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database marketing is at the crossroads of technology business strategy and customer relationship management enabled by sophisticated information and communication systems today's organizations have the capacity to analyze customer data to inform and enhance every facet of the enterprise from branding and promotion campaigns to supply chain management to employee training to new product development based on decades of collective research teaching and application in the field the authors present the most comprehensive treatment to date of database marketing integrating theory and practice presenting rigorous models methodologies

and techniques including data collection field testing and predictive modeling and illustrating them through dozens of examples the authors cover the full spectrum of principles and topics related to database marketing this is an excellent in depth overview of both well known and very recent topics in customer management models it is an absolute must for marketers who want to enrich their knowledge on customer analytics peter c verhoef professor of marketing faculty of economics and business university of groningen a marvelous combination of relevance and sophisticated yet understandable analytical material it should be a standard reference in the area for many years don lehmann george e warren professor of business columbia business school the title tells a lot about the book s approach though the cover reads database the content is mostly about customers and that s where the real world action is most enjoyable is the comprehensive story in case after case which clearly explains what the analysis and concepts really mean this is an essential read for those interested in database marketing customer relationship management and customer optimization richard hochhauser president and ceo harte hanks inc in this tour de force of careful scholarship the authors canvass the ever expanding literature on database marketing this book will become an invaluable reference or text for anyone practicing researching teaching or studying the subject edward c malthouse theodore r and annie laurie sils associate professor of integrated marketing communications northwestern university

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