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Customer Relationship Management and the Social and Semantic Web

Enabling Cliens Conexus

Ricardo Colomo-Palacios, João Varajão & Pedro Soto-Acosta



Advances in Electronic Commerce Series

Customer Relationship Management And The Social And Semantic Web Enabling Clients Connexus

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Customer Relationship Management Strategies in the Digital Era Nasir, Süphan, 2015-03-31 In today's global economy social media and technological advances have changed the way businesses interact with their clientele With new forms of communication and IT practices companies seek innovative practices for maintaining their consumer loyalty Customer Relationship Management Strategies in the Digital Era blends the literature from the fields of marketing and information technology in an effort to examine the effect that technological advances have on the interaction between companies and their customers Through chapters and case studies this publication discusses the importance of achieving competitive advantage through implementing relationship marketing practices and becoming consumer centric This publication is an essential reference source for researchers professionals managers and upper level students interested in understanding customer loyalty in a technology focused society

Cases on Open-Linked Data and Semantic Web Applications Ordóñez de Pablos, Patricia, Lytras, Miltiadis D., Tennyson, Robert D., Gayo, José Emilio Labra, 2013-01-31 With the purpose of building upon standard web technologies open linked data serves as a useful way to connect previously unrelated data and to publish structured data on the web The application of these elements leads to the creation of data commons called semantic web Cases on Open Linked Data and Semantic Web Applications brings together new theories research findings and case studies which cover the recent developments and approaches towards applied open linked data and semantic web in the context of information systems By enhancing the understanding of open linked data in business science and information technologies this reference source aims to be useful for academics researchers and practitioners

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Educational Strategies

for the Next Generation Leaders in Hotel Management Feng, Jiuguang, Stocklin, Sacha, Wang, Wei, 2015-04-30 As the hospitality industry continues to grow managers and educators are faced with the task of preparing future hospitality professionals for a rewarding but challenging career Due to the impact of an ever changing economy on the industry as a whole the education of hotel managers and professionals has become an increasingly important area of study Educational Strategies for the Next Generation Leaders in Hotel Management combines practical experience with the effective pedagogical approaches being implemented in higher learning institutions and hospitality programs internationally Highlighting key issues surrounding the current and future scope of hotel management and the skills and knowledge necessary for career success in the hospitality industry this publication is an essential reference source for hospitality managers educators and students interested in the future of the industry and the best practices for hospitality education This publication features timely research based chapters and analysis relevant to topics in the hospitality industry including but not limited to craft based learning e learning higher education hospitality management human resources opening delays professional development six sigma women in global leadership and work integrated learning **Web-Based Services: Concepts, Methodologies, Tools, and Applications** Management Association, Information Resources, 2015-11-09 The recent explosion of digital media online networking and e commerce has generated great new opportunities for those Internet savvy individuals who see potential in new technologies and can turn those possibilities into reality It is vital for such forward thinking innovators to stay abreast of all the latest technologies Web Based Services Concepts Methodologies Tools and Applications provides readers with comprehensive coverage of some of the latest tools and technologies in the digital industry The chapters in this multi volume book describe a diverse range of applications and methodologies made possible in a world connected by the global network providing researchers computer scientists web developers and digital experts with the latest knowledge and developments in Internet technologies Electronic Business and Marketing Tokuro Matsuo, Ricardo Colomo-Palacios, 2013-04-06 Electronic business today is not only business transactions supported in information and communication technologies it is a new way of communicating and integrating with customers suppliers employees and other stakeholders In this scenario electronic business is now part of a wider economic context that is causing radical transformations in business and organizations including the entire value chain from customer service to supply chain management One of the areas affected is marketing Given that the new technologies have enabled firms to reach out to global customers and has provided them with the opportunity to customize their strategies and offerings in an unprecedented way the dynamics of marketing must be surveyed in order to study the impact of new trends like mobile customer relationship management or mass customization on marketing function This book provides an overview of the e Business and Marketing areas by uniting various papers from these fields Electronic Business and Marketing includes theory and practice on electronic business and marketing from an academic and professional viewpoint providing also a forum for the exchange

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