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General Data

ID	M0000-008-6	
Description	Marketing plan	English
Type	Planning (Marketing Plan)	
Priority	Medium	
Employee Resp.	Planned	
Marketing Organ.	BDUNAY HYPERMARKET	
Currency	USD	
Parent		
Authorization Gr.	Account Manager	

Dates

Planned Start	10.10.2012
Planned End	31.12.2012

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Sap Crm Tpm Configuration Guide

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Implementing SAP® CRM Vivek Kale, 2014-12-03 In today's competitive business environment most companies realize that the better they can manage their customer relationships the more successful they will become Customer Relationship Management CRM software systems are key tools for companies to manage the customer facing processes of their businesses However many companies have resisted implementing this most critical customer oriented application due in large part to the lack of a single point resource on implementing a CRM system This book attempts to fill that gap Implementing SAP CRM will help technologists and managers come to grips with the vision concept and technology of CRM It begins by laying out the groundwork for understanding CRM It explains the concept and context of CRM and the tangible business benefits of CRM adoption Demonstrating a professional approach to the evaluation and selection of SAP it details the critical success factors CSFs patterns and anti patterns of a successful SAP CRM implementation CRM implementations can add significant benefit to the company's bottom line only if the company first transforms itself into a customer centric and customer responsive enterprise This book explains what it means to be a customer centric and responsive enterprise and provides a framework for business operations based on customer relationships rather than the traditional four Ps product positioning price promotion It further spells out business process reengineering BPR strategies to configure internal business processes and operations with SAP CRM to improve customer facing strategies services and relationships [Learn](#)

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