

Customer Focus



Customer Focused Management Project

Dick Billows



Customer Focused Management Project:

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* 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. *Advanced Project Management* Harold Kerzner, 2003-12-01 ADVANCED PROJECT MANAGEMENT: AUTHORITATIVE STRATEGIES FOR IMPLEMENTING PROJECT MANAGEMENT Senior managers at world-class corporations open their office doors to discuss case studies that demonstrate their thought processes and actual strategies that helped them lead their companies to excellence in project management in less than six years. Following the Project Management Institute's Body of Knowledge (PMBOK), industry leaders address Project risk management, Project portfolio management, The Project Office, Project management multinational cultures, Integrated project teams, and virtual project teams. **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 Handbook of Research on Emerging Technologies for Effective Project Management Jamil, George Leal, Ribeiro, Fernanda, Malheiro da Silva, Armando, Maravilhas Lopes, Sérgio, 2019-09-13 Driven by such tools as big data cognitive computing new business models and the internet of things the overall demand for innovation is becoming more critical for competitiveness and emerging technologies These technologies have become real alternatives for the market and offer new perspectives for modern project management applications The Handbook of Research on Emerging Technologies for Effective Project Management is an essential research publication that proposes innovations for firms and markets through the exploration of project management principles and methods and the effective integration of knowledge and innovation It encompasses academic and scientific propositions reviews for conceptual bases applications of theories in new market solutions and cases of successful insertion of disruptive technologies and business models in new competitive market offers Featuring a range of topics such as innovation management business administration and marketing this book is ideal for project managers IT specialists software developers executives practitioners managers marketers researchers and industry professionals

Innovation Project Management Harold Kerzner, 2022-11-21 INNOVATION PROJECT MANAGEMENT ACTIONABLE TOOLS PROCESSES AND METRICS FOR SUCCESSFULLY MANAGING INNOVATION PROJECTS WITH EXCLUSIVE INSIGHTS FROM WORLD CLASS ORGANIZATIONS AROUND THE WORLD The newly revised Second Edition of Innovation Project Management offers students and practicing professionals the tools processes and metrics needed to successfully manage innovation projects providing value based innovation project management metrics as well as guidance for how to establish a metrics management program The highly qualified author analyzes innovation from all sides through this approach Innovation Project Management breaks down traditional project management methods and explains why and how innovation projects should be managed differently The Second Edition includes exclusive insights from world class organizations such as IBM Hitachi Repsol Philips Deloitte IdeaScale KAUST and more It includes six all new case studies featuring a dive into brand management innovation from Lego Each case study contains questions for discussion and instructors have access to an Instructor s Manual via the book s companion website Specific ideas discussed in Innovation Project Management include Continuous versus discontinuous innovation incremental versus radical innovation understanding innovation differences and incremental innovation versus new product development Identifying core

competencies using SWOT analysis and nondisclosure agreements secrecy agreements and confidentiality agreements Implications and issues for project managers and innovation personnel active listening pitching the innovation and cognitive biases Measuring intangible assets customer stakeholder impact on value metrics customer value management programs and the relationship between project management and value With its highly detailed and comprehensive coverage of the field and with case studies from leading companies to show how concepts are applied in real world situations Innovation Project Management is a must have title for practicing project managers as well as students in project management innovation and entrepreneurship programs *Project & Program Management* Dick Billows,1996 **Leadership, Management, and Innovation in R&D Project Teams** Leon Mann,2005-03-30 In today s knowledge driven business environment research and development teams face particular challenges as their purpose is to discover and or develop new concepts products or processes the pressure to perform is intense A year long study of 58 R they set clear goals and tasks they establish an environment of mutual trust and respect and they are skilled politicians who liaise with external stakeholders including customers senior managers service providers and regulators to gain essential support Integrating insights from the fields of technology management social psychology and organizational behavior Leon Mann and his colleagues present recommendations to assist organizations and management in developing strong team leaders and building innovative teams

Implementing the Virtual Project Management Office Marcus Goncalves,2006-09-13 Globalization and increased outsourcing have redefined project management The complex dynamics involved in today s long distance projects require a new skill set and knowledge base unlike anything needed before Here leading project management expert Marcus Goncalves presents a complete guide to implementing the virtual project management office ePMO Leveraging his information technology expertise and PM experience Goncalves offers cutting edge techniques for managing projects across borders working with colleagues and clients from different cultures and utilizing the necessary telecommunication Internet technologies ePM managers and their virtual teams and remote PM offices must have Implementing the Virtual Project Management Office complies with the Project Management Institute s Project Management Body of Knowledge PMBOK guidelines and extends them to ePMO After analyzing the benefits of ePM versus conventional project management Goncalves presents an in depth discussion of ePM practices scenarios and challenges aided by real world examples and insightful case studies Providing a full focus on the management and execution of virtual projects Goncalves demonstrates the time and cost saving advantages showing how to begin realizing those advantages immediately He gives you Guidelines for building virtual project teams Step by step best practices for keeping an eProject on course Techniques for measuring project performance and earned value eTools for controlling project quality Ways to integrate speed change and innovation for ePM success A customer driven approach to ePM Goncalves provides comprehensive information on developing a state of the art virtual project management office from the necessary structure and environment to the technology He also defines

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Successful Project Management Jack Gido,2002-06 This book written in clear non technical language for the layman shows readers from start to finish how to plan organize schedule and lead project management tasks

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