

Optimal Database Marketing: Strategy, Development, and Data Mining

Ronald Drozdenko

Optimal Database Marketing Strategy Development And Data Mining

Francis Buttle

Optimal Database Marketing Strategy Development And Data Mining:

Optimal Database Marketing Ronald G. Drozdenko,2002 This informative book looks at the long term impact of database marketing techniques on the organisation customers both actual and prospective and society in general The authors advise on how to use databases to build strong customer relationships **Customer Relationship Management** Francis Buttle,2009 This title presents an holistic view of CRM arguing that its essence concerns basic business strategy developing and maintaining long term mutually beneficial relationships with strategically significant customers rather than the operational tools which achieve these aims

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