



The Core Value Proposition

Tzong Ru Lee



The Core Value Proposition:

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The Expressive Organization : Linking Identity, Reputation, and the Corporate Brand Majken Schultz,Mary Jo Hatch,Mogens Holten Larsen,2000-08-17 This book challenges current beliefs about organizational identity reputation and branding It

contains a wealth of new ideas for finding the elusive answers to questions troubling contemporary organizations How does an organization create a strong reputation What are the implications of corporate branding on organizational structures and processes How do organizations discover their identities These are some of the vexing problems addressed in this book by a diverse international team of contributors According to the authors the future lies with the expressive organization Such organizations not only understand their distinct identity and their brands but are also able to express these externally and internally In order to thrive in an era of transparency and customer choice the authors argue organizations will have to be expressive

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Superior Customer Value in the New Economy Simon Ang,Alejandro Oliva,2004-05-27 Great companies consistently meet and exceed customer desires Superior Customer Value in the New Economy Concepts and Cases Second Edition offers a blueprint for responding effectively to customer demands and for creating the benchmarks common to world class service companies The Second Edition elaborates on the latest perspectives of the business

Competitive Advantage of Customer Centricity Sathit Parniangtong,2017-06-05 This book presents strategies that put the customer at the center of an enterprise It elaborates on the reasons for viewing customers as assets that a firm needs to acquire develop and cultivate in order to generate profitable relationships and champions customer profitability as the metric for measuring business performance Further it advocates the need to provide solutions to customers requirements with bundles of products and services It broadens the definition of customer value beyond tangible benefits and price to include both tangible and intangible benefits and total ownership costs while embracing a variety of unique customer needs The book highlights the value of business

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Value Proposition Design Alexander Osterwalder, Yves Pigneur, Gregory Bernarda, Alan Smith, 2015-01-26 The authors

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Strategic Market Management David A. Aaker, 2008 Relevant to strategic management courses as well as market management this textbook synthesises literature in the field of strategy and can be used at both the undergraduate and MBA levels This edition provides greater emphasis on external market analysis including the value proposition product category analysis and more **Management Accounting Research**, 2000 Journal of Cost Management, 2004 **CIO.**, 2000-06

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