



Iqbal Hossain

Organisational Performance and Buyers Perception Analysis

A Study on A Multinational Company in Bangladesh

Organisational Performance Buyers Perception Analysis

Michel Hersen



Organisational Performance Buyers Perception Analysis:

Organisational Performance and Buyers Perception Analysis Iqbal Hossain, 2015-11-25 Duncan Brothers Bangladesh Ltd is known as the leading tea producer of the country since its commencement in 1858. During last more than 150 years it has hold of 16 tea gardens producing 12M Kg of Tea per annum about 20% of the country's Tea production and 13 tea garden produces significant amount of rubber which is about 800 metric ton per annum. From the study it observed Strong Brand Image Quality Product Competitive Price Social Welfare as the Duncan's organizational strength and Weak Marketing Effort No feedback from bottom level employees less emphasis on advertising are found as its internal weakness. It also illustrated that the product quality strong brand value hygiene and safety ISO standards availability on demand etc are the salient features behind buyers preferences motivation and impulses of satisfaction towards the Duncan's products. At end of the project works the study recommended to be focused on increase productivity to ensure higher revenue marketing department should take more initiatives to improvise its product selling and keep good liaison with buyers put more emphasize product advertisement and keep improvement on its products quality.

Customer Satisfaction Measurement for ISO 9000: 2000 Bill Self, Greg Roche, 2007-08-15 For the first time the ISO 9000 quality management standard requires that registered companies measure customer satisfaction. Many customer surveys produce misleading results due to poor questionnaire design inappropriate data collection methods and invalid statistic analysis. Customer Satisfaction Measurement for ISO 9000 explains in a clear and simple manner how to conduct a professional customer satisfaction survey that will produce a reliable result as well as being consistent with the requirements of ISO 9001:2000. Each step of the customer satisfaction measurement process is explained sequentially and each is linked to appropriate clauses in the ISO 9001:2000 statement.

The 4 Dimensions of Total Customer Service Stuart McKechnie, 2014-08-08 This book is about Total Customer Service. It applies to all types of organisations large and small private or public. It considers the ongoing changing context and circumstances such as technology social media and remote buying which influence the relationship between the selling organisation and the buying customer. It introduces The Customer Service Hallmark a unique Customer Service Quality Standard and guiding implementation and benchmarking framework. It takes Customer Service beyond Have a Nice Day and the obvious Surface approaches to Customer Service. It positions Customer Service as having its roots in the cultural heart of the organisation. The book adopts a holistic view of organisations incorporating Organisation Development approaches to managing improvement interventions. It positions Total Customer Service within and across all organisation functions and boundaries and includes a proactive stance to managing external environmental influences. The book provides reflective reading plus new and refreshed ideas tools and models. The interesting presentation of the book takes the reader through the development of a practical methodology which guides improves sustains and maximises the provision of Total Customer Service and organisation improvement. Anyone who has an interest in Total Customer Service and organisation performance

improvement will find this book valuable and enjoyable Vision to Action Sub System Synergy Hilltops ERUDITE Leadership Futuristic Thinking Competitive Integrity and Triple E touch point management all contribute to Customer Service and are some of the innovative concepts included in this book The book brings together organisational capacity and capability and reflects a synergistic approach which promotes cross functional cooperation and harmony The Four Dimensions of the Customer Service Hallmark provide an integrated framework which positions Total Customer Service as a coordinated strategic response to achieving organisation improvement and strategic intent

Marketing Theory: Philosophy of Science Perspectives Ronald F. Bush, Shelby D. Hunt, 2011-10-15

Understanding Strategic Management Anthony Henry, 2021

Understanding Strategic Management is the ideal introduction to strategy for students who require a concise informative and practical approach The book's four part structure defines the concept of strategy before using the overarching strategic framework of analysis formulation and implementation to show how strategy can be used to develop a sustainable competitive advantage in business The author conveys the realities of strategic management through diverse international and contemporary examples while Strategy in Focus boxes use examples from popular media to show strategic management issues at work in the headlines we read every day A longer integrated case study in every chapter ties together multiple strategic challenges that affect businesses large and small public and private Review and discussion questions then encourage students to be critical of the material and juxtapose alternative concepts and frameworks to evaluate their strengths and weaknesses Students may extend their learning with additional material available as part of the online resources Written by the author to build seamlessly on the book Extension Material is signposted from every chapter providing further depth on a specific topic where required Multiple choice questions are also signposted at the end of every chapter encouraging students to test their knowledge and understanding The rounded approach extensive examples and additional resources make this book a balanced and accessible introduction for students taking their first steps into strategic management The ebook offers a mobile experience and convenient access www.oxfordtextbooks.co.uk/ebooks The online resources include For students Internet exercises Glossary Extension material Working through strategy Multiple choice questions Additional recommended resources For lecturers Bank of additional case studies Additional discussion questions and prompts Test bank Further case material Answers to discussion questions PowerPoint slides Figures and tables from the book

Customer Service Management in Africa Robert Hinson, Ogechi Adeola, Terri Lituchy, Abednego Amartey, 2020-05-07

Customer Service Management in Africa A Strategic and Operational Perspective 978 0 367 14337 4 K410515 Customer Service is Changing The message of 34 authors featured in Customer Service Management in Africa A Strategic and Operational Perspective is clear Today's consumers are no longer passive audiences but active players that engage with businesses at each stage of product or service design and delivery systems Consumer demands and expectations are also increasingly being dictated by changing personal preferences enhanced access to information and expanding digital reality

The customer service principles strategic and operational advocated by these authors are universal but particularly compelling as they apply to Africa's unique and dynamic operating environment. In recognition of the importance of excellent customer service, this comprehensive and well-timed book provides an essential guide on the increasing role of the customer to business success. This book discusses the management and delivery of customer service under seven broad themes: Customer Service as Shared Value, Customer Service Strategy, Customer Service Systems, Customer Service Style, Customer Service Culture, Customer Service Skills, and Customer Experience. Advancing Customer Service in Africa. Central questions posed and addressed include: What is the new definition of customer service management? How should organisations position themselves to create value for customers and stakeholders? How should employees project themselves to align with customer service promises made by their organisations? Overall, this book provides strategic and operational insights into effective customer service management in Africa. The customer service management concepts, roles, and practices outlined, particularly as they apply to the African context, make it an important addition to scholars or practitioners' reference works.

Internal Organisation, Efficiency and Profit Steve Thompson, R. S. Thompson, Mike Wright, 1988 **International Journal of Information and Management Sciences**, 2001

Researching Marketing Decisions Ritu Mehta, 2019-04-24 This book looks at customer value creation through marketing decisions and analyses the critical phases of theoretical and methodological advancements in solving certain problems and customer-centric issues that firms face. The chapters highlight how theories have been borrowed from sociology, psychology, and economics to understand phenomena such as customer preferences and decision making, and how operations research and statistical tools have been applied to take optimal decisions on marketing-related issues such as channel management and pricing. The volume covers an array of topics including marketing orientation, consumer behaviour, and marketing mix, comprising the elements of product, price, promotion, and place. The articles offer both methodological and theoretical contributions and also discuss some key results of implementation of marketing strategies by various firms. This book will be of interest to researchers and students of marketing, consumer behaviour, business management, economics, finance, international marketing, services marketing, and international business.

Comprehensive Dissertation Index, 1861-1972: Business and economics Xerox University Microfilms, 1973

Sustainable Procurement in Supply Chain Operations Sachin K. Mangla, Sunil Luthra, Suresh Kumar Jakhar, Anil Kumar, Nripendra P. Rana, 2019-05-31 Sustainable Procurement is an emerging concept in supply chain and operations management. Manufacturing industries have made improvements in moving from cost-based to quality-based and customer-focused supply chain management strategies. This is becoming an integrated component in the supply chain system with players becoming aware of the regulations and needs of the customer. It is imperative for production firms to look at the procurement activity as one of the strategic enablers for sustaining the business in the competitive global environment. This book will provide industries with an understanding of the concepts related to sustainable procurement policies and its

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