



Customer Focused Management Project

**Man-Chung Chan, Ronnie
Cheung, James N. K. Liu**



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Customer-Focused Management by Projects R. Vaupel, G. Schmolke, A. Krueger, 2000-08-17 Project management has been successfully applied in companies for many years and has proven to be an ideal way of managing innovative and unique tasks. However, project management can also be a way of focusing a company's resources on its customers. In order to achieve this, a new, much more entrepreneurial and company-wide approach must be taken. Customer Focused Management by Projects provides a comprehensive overview of project management and places it in a company-wide perspective. Vaupel, Schmolke, and Krueger use their long-term practical experience in management by and of projects to present a complete management concept which can be directly transferred into practice. The authors set out an integrated management concept for project-oriented companies, including developing the management of individual projects as a company's core competence. The crucial role of corporate culture in the success of project management is emphasized, and an outline of the procedures and functions integral to a project-supportive culture is provided. The principles of organizational learning, metric systems, and project benchmarking are applied to project management, making this a useful and informative book for newcomers to Project Management and more experienced readers alike. *Fundamentals of Customer-Focused Management* Joby

John, 2003-12-30 Customer orientation, customer-centricity, and customer relationship management (CRM) are not new concepts or practices. But information technology has unleashed tremendous opportunities in dealing with a customer and in creating value to the customer. And yet the majority of CRM investments and initiatives fail because firms do not have the appropriate orientation to serving the customer. The principal aim of this book is to get the reader to think about the firm and the way it conducts its business in a certain way with a customer focus. It is now becoming clearly evident that all firms compete on service. Providing superior service becomes a prerequisite for any differentiation strategy to succeed. To provide superior service for a competitive advantage requires a concrete understanding of what service orientation means. This orientation, in the form of a frame of mind, is essential for the firm to take advantage of opportunities and to address the challenges so as to gain a competitive advantage. For excellent service firms, the challenges and opportunities in providing services are a constant endeavor. For others, these challenges and opportunities are not that obvious. A complementary aim of this book, therefore, is to instill into the reader the principles of managing services. Project Business Management Oliver F. Lehmann, 2018-07-17 Roughly half of all project managers have to lead customer projects as profit centers on the contractor side, with two big objectives: making the customer happy and bringing money home. Customer projects are a high-risk business on both sides: customers and contractors, but the dynamics of this business have so far been mostly ignored in literature. The book is intended to fill this gap. The book helps project managers better understand the dynamics of customer projects under contract, from business development through handover, and find solutions for common problems. A central aspect is international contract law, an often underestimated factor in projects. *Challenges in Information Technology*

Management Man-Chung Chan, Ronnie Cheung, James N. K. Liu, 2008 This volume contains some research papers from the International Conference on Information Technology and Management organized by the Hong Kong Polytechnic University in conjunction with the Institute of Systems Management ISM It comprises 30 selected and refereed papers in the development of enabling technologies electronic commerce and knowledge management and IT systems and applications These papers feature the results of the latest research in the areas of information systems enabling technologies and business management as well as potential applications in industries including education finance logistics medical tourism and IT services

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