

WIRELESS RULES

New Marketing Strategies for Customer Relationship Management Anytime, Anywhere



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Unhelkar, Bhuvan

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Wireless Rules Frederick Newell, Katherine Newell Lemon, 2001 This text outline a paradigm for marketing m marketing incorporating mobile wireless e commerce and customer communication Case studies and action steps show how to improve customer loyalty with individualized messages and how to use B2B opportunities Permission Marketing of Informediaries in M-Commerce Advertising Ali-Reza Moschtaghi, 2002-03-12 Inhaltsangabe Abstract The expectations for M Commerce are very high The mobile user seeks for facilitation of his daily habits and companies anticipate generating high revenue stream through new mobile applications After telecommunication companies have paid high prices for the UMTS licenses in Europe M Commerce has started to be the new hype In those countries which did not have auctions but beauty contests M Commerce has been also shifted into the spotlight Although M Commerce is still in its infancy it predicts to have a huge impact on many ways of people s lives New buzz words like anywhere and anytime have evolved in order to describe the great potential of M Commerce Growth opportunities in terms of new arising mobile business models seem promising but only the future will be able to answer the question of success Mobile devices offer a broad range of opportunities from entertainment service e g music games or video up to transactions e g banking shopping auctions It is still unclear if all the emerging opportunities can be commercialized successfully Nevertheless many scenarios of how the world could be like in the future have been made Below an excerpt of the daily routine of a future mobile user is presented Nancy D Amato prepares to leave her office just before five o clock She uses her mobile phone for a quick check of the local weather forecast sees that fines conditions are expected for the evening and decides to leave her umbrella by her desk Nancy is due to meet her boyfriend Peter at seven o clock so she has two hours in town to waste As soon as the clock reaches five she receives a text message telling her that the bar across the street has a happy hour when drinks are cheaper Nancy deletes the message almost without reading it She has given her mobile service provider permission to send her unsolicited local promotional messages after five otherwise she would have to pay a higher subscription rates but that does not mean she actually has to read the message does it Five minutes later another message arrives with a coupon offering a discount at the local branch of her favorite coffee bar She shows the coffee shop attendant the numbered message on her phone s screen and he keys in the number on the till when charging for the coffee Now comfortably seated with her cappuccino Nancy begins to plan her evening She uses her mobile to check which movies are showing nearby after seven Mobile Computing: Concepts, Methodologies, Tools, and Applications Taniar, David, 2008-11-30 This multiple volume publication advances the emergent field of mobile computing offering research on approaches observations and models pertaining to mobile devices and wireless communications from over 400 leading researchers Provided by publisher Advances in Electronic Marketing ,2005-01-01 This book addresses Internet marketing and the World Wide Web and other electronic marketing tools such as geographic information systems database marketing and mobile advertising Provided by publisher **Policy and**

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Handbook of Research in Mobile Business: Technical, Methodological, and Social Perspectives Unhelkar, Bhuvan, 2006-04-30 This reference book brings together various perspectives on the usage and application of mobile technologies and networks in global business Provided by publisher

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