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### **Finding new ways and places to sell alcohol, and new**

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3 Identify the key elements of a customer-driven marketing strategy and discuss the marketing management orientations that guide marketing strategy. 4 Discuss customer relationship management and identify strategies for creating value for customers and capturing value from customers in return.

### **Marketing: Creating and Capturing Customer Value**

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### **In the decade of the customer, knowing your customer means**

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CREATING CUSTOMER VALUE Through Industrialized Intimacy To really serve customers requires a deep understanding of their needs. It also requires customization, personalization and empathy. Peter Kolesar is Professor of Management at the Graduate School of Business at Columbia University. Garrett van Ryzin is the

### **CREATING CUSTOMER VALUE - Columbia Business School**

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