



BMW

- Bayerische Motoren Werke AG usually known under its abbreviation BMW is a German luxury vehicle, motorcycle, and engine manufacturing company founded in 1916.
 - It is one of the best-selling luxury automakers in the world. The company is a component of the Euro Stoxx 50 stock market index. Headquartered in Munich, Bavaria, BMW owns Mini cars and is the parent company of Rolls-Royce Motor Cars.
 - BMW produces motorcars under the BMW Motorsport division and motorcycles under BMW Motorrad, and plug-in electric cars under the BMW i sub-brand and the "iPerformance" model designation within the regular BMW lineup.
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Bmw Case Study Marketing

Jham, Vimi,Puri, Sandeep



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A Case Analysis - Exploring Customer Attitudes on BMW Marion Maguire, geb. Weiler, 2006-02-09 Inhaltsangabe Abstract Giving the powerful means of branding and brand based differentiation for creating and sustaining a competitive advantage especially in highly competitive markets such as the automobile market this study explores brand attitudes of existing and potential customers towards the brand BMW Moreover this study analyzes the level and source of customer satisfaction as well as the level and source of customer loyalty of existing and potential customers While this study considers five different factors for the degree of customer satisfaction there is only one factor considered for the degree of brand loyalty The factors considered for customer satisfaction are perceived customer service perceived quality perceived innovation perceived technology and perceived price while the factor considered for brand loyalty is customer satisfaction itself The analysis of brand loyalty distinguishes between repurchase loyalty and attitudinal loyalty former being analyzed for existing customers and latter being analyzed for potential customers The results indicate that 1 BMW has a high level of awareness both in recognition and recall 2 the image of BMW is favorable strong and relevant and 3 BMW is mainly associated with performance and style by existing customers and status by potential customers Despite these overall positive results weaknesses were identified that contain opportunities for BMW The regression analysis indicated that there is a strong positive correlation between customer satisfaction and perceived customer service and perceived innovation for existing customers and a strong positive correlation between customer satisfaction and perceived customer service perceived innovation and perceived price for potential customers Furthermore the regression analyses indicated that there is a strong positive correlation between customer satisfaction and brand loyalty both in form of repurchase as well as attitudinal loyalty Branding has been around for centuries as a means to distinguish the goods of one producer from those of another More and more companies have come to the realization that one of their most valuable assets is the brand name associated with their products Highly competitive markets like the automotive market make powerful brands essential to accomplishing growth By using the underlying concept of brand equity this paper investigates in which areas brand equity has been created for the

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Excellence in Brand Advertising Jim Osterman, 2007

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Customer Relationship Management Dr. Pallavi (Joshi) Kapooria, 2017-08-14 In this era of customer sovereignty the key to success is to be customer centric to the core and divert optimum resources towards identifying the right customers and catering to their service needs so as to leverage the relationship with a long term perspective In the

fierce marketplace the prime factor that will prove to be a sustainable differentiator is customer loyalty Marketers must connect with the customers inform engaging and energizing them in the process to capture the customers and win over the competition This book will give an insight into such aspects of CRM and help an organization to develop an apt strategy and build an infrastructure that absolutely must be in place before they can begin to understand the customers and start delivering effective loyalty programs It emphasizes on the fact that the loyalty is built on trust which results from the total experience that a customer has with your organization throughout the customer lifecycle This book will primarily cater to the management students who are aspiring managers keen to explore the world of endless opportunities of Marketing Brand Management It will provide them with an insight into the core concepts of CRM and equip them to successfully mark their corporate debut This book also intends to cater to the corporate professionals who are planning to invest in a Customer Relationship Management program I hope that we will be able to build a relationship through my investment in writing this book and your investment in reading it Since a relationship is two way I hope that we can benefit from each other s experiences I would be glad to hear from you please do share your experience and feedback at pallavikapooria@gmail.com

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