

Peter Raulerson  
Jean-Claude Malraison  
Antoine Leboyer

# Building Routes to Customers



Proven Strategies for  
Profitable Growth



Springer

# Building Routes To Customers Proven Strategies For Profitable Growth

**Francisco J. Martínez-López**



## **Building Routes To Customers Proven Strategies For Profitable Growth:**

*Building Routes to Customers* Peter Raulerson, Jean-Claude Malraison, Antoine Leboyer, 2009-04-05 Building Routes to Customers explains the powerful Routes to Market approach for driving profitable growth World class organizations including IBM Microsoft HP Cisco Hitachi Adobe and Plantronics and hundreds of smaller companies have adopted RTM to develop and execute highly successful go to market strategies and tactics With a step by step approach and dozens of examples the authors show how you can use RTM to 1 Determine the optimal level of spending for each function in marketing sales and customer service for each market segment product and service 2 Optimize your marketing mix and sales and distribution channels to maximize revenue and profitability throughout the product life cycle 3 Get everyone in product management marketing sales customer service and your distribution partners aligned and working together to maximize results 4 Get the right products and services to the right customers at the right time 5 Retain existing customers and create profitable new ones

**Digital Innovation and Entrepreneurship** Dick Whittington, 2018-07-12 The digital economy encompasses more than half the world and in today's business market those with a technology background have an advantage This textbook provides students who already have digital expertise with a solid foundation in business and entrepreneurship in order to launch and run a business Using a logical objective based structure the book guides students to a comprehensive and practical understanding of innovation and entrepreneurship Chapters progress through the steps in creating a successful digital business framing the business promotion and sales delivery and operations value capture growth and scalability intellectual property and protection and leadership and structure Features include learning objectives introductions conclusions tables and figures highlighted key terms and analysis and design exercises in each chapter a wide range of real world examples a rolling case study of a hypothetical digital business that models the concepts covered in each chapter appendices of business terms including those relating to product licensing customer service agreements and customer delivery contracts and key terms explained throughout Supplementary online resources include a test bank lecture slides and a teaching guide for instructors and a business design template for student use

**Handbook of Strategic e-Business Management** Francisco J. Martínez-López, 2013-11-19 This research handbook provides a comprehensive integrative and authoritative resource on the main strategic management issues for companies within the e business context It covers an extensive set of topics dealing with the major issues which articulate the e business framework from a business perspective The handbook is divided into the following e business related parts background evolved strategic framework for the management of companies key business processes areas and activities and finally emerging issues trends and opportunities with special attention to diverse Social Web related implications The articles are varied timely and present high quality research many of these unique contributions will be especially valued and influential for business scholars and professionals interested in e business Many of the contributors are outstanding business scholars who are or have been

editors in chief of top ranked management and business journals or have made significant contributions to the development of their respective fields Markteintritt in Emerging Market Economies Hermann Sebastian Dehnen, 2012-05-22 Die vorliegende Dissertation handelt von der Entwicklung eines evolutionären praxisnahen Internationalisierungsprozessmodells für den Markteintritt in Emerging Markets Als Grundlage für das entwickelte Prozessmodell dienen insbesondere die Produktlebenszyklustheorie von Vernon das Lead Country Konzept der Ansatzes der Uppsala Schule sowie der Helsinki Schule und nicht zuletzt der GAINS Ansatz Neben diesem neuen Modell erfolgt die Identifikation eines neuen institutionellen Ansatzes namens Emerging Triad der sich mit der zunehmenden Verflechtung der südlichen Hemisphärenregionen beschäftigt Beide neuen Ansätze werden abschließend anhand der Trucksparte der Daimler AG empirisch überprüft **Nine Leaders in Action: Proven Strategies for Effective Leadership and Results** Kris Safarova, Vincent Samat, Rishab Shah, Takahiro Ajimizu, Alice Qinhua Zhou, Duddy Abdullah, Aywlin Sim, Ismael Hernández, Richmond Wong, 2022-02-28 Do you aspire for more than what society had intended for you Do you want to be a better leader Do you need a role model We often read books about the principles of leadership about leaders who don't look like us or have not been through our life experiences Most leadership books are written after the fact when the subject has retired or has reached the pinnacle of their career What if we could read a book about leadership in action to see the tools techniques mindsets and strategies leaders are using on their journey to the summit of their careers Nine Leaders in Action does just that We profile a range of leaders from around the world who have already achieved great success yet remain on the path to even greater heights Nine people who overcame adversity to achieve notable successes and have far bigger goals in mind Read how they do it Role model their best practices Don't give up and don't lower your ambitions The world needs your leadership *The British National*

*Bibliography* Arthur James Wells, 2009 *From Overworked to Automated: The Proven System for Building Profitable Side Hustles with AI Tools* Thalia Kensington, 2025-09-09 Are you working harder than ever but still struggling to find extra income streams The problem isn't your ambition it's your system Too many professionals chase side hustles without the tools to scale efficiently wasting time on tasks that drain energy instead of multiplying income This book gives you the roadmap to change that You'll discover how to harness today's most powerful AI tools like ChatGPT Canva and automation platforms to streamline your work create high quality content faster attract freelancing clients and build digital products that generate recurring revenue Packed with practical strategies and step by step guidance this system shows you exactly how to turn your skills into income while saving time and effort Whether you're looking to supplement your salary transition into entrepreneurship or unlock financial independence this guide will help you launch and grow an AI powered side hustle with confidence Stop trading hours for dollars start working smarter with AI *Asian Mergers and Acquisitions* Vikram Chakravarty, Soon Ghee Chua, 2012-05-29 A fascinating look at the unique nature of mergers and acquisitions in Asia The Asian market is heating up and both local and international firms are looking to get in on the mergers and acquisitions M As

that are poised to play a pivotal role in the restructuring of all manner of industries This restructuring will increase competitiveness but to make the most of it you need to understand why M As in Asia are unique With Asian Mergers and Acquisitions Riding the Wave in hand you have everything you need to do just that Packed with invaluable information on how Asian M As work the book points to the fragmented nature of Asian countries markets and customers the rise of Asian economies and firms and the growth of cross border business driven by the need for companies to gain access to markets technologies and brands as key elements for understanding the market Lays out guiding principles for Asian M As including identifying the drivers for creating value mitigating cultural differences getting the best expertise in pre and post merger efforts and more Contains everything investors need to know to understand coming changes in the Asian market Details how Asian M As differ from those in other countries Providing clear insights into Asian mergers and acquisitions and their inner workings including do s and don ts for successful investment this book is essential reading for anyone looking to cash in or simply understand the rapid growth of Asian industry

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Winning on Purpose Fred Reichheld, Darci Darnell, Maureen Burns, 2021-12-07

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