

AFTER-SALE SERVICE



SPARE PARTS

- Pricing
- Spare parts sales
- Logistics
- Demand forecast
- Etc.



CUSTOMER SERVICE

- Maintenance
- Repair
- Training and qualification
- Training
- Installation
- Production observation
- Etc.



ACCESSORIES

- Additional products
- Additional services
- Technical equipment
- Etc.



After Sale Service Strategy

Jessica J Manson



After Sale Service Strategy:

Service Business Development Thomas Fischer, Heiko Gebauer, Elgar Fleisch, 2012-05-24 Over the last decade capital goods manufacturers have added services to products as a way of responding to eroding margins and the loss of strategic differentiation Based on over twelve years of research this book provides a thorough overview of the strategies available for value creation through service business development

Re-engineering Manufacturing for Sustainability Andrew Y. C. Nee, Bin Song, Soh-Khim Ong, 2013-04-08 This edited volume presents the proceedings of the 20th CIRP LCE Conference which cover various areas in life cycle engineering such as life cycle design end of life management manufacturing processes manufacturing systems methods and tools for sustainability social sustainability supply chain management remanufacturing etc

Management Information Systems R. Kelly Rainer, Brad Prince, Hugh J. Watson, 2016-11-16 The 4th Edition of *Management Information Systems* promotes active learning like no other text in the market Each chapter is comprised of tightly coupled concepts and section level student activities that transport your students from passively learning about IS to doing IS in a realistic context

The Impact of Artificial Intelligence on Digital Marketing. A Case of Nigerian SMEs Adaobi Oti, 2025-01-08 Master's Thesis from the year 2024 in the subject Business economics Offline Marketing and Online Marketing grade 66 University of Plymouth Plymouth Business School course Business management language English abstract This study was aimed at examining the impact of artificial intelligence AI on digital marketing of SMEs in Nigeria The respondents of this study were SMEs owners in Lagos State Nigeria Quantitative and qualitative data was collected with the aid of questionnaire and interview section respectively Qualitative data was analyzed with thematic analysis while the quantitative data was analyzed with correlation and regression to test the hypothesis generated This study revealed that the use of AI by SMEs in Nigeria had a positive impact on digital marketing and sales performance It also identified the major challenge associated with the application of AI in the digital marketing initiatives of Nigerian SMEs to be the lack of AI professionals to facilitate the integration of AI into their digital marketing initiatives

the journal of product innovation management, 2002

Interavia, 1997

Strategy, Structure, and Performance of MNCs in China Yadong Luo, 2001 The result is an expert and lucid analysis of international investment and the China market particularly for upper level executives analysts studying emerging markets and scholars specializing in international politics and business expansion

BOOK JACKET

The Irish Employee Recruitment and Management Handbook Patrick Gunnigle, 1999 This handbook covers the issues that face human resource HR practitioners in the Irish labour market It looks at the developments and key techniques that HR managers must have if they are to recruit and retain a high quality workforce

Operations Strategies for Competitive Advantage Eisenhower C. Etienne-Hamilton, 1994

International Business and the Management of Change Malcolm Trevor, 1991

Printing Art, 1925

The Global Learning Organization Michael J. Marquardt, Angus Reynolds, 1994 As companies prepare to compete globally the critical importance of organization wide

learning has never been more clear In a global market being able to learn faster than the competition may be the only available advantage This guide will describe how organizations and individuals within these organizations can redirect energies to become a learning organization in the global context Statements by CEOs from GE Xerox Honda and others offer useful experiences with global learning and how to meet the challenges it presents **Crafting and Executing Strategy** Arthur A. Thompson,Alonzo J. Strickland,2001 Handbook for Professional Managers Lester R. Bittel,Jackson Eugene Ramsey,Muriel Albers Bittel,1985 **Printed Salesmanship** ,1925 *Managing Service Quality* Paul Kunst,Jos Lemmink,1995 Economics of the Firm Arthur A. Thompson,John P. Formby,1993 *White Papers of Japan* ,1978 Abstract of official reports and statistics of the Japanese Government **Grademaker** Charles W Lamb,Lamb,Hair,Carl McDaniel,1999-08 All questions in the Study Guide are keyed to the learning objectives by numbered icons In addition to true false multiple choice and essay questions every chapter includes application questions many in the form of short scenarios Study Guide questions were designed to be similar in type and difficulty level to the Test Bank questions so that review using the Study Guide will help students to improve their test scores The guide also includes chapter outlines with definitions of key terms a synopsis of key points under the learning objectives and vocabulary practice 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 what concurrent ePM is and the need for change management during the process The bonus CD features sample policies forms budgets checklists and software including the

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