



9 Erfolgskriterien Profitabler Marketing & Sales Funnel

Sind Online Kunden Profitabler Pilgrim Fallstudienreport

Christian Drosten

Sind Online Kunden Profitabler Pilgrim Fallstudienreport:

Sind Online-Kunden profitabler für die Pilgrim Bank? Ein Fallstudienreport ,2015-05-27 Studienarbeit aus dem Jahr 2014 im Fachbereich BWL Unternehmensf hrung Management Organisation Note 1 7 Universit t Bremen Sprache Deutsch
Abstract Die Pilgrim Bank ist eine etablierte Privatkundenbank mit rund f nf Millionen Kunden Im Schnitt sind diese Kunden bereits seit ber zehn Jahren der Bank treu Das Management m chte den Online Banking Kanal st rken da dort gro e M glichkeiten gesehen werden die Profitabilit t der Kunden zu erh hen und Betriebskosten zu senken Gleichzeitig verspricht sich das Management davon eine bessere Customer Experience F nf Millionen Kunden die im Schnitt seit zehn Jahren der Bank angeh ren Nur 50 % der 5 000 000 Kunden sind profitabel 70 % des Gewinns wird durch 10 % der Kunden generiert Durch die St rkung des Online Banking Kanals sollen die Betriebskosten gesenkt und die Customer Experience verbessert werden Es liegt ein Datensatz mit rund 32 Tsd Kundendaten vor Um verl ssliche Annahmen f r den gesamten Kundenstamm treffen zu k nnen ist zun chst eine berpr fung notwendig ob die Ergebnisse aus der Stichprobe auf die Gesamtheit der Kunden bertragbar sind

Decoding **Sind Online Kunden Profitabler Pilgrim Fallstudienreport**: Revealing the Captivating Potential of Verbal Expression

In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its power to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**Sind Online Kunden Profitabler Pilgrim Fallstudienreport**," a mesmerizing literary creation penned with a celebrated wordsmith, readers attempt an enlightening odyssey, unraveling the intricate significance of language and its enduring effect on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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