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Customer Relationship Manager Diploma - City of London College of Economics - 3 months - 100% online / self-paced City of London College of Economics, Overview In this diploma course you will learn how to deal with customer issues best Content CRM Success Factors The Customer Service Sales Profile Managing Your Customer Service Sales Profile Choosing Your CRM Strategy Managing and Sharing Customer Data Tools for Capturing Customer Information Service Level Agreements E Commerce Customer Relationship on the Internet Managing Relationships Through Conflict Fighting Complacency The Seven Year Itch Resetting Your CRM Strategy Duration 3 months Assessment The assessment will take place on the basis of one assignment at the end of the course Tell us when you feel ready to take the exam and we'll send you the assignment questions Study material The study material will be provided in separate files by email download link

Solving Cyber Risk Andrew Coburn, Eireann Leverett, Gordon Woo, 2018-12-18 The non technical handbook for cyber security risk management Solving Cyber Risk distills a decade of research into a practical framework for cyber security Blending statistical data and cost information with research into the culture, psychology and business models of the hacker community this book provides business executives, policy makers and individuals with a deeper understanding of existing future threats and an action plan for safeguarding their organizations Key Risk Indicators reveal vulnerabilities based on organization type IT infrastructure and existing security measures while expert discussion from leading cyber risk specialists details practical real world methods of risk reduction and mitigation By the nature of the business your organization's customer database is packed with highly sensitive information that is essentially hacker bait and even a minor flaw in security protocol could spell disaster This book takes you deep into the cyber threat landscape to show you how to keep your data secure Understand who is carrying out cyber attacks and why Identify your organization's risk of attack and vulnerability to damage Learn the most cost effective risk reduction measures Adopt a new cyber risk assessment and quantification framework based on techniques used by the insurance industry By applying risk management principles to cyber security non technical leadership gains a greater understanding of the types of threat level of threat and level of investment needed to fortify the organization against attack Just because you have not been hit does not mean your data is safe and hackers rely on their targets complacency to help maximize their haul Solving Cyber Risk gives you a concrete action plan for implementing top notch preventative measures before you're forced to implement damage control

Target, 1992 **MBA in Marketing - City of London College of Economics - 10 months - 100% online / self-paced** City of London College of Economics, Overview An MBA in Marketing or Master of Business Administration is a degree that will prepare you for leading positions in marketing such as Chief Marketing Officer Content What is Marketing Marketing Management Marketing Management Philosophies Marketing Challenges into the Next Century Marketing and Society Social Responsibility and Marketing Ethics Social Criticisms of Marketing Citizen and Public Actions to Regulate Business Actions

Towards Socially Responsible Principles for Public Policy Towards Marketing Strategic Marketing Planning The Global Market Place Business Markets and Business Buyer Behaviour Market Information and Marketing Research Core Strategy Digital Marketing Strategy Customer Relationship Management E Commerce Fundamentals of Management And many more Duration 10 months Assessment The assessment will take place on the basis of one assignment at the end of the course Tell us when you feel ready to take the exam and we'll send you the assignment questions Study material The study material will be provided in separate files by email download link ***Contemporary Business*** Louis E. Boone, David L. Kurtz, Daniel Pfaltzgraf, 2024-09-18 Student friendly engaging and accessible *Contemporary Business* 20e equips students with the skills to assess and solve today's global business challenges and succeed in a fast paced environment Designed to drive interest in business our newest edition offers a comprehensive approach to the material including a variety of resources to support today's students Its modern approach wealth of videos relevant and up to date content and career readiness resources keep your course current and engaging ***Marketing: Real People, Real Choices*** Michael Solomon, Andrew Hughes, Bill Chitty, Greg Marshall, Elnora Stuart, 2013-09-05 *Marketing Real People Real Choices* brings you and your students into the world of marketing through the use of real companies and the real life marketing issues that they have faced in recent times The authors explain core concepts and theories in Marketing while allowing the reader to search for the information and then apply it to their own experiences as a consumer so that they can develop a deeper understanding of how marketing is used every day of the week in every country of the world The new third edition is enhanced by a strong focus on Value Creation and deeper coverage of modern marketing communications practices ***Target Nation*** James Littleton, 1986 ***On Target***, 1999 ***Training***, 1990 ***Ultimate Small Business Marketing Guide*** James Stephenson, 2007-01-01 The second edition of this comprehensive guide introduces new marketing advertising sales and public relations techniques to the 1 500 proven ideas from the first edition It adds dozens of new high tech strategies required to stay one step ahead in today's highly competitive global marketplace Off and online resources have been updated and new ones including blogs and new websites have been added ***Small Business*** Joseph Daniel Ryan, Gail P. Hiduke, 2003 This comprehensive step by step guide to small business enterprise helps readers identify opportunities their needs and the needs of their target customers Featuring sample plans from service and manufacturing businesses *Small Business* helps readers create a business plan that will set a promising course for their entrepreneurial endeavors Its 80 plus Action Steps take entrepreneurs through every phase of an upstart from the initial dream developing marketing strategies and finally how to implement the completed business plan In addition special features help entrepreneurs explore international opportunities find local resources use the Internet to identify small biz opportunities determine their business passions and find related opportunities ***Cheap Tricks*** Andy Dappen, 1992 ***A Collection of Cases in Marketing Management*** H. Robert Dodge, William G. Zikmund, 1987 ***Best Practice in Inventory Management*** Antony Wild, Tony Wild, 1997 A groundbreaking up to date look at the Best Practice in

Inventory Management This book is aimed to show how good inventory control can be used in practice It is a result of working continuously on inventory control with a large number of companies over many years It contains the distilled techniques which have been tried out and proved to work It is a driver s manual of inventory controllers It will cover the working of the engine how inventory control techniques work how to use the controls what the techniques do and how to manage them and how to get the best out of the vehicle how to optimize inventory Understand the text and it will show the way to guaranteed improved inventory control reduced stock levels and higher availability from the Preface The development of inventory management is a dynamic activity with new approaches being made techniques being refined and new challenges being met It is imperative that these challenges are met since continuing competitiveness is based on ever improving customer service and ever reducing inventory costs from the text As a vital function of an organization s operational structure effective inventory management is key to improving a company s customer service cash flow and ultimately its profitability margin While it may sound simple it is in fact far more complex than most managers perceive requiring very specific knowledge and understanding It is based upon a framework of unique tools and techniques essential to achieving complete success Best Practice in Inventory Management gives you these essentials with in depth coverage of the latest practices in the field The book delivers a wealth of solid solutions for lowering inventory overhead bettering customer relations and increasing productivity and performance An ideal reference for APICS certification candidates as well as participants in training programs this authoritative resource outlines basic techniques describes how and where to apply them and explains how to ensure their effective implementation The techniques are placed within the context of stores operations which can be applied in a variety of situations from manufacturing and distribution to warehousing consumable stores and spares and service Best Practice in Inventory Management follows a logical progression beginning with targets and moving forward through inventory structuring individual item control and coordination In the process it probes cutting edge strategies including Pareto analysis Just in Time JIT and Material Requirements Planning MRP and offers a rational approach to the risks of stockouts Aided by a host of new applications practical methods and real world examples you ll learn to implement a variety of processes vital to inventory structure and control From effective stock monitoring to forecasting setting and assessing stock level guidelines this book outlines the crucial steps in having suitable product available at an acceptable price and within a reasonable timescale *The Art Of Target Customers* Lawanda Brodfuehrer,2021-09-05 What is the customer first strategy We all know that receives poor or mediocre customer service meaning the company perceives its clients as the least important part of the business This will impact your business development in the future To be the best loved brands and keep lasting customers this book will show how you and your company can put the customer first and take steps to make them want to come back for more You ll learn tricks on converting target customers through amazing customer experiences In addition they provide practice strategies case studies and exercises that will transform your

customer service Optimizing Oracle Performance Cary Millsap,Jeff Holt,2003-09-16 Oracle system performance inefficiencies often go undetected for months or even years even under intense scrutiny because traditional Oracle performance analysis methods and tools are fundamentally flawed They're unreliable and inefficient Oracle DBAs and developers are all too familiar with the outlay of time and resources blown budgets missed deadlines and marginally effective performance fiddling that is commonplace with traditional methods of Oracle performance tuning In this crucial book Cary Millsap former VP of Oracle's System Performance Group clearly and concisely explains how to use Oracle's response time statistics to diagnose and repair performance problems Cary also shows how queueing theory can be applied to response time statistics to predict the impact of upgrades and other system changes Optimizing Oracle Performance eliminates the time consuming trial and error guesswork inherent in most conventional approaches to tuning You can determine exactly where a system's performance problem is and with equal importance where it is not in just a few minutes even if the problem is several years old Optimizing Oracle Performance cuts a path through the complexity of current tuning methods and streamlines an approach that focuses on optimization techniques that any DBA can use quickly and successfully to make noticeable even dramatic improvements For example the one thing database users care most about is response time Naturally DBAs focus much of their time and effort towards improving response time But it is entirely too easy to spend hundreds of hours to improve important system metrics such as hit ratios average latencies and wait times only to find users are unable to perceive the difference And an expensive hardware upgrade may not help either It doesn't have to be that way Technological advances have added impact efficiency measurability predictive capacity reliability speed and practicality to the science of Oracle performance optimization Optimizing Oracle Performance shows you how to slash the frustration and expense associated with unraveling the true root cause of any type of performance problem and reliably predict future performance The price of this essential book will be paid back in hours saved the first time its methods are used

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