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# Customer-Effective WEB SITES

Jodie Dalgleish

# Customer Effective Web Sites

**Efraim Turban, Ephraim R.  
McLean, James C. Wetherbe**



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**Customer-effective Web Sites** Jodie Dalgleish, 2000 Build e Commerce sites that help customers achieve their goals better smarter and faster with 17 customer directives every site must follow to succeed In this book Dalgleish a leading Gartner Group consultant helps readers gain a competitive advantage by defining their key customer requirements and communicating them effectively to Web developers

**Developing Effective Websites** Roy Strauss, Patrick Hogan, 2013-08-22 Is your website project out of control Every website project needs a manager Developing Effective Websites describes Internet technologies in plain language and helps you see beyond your expertise to the big picture It does this by drawing on established software project and management principles Like any project effective management of website development starts by understanding and balancing the constraints of time resources and tasks You can deliver your project on time and on budget by following a process that includes Analyzing the requirements of users and your market Developing a workplan for the site and breaking it down to tasks Scheduling with Gantt and PERT charts and measuring slippage for more accurate revisions Estimating cost by the budget first or design first methods Using the team development process and covering all the necessary roles Aligning contractor and client interests to create a win win relationship Following an iterative development process for designing prototyping and building out Applying software testing principles to website development Making hosting decisions and planning for maintenance

**Submit Now** Andrew Chak, 2003 Usability is not enough This book shows what it takes to design a site so browsers become buyers the ultimate measurement of success for an e commerce site Designing Persuasive Web Sites Submit Now examines how customers search evaluate and make decisions realistically not using marketing guesstimates This book focuses on changing the mindset from selling to customers to helping them buy It begins by exploring how customers make decisions and how that integrates with the online experience It presents tangible design ideas that can be instantly applied to sites to make them more effective Real examples are used to provide insight and inspiration that can be directly applied to a multitude of sites The book provides a simplified description of the essential process necessary for designing a site that gets visitors to click It concludes with guidelines to for designing any transaction oriented site

Planning and Designing Effective Web Sites Sue A. Conger, Richard O. Mason, 1998 This unique new book looks at the various stages of development and decisions to be made in creating an effective web site A running case study takes users through planning idea generation implementation and maintenance

**InfoWorld** , 1999-03-08 InfoWorld is targeted to Senior IT professionals Content is segmented into Channels and Topic Centers InfoWorld also celebrates people companies and projects

**Contemporary Marketing 2006** Louis E. Boone, 2006

Interactive Text, Contemporary Marketing Louis E. Boone, David L. Kurtz, 2004 Contemporary Marketing Interactive Text by Boone and Kurtz combines the original textbook with rich multimedia real time updates exercises self assessment tests note taking tools and much more This combination of print and online material provides students with active learning tools and tutorials and helps instructors shorten preparation time and improve instruction The Interactive Text offers a complete technology teaching solution that integrates all of the media together in one seamless package no assembly is required Contemporary Marketing Interactive Text consists of two components a Print Companion and an Online Companion seamlessly integrated to provide an easy to use teaching and learning experience The Print Companion is a paperback textbook that includes the core content from the original textbook All time sensitive pedagogical features and materials at the end of chapters have been moved from the printed textbook to the Online Companion The Online Companion provides a dedicated Web site featuring all of the core content from the Print Companion combined with integrated interactive learning resources self assessment tests note taking features and basic course management tools that enable instructors to create and manage a syllabus track student self assessment scores broadcast notes to students and send electronic messages to students

**Business** Perseus Publishing, 2002-08-15 A landmark in reference publishing this resource covers virtually every aspect of the world of business It contains clear concise text plus profiles of 150 countries and biographies of management pioneers Includes 150 maps and 700 illustrations

Measuring the Effectiveness of E-commerce Website Design and Its Impact on Business Value Jungpil Hahn, 2003

Connecting to Customers Harry M. Brelsford, Karishma Kiri, 2002 Enterprises are increasingly becoming virtual corporations They need to empower their employees integrate with business partners and interact electronically with their customers This book describes the Microsoft solution for Internet business which enables enterprises to connect with customers increase operational efficiencies and compete more effectively in the global Internet economy The book covers what Internet business means its business rationale the Microsoft solution and technical information a decision maker needs to know to consider implementing the Microsoft solution

*Information Technology for Management* Ephraim Turban, Ephraim R. McLean, James C. Wetherbe, 2002 Taking a practical managerial oriented approach this text stresses how information technology provides solutions to organisational problems and challenges and emphasises the innovative use of information technology

**Customer Service** Paul R. Timm, 2005 KET BENEFIT This book ties together the best information from trade books and textbooks and then adds a clear and usable process for developing the kinds of skills attitudes and thinking patterns needed to win customer loyalty The coverage includes positive attitude customer turnoffs dissatisfied customers customer expectations customer loyalty winning telephone techniques and more This book is for employees and managers of customer service departments and human resource training departments

**Entrepreneurship** Cynthia L. Greene, 2006

**Fortnightly's Energy Customer Management**, 2002

**Practical Information Architecture** Eric L. Reiss, 2000 Provides guidance to website creation including contents

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