

EL EFECTO LEALTAD

CRECIMIENTO,
BENEFICIOS
Y VALOR ÚLTIMO

Frederick F. Reichheld

Ariel

empresa

Recursos Humanos

Efecto Lealtad El

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Efecto Lealtad El:

El efecto lealtad Frederick F. Reichheld, Thomas Teal, 2002-01 *El corazón de las empresas* Alejandro Córdoba, Alejandro Córdoba Largo, 2007-05 CONTENIDO El libro analiza los cambios sociales que se están produciendo y tras los cuales emergen ciudadanos más concienciados y consumidores mucho más exigentes que obligan a las empresas a replantearse cuál debe ser su compromiso social **El efecto lealtad** Frederick F. Reichheld, Thomas Teal, 1996

Marketing de fidelización Blanca García Gómez, Ana María Gutiérrez Arranz, 2013-09-17 El incremento creciente de la competencia en los mercados hace que la búsqueda de la lealtad del cliente sea uno de los objetivos prioritarios de cualquier organización preocupada por la innovación que ayude a conseguir mejores resultados empresariales para lo que es clave el diseño de estrategias de fidelización que sean capaces de alinearse con los intereses de los consumidores Sin duda una buena gestión de los programas de fidelización de clientes dar a la empresa una ventaja competitiva además de aportar información muy valiosa sobre los gustos las actitudes y el comportamiento de los consumidores Así la gestión de un programa de fidelización desde un enfoque proactivo apoyado en una correcta gestión de las bases de datos de clientes se convierte en un instrumento de gran valor En esta obra partiendo del concepto de lealtad se expone la evolución de la estrategia de fidelización de clientes desde la orientación al mercado hasta el planteamiento 360 grados En el libro se analizan los aspectos clave de los programas de fidelización de clientes mecanismos de implantación tipos etc y se estudia el papel de las bases de datos en la personalización de la oferta En el desarrollo del texto se ha buscado la interacción entre la teoría y la práctica lo que ayuda al lector a conseguir una mejor comprensión de los términos que se utilizan y su aplicación *Revista del ejército* ,1924

Admirables efectos de la Providencia sucedidos en la vida, e imperio de Leopoldo primero inuictísimo emperador de Romanos reduzelos a anales históricos la verdad. Tomo primero \-tercero] ,1696 **Control 2.0** Joan Maria Amat Salas, 2013-02-07 Incorpora una perspectiva del control centrada no sólo en los aspectos financieros sino en una perspectiva global Ante los cambios que se están produciendo en la actualidad es necesario tener una nueva perspectiva del control de gestión menos financiera y más amplia del entorno social Para ello es imprescindible crear una atmósfera colaborativa y de confianza que permita un mayor compromiso de las personas de la organización así como contribuir a lograr unos mejores resultados para la compañía y la sociedad También es imprescindible desarrollar una actitud proactiva y a largo plazo orientada a la sostenibilidad y a tomar decisiones en entornos de alta incertidumbre y es cada vez más conveniente incorporar también una concepción del control más cualitativa y menos financiera con indicadores intangibles intuitivos no financieros y a corto y especialmente a largo plazo que sean capaces de capturar una mayor información de la realidad de la empresa y de la sociedad y que fomente la responsabilidad social corporativa y el branding emocional *Admirables efectos de la providencia, sucedidos en la vida e imperio de Leopoldo Primero ...* Constantino Roncaglia, 1696 *Actuales tendencias turísticas en la nueva era del turismo* , Nos encontramos ante una obra en la que con maestría los autores

profesionales en la materia con una dilatada experiencia analizan el tema desde diferentes perspectivas ofreciendo al lector una completa visión del estado actual de la materia Principios de política aplicables a todos los gobiernos Benjamin Constant, 2010 Edición y notas de tienne Hofmann Traducido por Víctor Goldstein Los Principios de política son la obra maestra de Benjamin Constant y del liberalismo político Redactado en 1806 pero publicado solo parcialmente en vida del autor este libro no había tenido hasta el presente una edición íntegra en nuestro idioma Recién en 1980 apareció en Ginebra la primera edición crítica de la obra a cargo de tienne Hofmann que restituye la monumental arquitectura del conjunto y a partir de la cual se ha realizado la presente traducción En los Principios Constant se propone repensar los fundamentos de la vida en sociedad a la luz de ese acontecimiento mayor y reciente la Revolución Francesa Y como resultado de esa reflexión define las condiciones de base de una democracia liberal la soberanía del pueblo y la libertad individual y en el trayecto descubre en qué consiste la libertad de los Antiguos en relación con la de los Modernos Microcosmos de la filosofía política y expresión de su propia experiencia los Principios exploran numerosos temas la ley la soberanía la representación el poder el gobierno la riqueza y la pobreza la guerra y la paz y el mantenimiento del orden público Pero sobre todo la libertad En efecto aquí Constant muestra que la libertad es un fenómeno orgánico y que atacarla en alguno de sus aspectos particulares es atacarla en su totalidad Una de las obras maestras de la filosofía política europea surge por fin con esta edición a la luz en nuestro idioma para ocupar el lugar que le corresponde por pleno derecho **Soledad y aislamiento del colaborador en**

cuarentena por coronavirus Las 4 Miradas de la gestión empresarial, 2020-03-20 El siguiente trabajo ha sido extractado por la editorial Las 4 Miradas de la gestión empresarial a partir de un artículo de Adam Hickman PhD publicado en noviembre del pasado 2019 A lo largo de su contenido se analiza minuciosamente el rol de los líderes para minimizar los efectos negativos del trabajo a distancia o en casa también denominado teletrabajo sobre la salud física mental y emocional de los trabajadores que para cumplir con sus obligaciones laborales en la realidad actual están obligados a utilizar esta metodología debido al avance del Coronavirus COVID 19 en el mundo entero En este quinto Capítulo de esta Colección veremos la forma en que los líderes deben gestionar a sus equipos para mantener los niveles de productividad la lealtad y el compromiso con los resultados **Admirables efectos de la providencia sucedidas en la vida e imperio de**

Leopoldo Primero invictísimo emperador de romanos, redúzelos a anales históricos la verdad... Constantino Roncaglia, 1734 Boletín de jurisprudencia y administración, 1858 Responsabilidad social corporativa: un enfoque centrado en el consumidor. Sandra Castro González, Belén Bande Vilela, 2021-11-11 Los consumidores actuales demandan un crecimiento sostenido de las organizaciones por lo cual ejercen presión para que las empresas de su entorno y aquellas a las cuales compran sus productos o contratan sus servicios se comporten de un modo moral y típicamente correcto y atiendan las demandas de las partes vinculadas a la organización Exigen que la labor de las organizaciones trascienda el desarrollo económico y o financiero para atender las demandas sociales medioambientales y económicas de los distintos grupos de interés Este

tipo de comportamiento posibilitar a la empresa diferenciarse de sus competidores y de esta forma generar una buena reputación e imagen corporativa mejorando la confianza de los consumidores su satisfacción e identificación con ella lo cual repercutir en un incremento de la lealtad la intención de repetir la compra en esa empresa o en unos comportamientos de promoción más positivos Esta obra hace un repaso al concepto de Responsabilidad Social Corporativa RSC desde su origen hasta la actualidad para profundizar y centrarse a continuación en la RSC y el comportamiento del consumidor poniendo de manifiesto la importancia para los consumidores de las iniciativas socialmente responsables Se hace una revisión de cómo la RSC influye sobre aspectos emocionales actitudinales y comportamentales del consumidor centrándose en variables de gran relevancia de cara a que la organización pueda mantener una relación a largo plazo con los clientes y que estas relaciones sean más sólidas y ventajosas para ella La obra finaliza con el contraste de dos modelos empíricos originales que evidencian lo argumentado anteriormente confirmando que la RSC influye positivamente sobre el comportamiento de los consumidores a través de su impacto sobre elementos como la reputación corporativa y aspectos afectivo emocionales

Boletín de Estudios Económicos ,2000 **Comedia famosa, A un tiempo rey y vasallo** ,1793 *Admirables efectos de la providencia sucedidos en la vida e imperio de Leopoldo primero ...* Costantino Roncaglia,1716 *Decision Making Systems in Business Administration* ,2013 This book analyzes some of the most recent advances in the field of decision making and fuzzy systems applied to business and economics presented at the International Conference on Modeling and Simulation MS 12 Rio de Janeiro 10-13 December 2012 In this conference a special focus is given to the fundamental concept of sustainable development Other key applications in business economics and finance are also considered In general it is very useful for graduate students and researchers interested in pursuing research that combines quantitative techniques such as modeling and simulation and decision making with business and economic problems This is especially useful when dealing with complex environments where the information is very uncertain and additional mathematical and statistical techniques are needed in order to understand the specific situations considered *Responsabilidad, economía e innovación social corporativa* Vargas Vasserot, Carlos,2021-06-01 Responsabilidad Económica e Innovación Social Corporativa fue el título del XIX Congreso de la Asociación Sainz de Andino de Profesores de Derecho Mercantil que se celebró en octubre de 2019 en la sede del Centro de Investigación en Derecho de la Economía Social y en la Empresa Cooperativa CIDES de la Universidad de Almería La base de la presente publicación con el mismo título que dicho congreso son las ponencias pronunciadas por los reconocidos conferenciantes que participaron en el mismo junto a una selección de las comunicaciones más valiosas presentadas a dicho evento científico Todas estas aportaciones fueron sometidas a un importante proceso de mejora y de adaptación para convertirlas en parte de una obra colectiva del nivel de la que se presenta lo que justifica el tiempo transcurrido entre la celebración del congreso origen de la obra y la fecha de su publicación La obra se divide en tres partes diferenciadas en las que encajan los veintinueve capítulos que la componen responsabilidad social corporativa economía social e

innovación social corporativa Aparte del sesgo social más o menos intenso de todos los capítulos del libro el verdadero nexo de unión de todos ellos es la originalidad en el tratamiento jurídico de los temas abordados En esta faceta cabe destacar entre otras las aportaciones sobre las empresas sociales de nueva factura las B Corps las criptomonedas y la exclusión social el dinero digital programable y las asambleas virtuales de las cooperativas tras la normativa COVID Ciencias sociales y administración Jean François Chanlat, 2020-06-11 El mundo contemporáneo está fuertemente marcado por la importancia que nuestras sociedades conceden a la economía a la empresa y a la administración Las ciencias sociales que se dedican a hacer inteligible la vida social en aspectos particulares o en su totalidad no pueden permanecer indiferentes a este fenómeno Esta obra hace un balance de las relaciones que las ciencias sociales han tenido con la administración y responde a ciertas preguntas ¿Qué forma toman estas relaciones con el tiempo? ¿Qué lugar concede la administración a las ciencias sociales? ¿Cuál es la contribución de estas a la comprensión de la administración? ¿Qué lugar deben ocupar hoy en la formación de los administradores? Frente a las prácticas administrativas contemporáneas que tienen a actuar en nombre de la competitividad y de la rentabilidad financiera esta obra lucha para que el mundo de la administración amplíe la visión del ser humano y vuelva a darle un lugar central a la subjetividad a la efectividad a la experiencia vivida a lo simbólico a la historia y a la ética tanto en su práctica como en su teoría

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