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Successful Customer Relationship Management Programs and Technologies: Issues and Trends

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Successful Customer Relationship Management Programs and Technologies Issues and Trends



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The field of Customer Relationship Management (CRM) has broadened greatly in recent years as technological applications have expanded.

Successful Customer Relationship Management Programs and Technologies: Issues and

Trends offers the latest research and developments for researchers, practitioners, and academics alike. This volume contains case studies, methodologies, frameworks, and architectures, and generally the cutting edge in research within the field of customer relationship management. In order to stay abreast of the latest updates in the field, a volume like this serves as a reference book and handbook for semantics and follow-through for managers and decision-makers.

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Riyad Eid is an Associate Professor of Marketing and a member of the Faculty of Business and Economics at the United Arab Emirates University. Dr. Eid received a BSc (Hons) in Business administration from Tanta University (Egypt), an MSc in business administration from Tanta University (Egypt), PGDip (2002), and a PhD in marketing from Bradford University (UK). Dr. Eid's main area of marketing expertise and interest is in the domain of Internet marketing and customer relationship management. He has acted as a consultant to a number of organizations in Egypt, Saudi Arabia, United Arab Emirates, and the UK. Dr. Eid has published in several international refereed journals such as the *Journal of International Marketing, the Service Industries Journal, the Journal of Euro-Marketing, the Journal of Marketing Intelligence and Planning, the Journal of Industrial Management*. He also has attended numerous international refereed conferences worldwide. He is a subject matter expert (marketing) for the E-TQM College in (Dubai, Unaited Arab Emirates) and Umm Al-Qura University (Saudi Arabia). Dr. Eid was presented with Emeral Best Paper Award for one of his publications. He is also a member of editorial review boards for a number of international journals.



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Chapter 5 Identifying the Determinants of Customer Retention in a Developing Country Context Kassim Norizan Mohd (University of Qatar, Qatar) Ismail Salaheldin (University of Qatar, Qatar) Abdullah Nor Asiah (Multimedia University, Malaysia)

Chapter 6 Customer Relationship Management in Social and Semantic Web Environments García-Crespo Ángel (Universidad Carlos III de Madrid, Spain) Colomo-Palacios Ricardo (Universidad Carlos III de Madrid, Spain) Gómez-Berbís Juan Miguel (Universidad Carlos III de Madrid, Spain) Martín Fernando Paniagua (Universidad Carlos III de Madrid, Spain)

Chapter 7 CRM in the Context of Airline Industry: Eid Riyad (Wolverhampton University, UK) Zaidi Mustafa (University of Veterinary & Animal Sciences, Pakistan)

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Chapter 10 Customers Knowledge and Relational Marketing: Del Vecchio Pasquale (University of Salento, Italy) Ndou Valentina (University of Salento, Italy)

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Do Managerial Strategies Influence Service Behaviours? Ackfeldt Anna-Lena (Aston University, UK) Malhotra Neeru (Aston University, UK)

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Chapter 15

Determinants and Antecedents of Relationship Marketing Orientation: Abdelkader Ahmed (Mansoura University, Egypt) Jackson Howard (Huddersfield University, UK) Cook John (Huddersfield University, UK)

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