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RULE



Winning the Battle for Share

Timothy Keiningham • Lerzan Aksoy • Luke Williams
with Alexander Buoye

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The Wallet Allocation Rule Winning The Battle For Share

Jens Leth Hougaard



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The Wallet Allocation Rule Timothy L. Keiningham, Lerzan Aksoy, Luke Williams, Alexander J. Buoye, 2015-02-12

Customer Loyalty Isn't Enough Grow Your Share of Wallet The Wallet Allocation Rule is a revolutionary definitive guide for winning the battle for share of customers hearts minds and wallets Backed by rock solid science published in the Harvard Business Review and MIT Sloan Management Review this landmark book introduces a new and rigorously tested approach the Wallet Allocation Rule that is proven to link to the most important measure of customer loyalty share of wallet Companies currently spend billions of dollars each year measuring and managing metrics like customer satisfaction and Net Promoter Score NPS to improve customer loyalty These metrics however have almost no correlation to share of wallet As a result the returns on investments designed to improve the customer experience are frequently near zero even negative With The Wallet Allocation Rule managers finally have the missing link to business growth within their grasp the ability to link their existing metrics to the share of spending that customers allocate to their brands Learn why improving satisfaction or NPS does not improve share Apply the Wallet Allocation Rule to discover what really drives customer spending Uncover new metrics that really matter to achieve growth By applying the Wallet Allocation Rule managers get real insight into the money they currently get from their customers the money available to be earned by them and what it takes to get it The Wallet Allocation Rule provides managers with a blueprint for sustainable long term growth

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fundamental their relationship with uncertainty Most people are blown off course by unexpected events Top performers by contrast know how to navigate our unpredictable world Not just that they know how to thrive in it You can acquire this essential skill too In Mastering Uncertainty investor and serial entrepreneur Csaba Konkoly and award winning business author Matt Watkinson reveal the shortcomings of conventional business thinking and the advantages of developing a probabilistic mindset that turns uncertainty from a source of fear into an incredible and exciting advantage They offer superbly practical advice on everything from how to handle setbacks and expand your network to how to spot business opportunities and shape them into successful growing businesses Above all they show how to think and operate like a great entrepreneur

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In a world defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their capability to kindle emotions, provoke contemplation, and ignite transformative change is truly awe-inspiring. Enter the realm of "**The Wallet Allocation Rule Winning The Battle For Share**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve in to the book is central themes, examine its distinctive writing style, and assess its profound affect the souls of its readers.

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