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The Effortless Experience: Conquering the New Battleground for Customer Loyalty **The Effortless Customer Experience**

Four ways to create an effortless customer service experience | Matthew Dixon interview **Review of The Effortless Experience** Customer Book Club Live Discussion on "The Effortless Experience" **An Interview with Matthew Dixon of The Effortless**

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the Customer Effort
Score?**

The Effortless Experience Conquering The

The Effortless
Experience lays out the
four pillars of a low-
effort customer
experience, with robust
data, insights and
profiles. Here are tools
and templates you can
start applying right
away to improve
service, reduce costs,
and ultimately
generate the elusive
loyalty that the 'dazzle
factor' fails to deliver.

The Effortless Experience:

Conquering the New Battleground ...

The Effortless
Experience takes
listeners on a
fascinating journey
deep inside the
customer experience
to reveal what really
makes customers loyal
- and disloyal. The
authors lay out the four
key pillars of a low-
effort customer
experience, along the
way delivering robust
data, shocking insights
and profiles of
companies that are
already using the
principles revealed by
CEB's research, with
great results.

The Effortless Experience: Conquering the New Battleground ...

The Effortless
Experience lays out the
four pillars of a low-
effort customer

experience, with robust data, in sights and profiles. Here are tools and templates you can start applying right away to improve service, reduce costs, and ultimately generate the elusive loyalty that the 'dazzle factor' fails to deliver.

The Effortless Experience: Conquering the New Battleground ...

The Effortless Experience provides solid research supporting the pursuit of reducing customer effort as a way to drive loyalty. Much of the research and advice is focused on customer service, although reducing customer effort applies more broadly than that (as at least one chapter addresses).

The Effortless Experience: Conquering the New Battleground ...

The Effortless Experience: Conquering the New Battleground for Customer Loyalty (Audio Download): Amazon.co.uk: Audible Audiobooks

The Effortless Experience: Conquering the New Battleground ...

The Effortless Experience: Conquering the New Battleground for Customer Loyalty: Authors: Matthew Dixon, Nicholas Toman, Nick Toman, Rick DeLisi: Edition: illustrated: Publisher: Portfolio Penguin, 2013: ISBN: 024100330X, 9780241003305: Length: 237 pages :

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**The Effortless
Experience:
Conquering the New
Battleground ...**

The Effortless Experience takes readers on a fascinating journey deep inside the customer experience to reveal what really makes customers loyal—and disloyal. The authors lay out the four key pillars of a low-effort customer experience, along the way delivering robust data, shocking insights and profiles of companies that are already using the principles revealed by CEB's research, with great results.

**The Effortless
Experience:
Conquering the New**

Battleground ...

"Companies told us that they try to delight customers because they believe there are significant economic gains to be made by exceeding the service expectations of their customers," says Nick Toman, Group Vice President, Gartner and co-author with Matthew Dixon and Rick Delisi, Principle Executive Advisor, Gartner of The Effortless Experience, Conquering the New Battleground for Customer Loyalty (Portfolio/Penguin, 2013).

**Effortless
Experience
Explained - Smarter
With Gartner**

The Effortless Experience Conquering the New Battleground for Customer Loyalty

Matt Dixon Executive Director, CEB ... THE EFFORTLESS EXPERIENCE Low Effort High Effort 1% 81% Low Effort High Effort 88% 4% Low Effort High Effort Repurchase 94% 4% Source: CEB analysis. Increased Spend/ Share of Wallet

The Effortless Experience - ICMI

The Effortless Experience takes readers on a fascinating journey deep inside the customer experience to reveal what really makes customers loyal—and disloyal. The authors lay out the four key pillars of a low-effort customer experience, along the way delivering robust data, shocking insights and profiles of companies that are already using the

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Amazon.com: The Effortless Experience: Conquering the New ...

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The Effortless Experience: Conquering the New Battleground ...

The Effortless Experience Conquering the New Battleground for Customer Loyalty
Matt Dixon Group
Leader, CEB © 2013
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for Customer Loyalty

Price: (as of - Details)

Everyone knows that the best way to create customer loyalty is with service so good, so over the top, that it surprises and delights. But what if everyone is wrong? In their acclaimed bestseller *The Challenger Sale*, Matthew Dixon and his colleagues at CEB busted many longstanding myths about sales. Now...

**The Effortless Experience:
Conquering the New Battleground ...**

The Effortless Experience takes readers on a fascinating journey deep inside the customer experience to reveal what really

makes customers loyal—and disloyal. The authors lay out the four key pillars of a low-effort customer experience, along the way delivering robust data, shocking insights and profiles of companies that are already using the principles revealed by CEB's research, with great results.

**The Effortless Experience by
Matthew Dixon, Nick Toman ...**

the effortless experience conquering the new battleground for customer loyalty
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