Customer profitability Analysis in action (2)

Sector	'Bundled' Products/services – bought as combined package	Products/services – bought individually
Hospitality	Full board – room, breakfast, lunch & dinner	Room, breakfast, lunch, dinner, bar sales, in-room entertainment, spa treatments, golf green fees, merchandising.

© 2012 Jones et al: *Strategic Managerial Accounting: Hospitality, Tourism & Events Applications* 6thedition, Goodfellow Publishers

Customer Profitability Analysis Topic Gateway Cima

Lynette Ryals

Customer Profitability Analysis Topic Gateway Cima:

Strategic Managerial Accounting Tracy Jones,Helen Atkinson,Angela Lorenz,2012-09-28 This text explores the nature of these industry sectors and how these impact on the strategic managerial accounting SMA tools used by decision makers in the industry Formerly known as Managerial Accounting in the Hospitality Industry by Harris and Hazzard this new edition builds on this successful and well known text Leadership, Management, and Adoption Techniques for Digital Service Innovation Sandhu, Kamaljeet,2019-12-27 There are many advantages to incorporating digital services in business including improved data management higher transparency personalized customer service and cost reduction Innovation is a key driver to how digital services are formed developed delivered and used by consumers employees and employers The largest differentiator comes from having a digitally empowered workforce Companies increasingly need digital workers to establish greater digital skills to bear on every activity Business leaders especially need to steer digital priorities drive innovation and develop digital platforms Leadership Management and Adoption Techniques for Digital Service Innovation is an essential reference source that discusses the adoption of digital services in multiple industries and presents digital technologies to address and further advance innovation to drive successful solutions Featuring research on topics such as cloud computing digital business and value creation this book is ideally designed for managers leaders executives directors IT consultants academicians researchers industry professionals students and practitioners Customer Profitability Analysis - Today Eileen Schäfer,1999-07-25 Inhaltsangabe Abstract Traditional management accounting systems are limited in their ability to provide profitability information relevant to management decisions The problems of inadequate profitability measurement are intensified by the increasing competition in todays international market and the customer sophistication in locating low cost providers In response a number of manufacturers and service companies are experimenting with new methods to analyse their profits The collection and analysis of information on the customer profitability analysis enables management to identify their most attractive customer groups and support them with their scarce resources turning loss making making accounts into profitable ones The project investigate both the theoretical approach of customer profitability analysis and its usage in practice today Relevant data was collected by means of a survey and three ease studies The survey provided information about the extent of knowledge of member of organisations about customer profitability analysis and the use of it in the decision making process The interviews added deeper knowledge about the application of customer profitability analysis in practice and helped to find new insights to this analysis method Inhaltsverzeichnis Table of Contents TABLE OF ABBREVIATIONS4 TABLE OF FIGURES5 1 CHAPTERPREFACE6 1 1INTRODUCTION6 1 2BACKGROUND8 1 3AIM10 1 4OBJECTIVES10 2 CHAPTERRESEARCH METHODOLOGY11 2 1INTRODUCTION11 2 2AGGREGATION OF SECONDARY DATA11 2 3COLLECTION OF PRIMARY DATA12 2 3 1INTRODUCTION12 2 3 2SELECT THE APPROPRIATE METHOD12 2 3 3THE SURVEY14 2 3 4THE CASE STUDIES15 3 CHAPTERTHE THEORETICAL APPROACH18 3 1INTRODUCTION18 3

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