



# **Network Relationship Management: Mit Kunden, Partnern und Mitarbeitern zum Erfolg (German Edition)**

*Harry Wessling*

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Ziel von Network Relationship Management ist es, den unterschiedlichen Bedürfnissen von Kunden, Partnern und Mitarbeitern gleichzeitig zu begegnen und somit die Wertschöpfung einer Organisation zu heben. Das Buch bietet einen Managementrahmen und zahlreiche Hinweise für den Einsatz von Network Relationship Management.

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