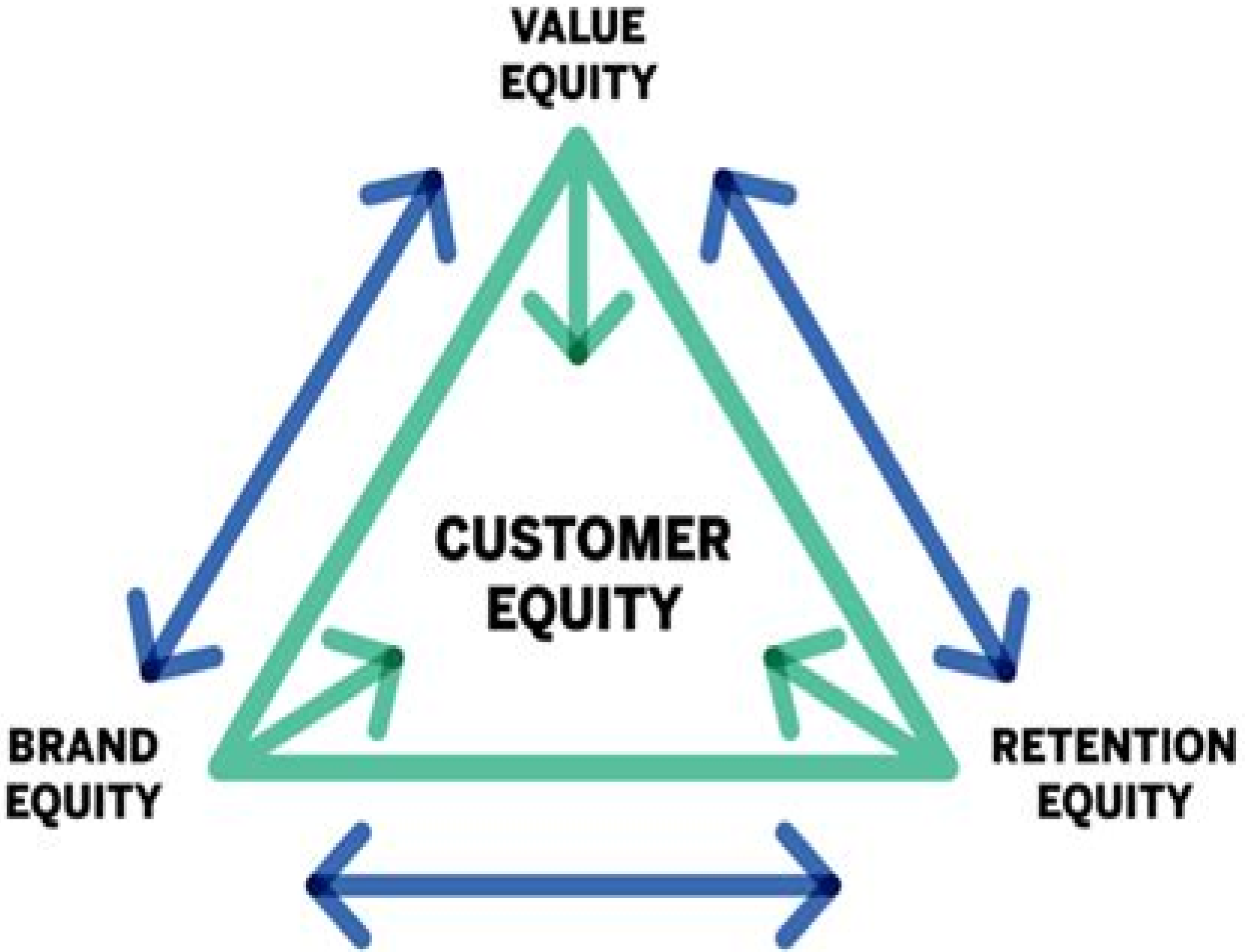
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Customer Equity Customer Equity

Julian Villanueva,Dominique M. Hanssens

Customer Equity Customer Equity:

Driving Customer Equity Valarie A. Zeithaml,Katherine N Lemon,Roland T Rust,2001-02-21 In their efforts to become more customer focused companies everywhere find themselves entangled in outmoded systems metrics and strategies rooted in their product centered view of the world Now to ease this shift to a customer focus marketing strategy experts Roland T Rust Valarie A Zeithaml and Katherine N Lemon have created a dynamic new model they call Customer Equity a strategic framework designed to maximize every firm s most important asset the total lifetime value of its customer base The authors Customer Equity Framework yields powerful insights that will help any business increase the value of its customer base Rust Zeithaml and Lemon introduce the three drivers of customer equity Value Equity Brand Equity and Retention Equity and explain in clear nontechnical language how managers can base their strategies on one or a combination of these drivers The authors demonstrate in this breakthrough book how managers can build and employ competitive metrics that reveal their company s Customer Equity relative to their competitors Based on these metrics they show how managers can determine which drivers are most important in their industry how they can make efficient strategic trade offs between expenditures on these drivers and how to project a financial return from these expenditures The final section devotes two chapters to the Customer Pyramid an approach that segments customers based on their long term profitability and an especially important chapter examines the Internet as the ultimate Customer Equity tool Here the authors show how companies such as Intuit com Schwab com and Priceline com have used more than one or all three drivers to increase Customer Equity In this age of one to one marketing understanding how to drive Customer Equity is central to the success of any firm In particular Driving Customer Equity will be essential reading for any marketing manager and for that matter any manager concerned with growing the value of the firm s customer base *Handbook of Research on Customer Equity in Marketing* V. Kumar,Denish Shah,2015-01-30 Customer equity has emerged as the most important metric to manage firm performance This Handbook covers a broad range of strategic and tactical issues related to defining measuring managing and implementing the customer equity metric for maximizin **Capturing Customer Equity** David Bejou,R. Gopalkrishnan,2014-06-11 One of the most important new concepts in marketing is customer equityhere s the essential information you need to create and manage it This book presents thought provoking cutting edge writing on customer equity management The editors and contributing authors are top international marketing researchers who share their expertise in this new area of marketing research and practice Capturing Customer Equity Moving from Products to Markets is designed to enable academics to chart out future research directions and to help marketers to apply recently developed frameworks to the creation and management of customer equity in domestic and international markets Handy charts tables and figures make complex information easy to access and understand Capturing Customer Equity Moving from Products to Markets is divided into five chapters Developing Relationship Equity in International Markets This chapter delves into the realm of relationship marketing to define the term

relationship equity and presents strategies for enhancing relationship equity in international markets via personal relationships as well as consistent processes and outcomes This chapter written by the editors and their partner Arun Sharma also looks at specific implications for relationship marketing theory and practice in international markets Dimension and Implementation Drivers of Customer Equity Management CEM Conceptual Framework Qualitative Evidence and Preliminary Results of a Quantitative Study This chapter explores theoretical considerations as well as qualitative and quantitative research applying confirmatory factor analysis It identifies three important dimensions of Customer Equity Management CEM analytical strategic and operationalas well as three types of CEM implementation drivers which represent determinants of the three CEM dimensions Authors Manfred Bruhn Dominik Georgi and Karsten Hadwich present the measures they ve developed for the CEM dimensions and drivers These measures provide valuable help to practitioners and academics who need to understand how to manage and implement systematic customer equity management A Network Based Approach to Customer Equity Management This chapter by Ren Algesheimer and Florian von Wangenheim moves beyond the dyadic relationship marketing concept to present a theoretical framework for extending current thinking on customer equity towards the network perspective Based on the current literature in social work this chapter examines the characteristics that are likely to be powerful predictors of a customer s network value Practical implications are highlighted and directions for further research are suggested Strategies for Maximizing Customer Equity of Low Lifetime Value Customers The management of customer equity has become a major issue for many firms This chapter examines strategies designed to assist firms in their relationships with customers who have low lifetime value By examining the relevant literature as well as industry strategies author Arun Sharma explores the reasons why transactional and discount customers have largely been ignored by marketing strategists and proposes methods to enhance segment penetration and the performance of firms Implications for managers are also highlighted Customer Value Based Entry Decision in International Markets The Cnocept of International Added Customer Equity Market entry decisions are some of a firm s most important long term strategic choices Still the international marketing literature has not yet fully incorporated the idea of relationship marketing in general and the customer value concept in particular as a basis for market entry decisions This chapter by Heiner Evanschitzky and Florian von Wange **Customer Equity** Julian Villanueva,Dominique M. Hanssens,2007 Customer Equity reviews current models offers a typology and examines the fundamental question of whether a customer equity orientation can put a firm in a competitive advantage to other firms **Towards Customer Equity** Malini Majumdar,2009-11 Scientific Essay from the year 2009 in the subject Business economics Marketing Corporate Communication CRM Market Research Social Media language English abstract A strong brand having high brand equity generates higher revenue for the company Brand Equity as evidenced results from a strong mental association that the customer links with the brand It can be considered as the sum of customers assessments of a brand s intangible qualities

Therefore it cannot be a true measure of the marketing efforts of a company though it was perceived so long to be so Customer Equity of late has been identified as a basis to build powerful customer centric marketing programs which are more effective in highly competitive business scenario There are three drivers of customer equity value equity brand equity and relationship equity Today s turbulent business environment is in requirement of maximizing the value of a company s customer assets This stresses further the importance of focusing on Customer Equity as a customer centric approach rather than on Brand Equity basically a product centered approach Customer Equity Management John E. Hogan,Katherine N. Lemon,2002 **Customer Equity** Robert C. Blattberg,Gary Getz,Jacquelyn S. Thomas,2001 What s a customer worth The company that can answer this question precisely is the company with an edge in the customer based technology and information intensive economy of today But how can an asset as intangible as customer value be measured This book provides a solution a fully developed highly practical new marketing system for measuring and managing customer value as a financial asset a system uniquely suited to today s rapidly changing increasingly digital marketplace Along with strategic and tactical guidance Customer Equity provides precise metrics for evaluating a business more effectively and improving performance the activity based management of a company s marketplace The authors present a new framework for structuring go to market activities that links those activities to useful metrics and allows better informed marketing decisions

Customer Equity Analyses Kay-Oliver Bunn,2009-04 Diploma Thesis from the year 2008 in the subject Business economics Marketing Corporate Communication CRM Market Research Social Media grade 1 7 University of Applied Sciences Essen language English abstract Corporate management today is exposed to an area of conflict that allows only limited latitude On the one hand top management is regularly faced with the company owners requests for an appropriate return on equity or Shareholder Value a request that executives of public companies are mostly obliged to by contract Corporate Mission Statements proclaiming the responsibility of management is to maximize shareholder s total return via dividends and increases in the market price of the company s shares around On the other hand increasingly mature and well informed customers demand more and more customized goods for their individual requirements and are often known to change their buying behavior quickly This behavior forces many organizations to an uncompromising orientation towards Customer Value and a strict customer focus in both corporate planning and management in order to further develop competitive advantages and to satisfy and retain valuable customers This is particularly true for middle and lower management Hence value creation for customers finds itself opposed to value creation for shareholders A conflict that appears to find its resolution only in a consequent consideration of customer relationships as investment objects whose continuation or intensification must be justified through an evaluation of economic efficiency Against this background systematic customer valuations become indispensable in order to obtain segmented and efficient market development and to enable a supplier to substantially ensure the availability of the critical resource customers Based on the fundamentals of

value based management theory value based marketing and the reciprocal character of customer orientation the author examines the coheren Driving Customer Equity Roland T. Rust,2001 **Performance Measurement and Management** Malcolm Smith,2005-04-09 Management accountancy has a dynamic role to play in the competitive strategy of modern global businesses This book sets out key strategic principles and then assesses how management accountancy can affect and direct these strategies Engaging case studies reveal how theories and concepts translate into real business practice Throughout the book emphasizes how accounting initiatives can trigger assessment and improvement of performance management the importance of managerial decision making to good business practice how today s management accountancy measures against current research Written for advanced undergraduate postgraduate and MBA students taking courses on management accounting and performance measurement and management the book will be also of interest to management and business consultants professional accountants and accounting academics

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In some sort of defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their capability to kindle emotions, provoke contemplation, and ignite transformative change is actually awe-inspiring. Enter the realm of "**Customer Equity Customer Equity**," a mesmerizing literary masterpiece penned by way of a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve into the book is central themes, examine its distinctive writing style, and assess its profound affect the souls of its readers.

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