

Customer Relationship Management

Module Information

2022.01, Approved

Summary Information

Module Code	5711SERCBM
Formal Module Title	Customer Relationship Management
Owning School	Business and Management
Career	Undergraduate
Credits	20
Academic level	FHEQ Level 5
Grading Schema	40

Teaching Responsibility

LJMU Schools involved in Delivery
LJMU Partner Taught

Partner Teaching Institution

Institution Name
South Eastern Regional College

Learning Methods

Learning Method Type	Hours
Lecture	11
Seminar	33

Module Offering(s)

Display Name	Location	Start Month	Duration Number Duration Unit
JAN-PAR	PAR	January	12 Weeks

Aims and Outcomes

Aims	This module aims to encourage understanding, knowledge and critical appraisal of the strategic management of customer relations. It relates CRM to delivering value in e-business in order to equip graduates with the skills and ability to play an effective role in enabling their organisations to succeed in realising the strategic potential of CRM.
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After completing the module the student should be able to:

Learning Outcomes

Code	Number	Description
MLO1	1	Evaluate the key and contemporaneous views of customer relationship management.
MLO2	2	Apply critical skills for building and managing customer and supplier partnership (s).
MLO3	3	Evaluate the conceptual foundations of relationship marketing and its link to further developments within this field of expertise.

Module Content

Outline Syllabus	CRM Theory and Development: Introduction to Customer Relationship, Management, History and Development of CRM, Relationship Marketing and CRM, Organization and CRM.Data Management and Technology: CRM and Data Management, Technology and Data Platforms, Database and Customer Data Development. Marketing Strategy: Business-to-Business CRM, Understanding the Customer-Company Profit Chain: Satisfaction, Loyalty, Retention, and Profits, The CRM Strategy Cycle - Acquisition, Retention, and Win-Back.Marketing Strategy: The CRM Strategy Cycle - Acquisition, Retention, and Win-Back.CRM Evaluation: CRM Program Measurement and Tools.CRM New Horizons: Social Networking and CRM, CRM Trends, Challenges, and Opportunities.Privacy, Ethics and Future of CRM
Module Overview	
Additional Information	No Course Notes Were Provided.

Assessments

Assignment Category	Assessment Name	Weight	Exam/Test Length (hours)	Module Learning Outcome Mapping
Report	Individual Report	50	0	MLO1, MLO3
Exam	Exam	50	2	MLO2, MLO3

Module Contacts

Module Leader

Contact Name	Applies to all offerings	Offerings
Mathew Analogbei	Yes	N/A

Partner Module Team

Contact Name	Applies to all offerings	Offerings

