Customer Journey vs. Buyer Journey vs. User Journey



Aspect	Customer Journey	Buyer Journey	User Journey
Scope	All customer interactions, pre and post-purchase.	Pre-purchase stages: awareness, consideration, conversion.	Subset of interactions in digital platforms.
Start/End Point	From marketing to end of customer relationship.	From awareness to conversion stages.	From user entry to exit on a digital platform.
Focus	All types of products and services - software and non-software interactions.	Decision-making before purchase.	Primarily digital platform interactions.

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User Guide Definition

Franz Lanz

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