

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

**Hermann Sebastian Dehnen**



## **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

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**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

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**Winning on Purpose** Fred Reichheld,Darci Darnell,Maureen Burns,2021-12-07 Great leaders embrace a higher purpose to win The Net Promoter System shines as their guiding star Few management ideas have spread so far and wide as the Net Promoter System NPS Since its conception almost two decades ago by customer loyalty guru Fred Reichheld thousands of companies around the world have adopted it from industrial titans such as Mercedes Benz and Cummins to tech giants like Apple and Amazon to digital innovators such as Warby Parker and Peloton Now Reichheld has raised the bar yet again In Winning on Purpose he demonstrates that the primary purpose of a business should be to enrich the lives of its customers Why Because when customers feel this love they come back for more and bring their friends generating good profits This is NPS 3 0 and it puts a new take on the age old Golden Rule treat customers the way you would want a loved one treated at the heart of enduring business success As the compelling examples in this book illustrate companies with superior NPS consistently deliver higher returns to shareholders across a wide array of industries But winning on purpose isn t easy Reichheld also explains why many NPS practitioners achieve just a small fraction of the system s full potential and he presents the newest thinking and best practices for doing NPS right He unveils the Earned Growth Rate EGR the first reliable complementary accounting measure that can truly leverage the power of NPS With keen insight and moving personal stories Reichheld advances the thinking and practice of NPS Winning on Purpose is your indispensable guide for inspiring customer love within your own teams and using Net Promoter to achieve both personal and business success



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