

Manuela Choudhry

Mögliche Akzeptanzprobleme und Widerstände bei einer CRM-Implementierung im Unternehmen

Bachelorarbeit

M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen

Ingo Beck



Mögliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen:

Mögliche Akzeptanzprobleme und Widerstände bei einer CRM-Implementierung im Unternehmen Manuela Choudhry, 2015-07-07 Bachelorarbeit aus dem Jahr 2011 im Fachbereich BWL Offline Marketing und Online Marketing Note 2 Fachhochschule Wiener Neustadt Sprache Deutsch Abstract Die vorliegende Arbeit beschäftigt sich mit der CRM Implementierung Customer Relationship Management in Unternehmen und beschreibt deren Ziele Ausgehend von CRM Definitionen der Erklärung von CRM Systemen gefolgt von der Beschreibung der Implementierungsziele Des Weiteren wird Akzeptanz definiert da für die erfolgreiche Umsetzung derartiger Veränderungen die Benutzerakzeptanz von entscheidender Bedeutung ist Folgend werden die Ursachen für Akzeptanzprobleme und Widerstände detailliert erörtert Aufbauend auf die beschriebenen Akzeptanzprobleme und Widerstände werden akzeptanzfördernde Schritte dargestellt Die gewonnenen Erkenntnisse werden am Ende der Arbeit zusammengefasst Key Success Factors for Implementing CRM in Sales Departments of B2B Companies Goran Krpan, 2018-04-16 Die Implementierung von CRM in einem Unternehmen ist mit vielen Herausforderungen verbunden da eine solche Implementierung viel Zeit erfordert und hohe Kosten verursacht Diese Kosten sind mitunter schwer zu rechtfertigen Jedoch verspricht man sich durch diese Technologie ein besseres Kundenverständnis zu erlangen und somit auch seine Umsätze nachhaltig steigern zu können Leider ist es oft der Fall dass Systeme die das Kundenmanagement erleichtern sollen genau das Gegenteil bewirken und somit zu Frust und Enttäuschung führen Die vorliegende Arbeit beschäftigt sich mit den Erfolgsschüsselfaktoren für die Implementierung von CRM in einer Vertriebsorganisation im B2B Bereich **Erfolgsfaktoren und Barrieren bei der CRM-Implementierung** Ingo Beck, 2006-07-31 Inhaltsangabe Problemstellung Die wachsende Anzahl an Publikationen auf dem Gebiet des CRM verdeutlicht dass das Management von Kundenbeziehungen in den letzten Jahren sowohl in der Wissenschaft als auch in der Praxis zunehmend Verbreitung findet Die veränderten Marktbedingungen und der rasante technologische Fortschritt haben bei den Unternehmen zu der Einsicht geführt die Bedürfnisse ihrer Kunden besser verstehen zu müssen und die Kundenbeziehungen auf eine nach den Grundsätzen der Kundenorientierung angepasste Basis zu stellen Denn Unternehmen die konsequent die Kundenorientierung verbessern und es dadurch schaffen dauerhafte Beziehungen zu ihren Kunden aufzubauen können einen wichtigen Wettbewerbsvorteil gegenüber ihren Konkurrenten erzielen So erhoffen sich viele Unternehmen durch den Einsatz von CRM profitable Kunden gezielt und langfristig an das Unternehmen zu binden und auf diese Weise den Unternehmenserfolg nachhaltig zu steigern Angesichts der mit dem CRM verbundenen Potenziale verwundert es nicht dass Unternehmen mit jährlich stark steigenden Wachstumsraten in die Einführung von CRM Systemen investieren Trotz allem wird in den letzten Jahren mit Kritik und Skepsis beobachtet dass CRM nicht zu den erhofften Erfolgen führt und die Umsetzung der angesprochenen Ziele in der Praxis große Probleme bereitet Umfragen vieler Forschungsinstitute und Branchenexperten zeigen dass 55 Prozent aller CRM Projekte keine signifikanten Erfolge aufweisen

können Auch eine Vielzahl von Artikeln bestätigt die Existenz erheblicher Schwierigkeiten bei der Einführung und Realisierung von CRM Konzepten in Unternehmen Rigby Reichheld und Scheffer untermauern die Kritik mit zum Teil erschreckenden Zahlen Demnach steht CRM an drittletzter Stelle von 25 bedeutenden Management Tools und 20 Prozent der 451 befragten Führungskräfte urteilen rückblickend sogar CRM initiatives not only had failed to deliver growth but also had damaged long standing customer relationships In Anbetracht dieser hohen Fehlerquote bei der Umsetzung von CRM Projekten stellt sich die Frage nach den Ursachen welche die Erfolge einer CRM Implementierung hinter den Erwartungen zurückbleiben lassen Welche Voraussetzungen gilt es im Rahmen einer erfolgreichen Einführung von CRM zu erfüllen Auf diese Frage soll die vorliegende Metaanalyse Antworten geben Gang der Untersuchung Bevor im Hauptteil der Arbeit der Grundrahmen für die Metaanalyse herausgearbeitet wird und

Customer Relationship Management (CRM) und CRM-Systeme Nicolas Teles, 2008 Diplomarbeit aus dem Jahr 2006 im Fachbereich BWL Marketing Unternehmenskommunikation CRM Marktforschung Social Media Note 2,0 Fachhochschule Bielefeld 62 Quellen im Literaturverzeichnis Sprache Deutsch Abstract Das Ziel dieser Diplomarbeit besteht darin zum einen die Gründe für das häufige Scheitern von CRM Systemen zu ermitteln und zum anderen ein Soll Profil anzufertigen um damit aufzuzeigen was CRM Systeme strategisch leisten müssen um Kundenbeziehungen erfolgreich gestalten zu können Darüber hinaus werden Ansatzpunkte zur Optimierung einer CRM Implementierung dargestellt Der verschärfte Wettbewerb in globalen Märkten und zunehmende Umsatzrückgänge in Unternehmen waren der Ansatz für Überlegungen wie Geschäftserfolge langfristig durch verbesserte Kundenbeziehungen gesichert werden können Der steigende Druck in kurzen Zeiträumen immer wieder marktfähige Produkte zu liefern ist gewaltig gestiegen Auch eine hohe Produktqualität wird heute als selbstverständlicher Grundnutzen angesehen Eine Profilierung über das Kernprodukt ist kaum noch möglich Hilfreich dabei kann der Einsatz des Customer Relationship Management CRM sein CRM ist eine ganzheitliche strategische Unternehmensphilosophie die einen systematischen Aufbau und konsequente Fortführung von Kundenbeziehungen in den Mittelpunkt der Geschäftsprozesse stellt Folglich erscheint eine Differenzierung gegenüber dem Wettbewerb nur noch über die Pflege der Beziehung zu einem Kunden möglich zu sein Dieses sollte nicht als Last sondern als eine große Chance angesehen werden Denn wie ein Sprichwort sagt Beziehungen schaden nur dem der keine hat Insofern handelt es sich bei CRM zunächst nicht nur um ein Softwareprodukt wie viele Unternehmen glauben obwohl diese ohne die Unterstützung eines IT Systems oft nicht auskommen Das CRM System sollte dabei lediglich als Instrument dienen um das Ziel zur Planung und Gestaltung einer profitablen Kundenbeziehung zu erreichen

Change Management: Ursachen und Umgang mit Widerständen bei CRM-Projekten Felix Wenger, 2010 Studienarbeit aus dem Jahr 2009 im Fachbereich BWL Marketing Unternehmenskommunikation CRM Marktforschung Social Media Note 1,3 Business and Information Technology School Die Unternehmer Hochschule Iserlohn Veranstaltung Umsetzung und Einführung von CRM Systemen Sprache Deutsch Abstract Zunehmende Wettbewerbsintensität in den Märkten und sich schnell verändernde

Rahmenbedingungen zwingen Unternehmen ihre bestehenden und potentiellen Kundenbeziehungen zu stärken. Weil Produkte mit dem Fortschritt der Globalisierung immer ähnlicher und austauschbarer werden, verfügen nur wenige Unternehmen über einen Wettbewerbsvorteil durch eine sogenannte Technologieführerschaft. Die Bedeutung der kundenorientierten Ausrichtung der Unternehmen ist demnach sehr hoch, und der Customer Relationship Management Ansatz CRM zählt mittlerweile zu den wichtigsten Konzepten zur Generierung von Wettbewerbsvorteilen. Die Einführung eines CRM Systems im Rahmen eines unternehmensweiten CRM Projektes bedingt umfassende Restrukturierungsmaßnahmen auf organisatorischer und kultureller Ebene. Mit diesen Restrukturierungen sind allerdings Widerstände von Individuen und seitens bestimmter betrieblicher Interessensgruppierungen verbunden. So kann der Erfolg des CRM Projektes unter anderem verzögert, erschwert oder gar ganz verhindert werden. Der Change Management Ansatz setzt hier am Humanfaktor an und liefert Instrumente zum Umgang mit und zum Abbau von Widerständen, um einen erfolgreichen Abschluss und nachhaltigen Gewinnzuwachs zu gewährleisten. Wichtig in diesem Zusammenhang ist die Frage, welche Ursachen die Widerstände haben und welches der richtige Umgang mit diesen ist. Die vorliegende Hausarbeit befasst sich mit den Grundlagen des CRM und des Change Management in Verbindung mit CRM Projekten. Darüber hinaus werden Widerstände definiert und ihre Ursachen erläutert. Schließlich werden Grundsätze und Instrumente zur Prävention und zum Abbau von auftretenden Widerständen vorgeschlagen.

Implementierung eines CRM-Systems in einem mittelständischen Unternehmen: Planung und Umsetzung am Beispiel der schwedischen Aktiengesellschaft Balco AB. ,2012

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Table of Contents M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen

1. Understanding the eBook M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - The Rise of Digital Reading M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Advantages of eBooks Over Traditional Books
2. Identifying M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - User-Friendly Interface
4. Exploring eBook Recommendations from M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Personalized Recommendations
 - M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen User Reviews and Ratings
 - M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen and Bestseller Lists
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 - ePub, PDF, MOBI, and More
 - M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen Compatibility with Devices
 - M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Highlighting and Note-Taking M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Interactive Elements M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
- 8. Staying Engaged with M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
- 9. Balancing eBooks and Physical Books M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Setting Reading Goals M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Fact-Checking eBook Content of M Gliche Akzeptanzprobleme Widerst Nde Crm Implementierung Unternehmen
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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